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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXII. MONTREAL, TORONTO, WINNIPEG, JANUARY 3, 1908. NO. 1.

It's a food for the family—

Robinson's Patent Barley

put up in tins for family use, is taking a prominent place in every up-to-date grocery and general store—

For 2 Reasons

—it is a healthful desirable food.
—it pays a good profit to the dealer.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal

A Sweet Opening For 1908

is the sale of

"Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls Kegs and Pails

Freight paid on 5 cases and over to all railway stations east of North Bay.

The healthiest product of finest selected white corn,—rich, nourishing and delicious.

See that it is "Crown" Brand you get if you desire the Best.

For Sale By All Jobbers.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by :===

José Segalerva
Malaga, Spain

will be Ahead of his Competitors Because the Malaga Seeded Raisin is

Superior in Richness and Flavor, and Can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

YOU WILL MAKE A GOOD PROFIT.

Agents for the Dominion

Rose and Laflamme **Montreal and Toronto.**

Remember This Important Fact

¶ The makers of Cox's Gelatine believe that "Honesty is the Best Policy." It has paid them handsomely to conduct their business along that line—at its inception the founders laid down stringent rules for its safe progress. And they have never deviated from these rules.

COX'S Gelatine

¶ No chemicals of any sort or nature enter into the manufacture of this world famous product. It is as pure as it is possible for a Gelatine to be. And whether you buy it in the shredded or powdered form it is always the same. Remember "Cox's" for its absolute purity.

ARTHUR P. TIPPET & CO., Agents

8 PLACE ROYALE, Montreal

84 VICTORIA STREET, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

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HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

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ROBERT ALLAN & CO.
General Commission Merchants
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Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad. Brands. Morris & Co., Pork, Chicago.

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Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
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OTTAWA, ONT. 49 Anglesea Square

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BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
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Large Track Warehouse Accommodation
Correspondence Solicited

THE MOOSE JAW FRUIT AND PRODUCE CO.
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Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

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MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
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Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

TORONTO.

Wishing Everybody a Prosperous New Year
LOOK WHERE THE SUN SHINES FOR 1908
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

TAPIOCAS
Medium and Seed Pearl.
Patna Rice 224 lb bags.
All on Spot.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

(Continued on page 4.)

TWO WAYS of making money selling cigars

The First

Selling cheap goods with a long profit— (You won't sell many)

The Second

Selling a good line with a reasonable profit— (You'll sell lots)

The "second way" is the better—Sure profits and increasing trade.

If you decide on the "second way" you'll have to have our

"ANCHOR CIGAR"

The best 5c. straight on the market—and there's more profit than some other 5c. lines.

Send us your orders.

EBY-BLAIN, LIMITED

WHOLESALE GROCERS

TORONTO

GOING AHEAD

The continued increase in the sales of Blue Ribbon Tea have necessitated our opening up a packing establishment at 266 St. Paul St., Montreal, at the first of the year, where we shall be pleased to welcome all customers to that city, likewise we shall be delighted to meet all our friends as usual in Toronto, at Nos. 8-10 Adelaide St. West.

We take this opportunity of wishing all our friends the Compliments of the Season and remain, Yours truly,

The Blue Ribbon Tea Co., Limited
Toronto

Manufacturers' Agents—Continued.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

M. B. STEELE
Wholesale Commission Merchant and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

GROCERY BROKERS
WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

S. C. RICHARDS
Wholesale Commission Merchant and Broker
354 Main St., WINNIPEG, Man.
Correspondence Solicited

Do You Want to Buy
A BOILER, ENGINE OR MACHINERY?
If you are a subscriber of CANADIAN GROCER, you can insert a notice free in
CANADIAN MACHINERY
TORONTO MONTREAL

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
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Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
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When Collections are Slow

Send them to

The Beardwood Agency
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AND WE WILL GET THE MONEY FOR YOU

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

Cheap goods at any price are not what you want as a reputation builder.

If you handle **Canadian Canners'** goods you will keep your old customers and make new ones.

"Aylmer," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and **White Rose"** Brands are all **guaranteed** as to **quality.** They have been popular brands for over a quarter of a century.

Fruits and vegetables of these brands are canned only when at their best for table use.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

THE TEA THAT "QUALITY" MADE FAMOUS

Sixteen years ago the first pound of "SALADA" Tea was offered to the public. QUALITY was the FOUNDATION.

A reputation for reliability, the securing of the public confidence, account for the extraordinary fact that "SALADA" is the only tea in the world that holds the remarkable record of doubling its enormous sales every four years—a fact which proves that the public don't care for imitations, they don't care for fake goods—they want "SALADA" evidence.

Are you giving it to them?

We will be pleased to hear from you.

"SALADA" Toronto or Montreal

These Two Packages Represent the Growth of "SALADA" Sales in Sixteen Years.

1892

1907

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

National Licorice Co.

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Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

Agents

C. E. Paradis. - -	Quebec.	William Forbes, - -	Ottawa.
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Tees & Peerse, -	Edmonton.	Wilson & McIntosh, -	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Naptho SOAP

MADE IN CANADA

In every walk of life there are men who stand out prominent among their fellows. They possess something which distinguishes them from all the rest.

It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

The Welcome Soap Co.

Limited

St John, - N.B.

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

NEW YEAR'S GREETINGS

To **Canadian Grocers** and those
in the **Tea Trade** as well as
Our Other Friends, we
heartily wish a very
prosperous

1908

May your business

LEAP

forward with the

YEAR

THOMAS J. LIPTON,

75 Front St. East, - - - TORONTO.

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

Open the door to Success

by starting the New Year in handling only goods of assured merit—goods that are known the country over as **quality goods**—goods that satisfy the most exacting tastes. Greig's White Swan Coffees, Spices, Baking Powder, Jelly Powders, Extracts, Cocoanut, Flaked Wheat, Rolled Oats, Buckwheat Flour, Graham Flour, Whole Wheat Flour, Gluten Flour, Wheat Kernels, Pancake Flour, are all lines that are pre-eminent in the **quality class.** Their goodness is such that your patrons want more. Your profit, too, is attractive.

Start the year right and open the door to success by selling

GREIG'S White Swan BRAND

A Chance to Make Money

Every grocer who wants a really fast selling specialty should enquire about our

PURE APPLE JUICE

It really is a winner. It is absolutely pure juice from delicious ripe apples.

We also have other lines worth your attention. Why not write us to-day?

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE - - ONTARIO

"Pride of Canada"

Never yet has there been a question as to the quality of **Pride of Canada** Maple Syrups and Maple Sugar.

That this brand is a market leader is an undisputed fact.

Everywhere quality is recognized you will find **Pride of Canada** Maple goods sold. Grocers find profits good and the line such as satisfies customers.

IT PAYS

Maple Tree Producers Association

WATERLOO, - P.Q.

STARCH

is a peculiar thing—that is, ordinary laundry starch. Sometimes it does what is expected of it, but oftener it does not. That's what makes it extremely easy for you to make money by pushing

IVORINE

It is a brand of laundry starch which may always be relied upon. You may tell your customers this with the knowledge that they will find such a claim to be absolutely true.

Why not look into the matter?

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

A pickle that has stood the test throughout all the years, from the beginning to the close of the present year is

STERLING BRAND PICKLES

Each year has added to the substantial popularity of these famed Canadian-made pickles. We look back on the year's business without a regret, just determined to do even a little better in the new year that is soon to be ushered in.

Buy these famous pickles through your jobber or order direct from the manufacturer.

The T. A. LYTLE CO.
Limited
124-128 Richmond St. West, Toronto.

"Non-Pareil Oil"

Highly Recommended by

Leading Bakers and Confectioners

The most Economical and Satisfactory Oil

Kentucky Refining Co.,
Incorporated
Louisville, Ky.

J. M. BRAYLEY, Manager Montreal Branch,
322 East Notre Dame Street,
MONTREAL

Samples and prices on application. Phone Main 3938.

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Seeded Raisins

Californias—Nonpareil Brand—Price Right

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

EMPIRE SALT

The Salt
that's all Salt

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

Satisfaction Guaranteed

EMPIRE SALT COMPANY, LIMITED

MANUFACTURERS AND SHIPPERS

SARNIA, ONT.

We Wish Our Many Customers and Friends

A

Happy and Prosperous New Year.

May you sell more goods for us and enjoy more profit for yourselves during 1908 than ever before.

J. N. WARMINTON,

MONTREAL 43 Scott St., TORONTO

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

There is a Demand for Purity !

Nowadays people want pure food. They hate the thought of eating Jams or Jellies which are produced in the ordinary kind of jam factory. Consequently

E.D.S. Brand Jams and Jellies

is a phenomenal seller, for the simple reason that you can prove to the buyer beyond the shadow of a doubt, that it is absolutely pure. The unexampled deliciousness of the E.D.S. Flavor is brought about by pure materials and clean methods.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

WRITE US

if you do not yet know about

Bee Brand Jelly Powder

You cannot afford to begin the New Year without a stock upon your shelves.

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - MONTREAL

JUST ARRIVED

First car of Seville Bitter Oranges to make

WAGSTAFFE'S

PURE ORANGE MARMALADE

Ready for delivery about January 7th

SEE YOUR WHOLESALER.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 352

You are careful as to the source of the ice which is put into your drinking water, but are you sure that the ice which is put into your oysters, en route, is pure? Why not be on the safe side and use the wholesome, appetizing

SEALSHIPT OYSTERS

They never come in contact with ice, but are enclosed in a sanitary case of clean, shining steel which is sealed and surrounded by ice in a Sealshipt Patent Carrier.

FOR FULL PARTICULARS, ADDRESS

National Oyster Carrier Co., Kenosha, Wis.

Affiliated oyster shippers in all the great oyster districts.

TRADE MARK KEYSTONE BRAND REGISTERED

We Wish
Our Customers
one and all a
Very Happy and
Prosperous New Year

Stevens-Hepner Company
Limited
Port Elgin, Ontario

1908
Begin it Well

To succeed in your business this year you must be able to satisfy your customers at all times

Yon can only do this if you are served by a wholesale house with facilities for supplying you with the best groceries at all times. Deliveries must be prompt and complete, and prices right.

We can serve you to your entire satisfaction.

SEND US A TRIAL ORDER.

S. J. CARTER & CO.
WHOLESALE GROCERS
58 McGILL ST., MONTREAL

TO ALL OUR CUSTOMERS AND FRIENDS WE WISH

A HAPPY AND PROSPEROUS NEW YEAR

May success be yours in 1908 in greater measure than ever before.

S. H. EWING & SONS

96-104 King St., Montreal — Phones Bell Main 65 and 155

20½ Front St. E., Toronto — Phone Main 3171

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

TEA;
Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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1. Early History.
2. Geographical Distribution.
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Make the resolution that your confectionery department will be the best in your town. It is a profitable department.

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KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

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Of Canned Goods is naturally that brand which never disappoints. No one would think of asking a second time for a brand which had proved unsatisfactory on the first purchase. That's the reason why you should stock only

Burlington Brand
Canned Fruits and Vegetables

It is the brand for the staying trade. Every can is an effective advertisement of Burlington quality. So much so, in fact, that it brings in the much to be desired repeat orders, which come as regularly as clock tick.

The Burlington Canning Co., Limited Burlington, Ont.

We Have No Fear

of the pure food inspector. On the contrary, we welcome his advent, because with every visit of an inspector to our factory it is again demonstrated that

Old Homestead Brand Canned Fruits and Vegetables is Peerless for Perfect Purity

Purity and the perfect preservation of natural fruits and vegetables in all their deliciousness, are the corner stones of our outstanding success. When you sell a customer a can of Old Homestead Brand you may rest assured that his satisfaction with his purchase will be complete.

Why not handle the purest and best brand of Canned Goods? It cannot help but pay you. Your jobber is always prepared to ship Old Homestead Brand.

The Old Homestead Canning Co.

Picton, Ontario

"Essex" Reputation !

Aside from the striking advantages of the Essex region for growing fruits and vegetables, and in addition to the absolute cleanliness of the Essex factory, we have a reputation for fair, square dealing with the trade generally. We realize the important part grocers play in the distribution of any food product and are making it easier for them to double their profits with

—Essex Apple Butter **—Essex Apple Jellies**
—Essex Tomato Ketchup **—Essex Superior Jams**
—Essex Pork and Beans

We're doing more general advertising than we ever did—giving housekeepers good and substantial reasons why they should buy Essex goods in preference to any other. That means doing everything in our power to encourage repeat orders, and making it worth your while to give the Essex line the prominence it deserves.

The Essex Canning and Preserving Co. Ltd.

FACTORY AT ESSEX, ONT.

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White Moss

If you sell cocoanut sell the best and ***satisfy*** your ***customers.*** Our brand is the market standard and will satisfy you and your customers.

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Dealers are requested to write for special free deal.

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SHOE POLISH

is the best shoe polish made. 2 in 1 hasn't any leather destroying acids in it. Instead of destroying shoe leather after the manner of ordinary shoe polish, it preserves it. There certainly are strong reasons behind the public faith in 2 in 1.

The F. F. Dalley Co. Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

DO YOU PUT UP

Meats ***Baking Powder***
Lard ***Coffee***
Syrups ***Spices***

If you are a manufacturer or packer of these lines we can do business together.

You require first-class cans of every size and description; the kind that will give you satisfaction. You want them well made, and you want them **when you want them.**

We can supply you.
Write us.

ACME CAN WORKS

Montreal

THE BEST FOR ALL

At this season particularly our wishes are the best for all, and with you during the coming year, you can do no better than handle the best for everybody.

"James' Dome" Blacklead

is the best Stove Polish you can handle, and every time you get a customer to use it you please him.

Wishing you a Bright, Prosperous Year.

W. G. A. LAMBE & CO., Canadian Agents.

Tartan BRAND

SIGN OF PURITY

Twenty-Fifth Annual Tea Sale

Bargains in every line. Our travellers have some good ones. Write or Phone for samples.

No. 596 Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous **VICEROY** for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

Quaker Salmon, Flats,	*$2.05 doz.*
Quaker Salmon, Talls,	*1.90 doz.*
Viceroy Salmon	*1.75 doz.*
Empress Salmon	*1.50 doz.*

M

Mathewson's Sons

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

Every Cent Counts

Every cent saved in your buying during 1908 will make you so much better off than last year.

You can save not only cents but many dollars by buying our

MATCHES

"Togo" and "Laurier" brands are unequalled in quality and show a larger profit than any other brand.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

A Happy and Prosperous New Year To All.

THE DAVIDSON & HAY, LIMITED
TORONTO

'CAMP' COFFEE

"Camp" Coffee from Scotland

This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

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Don't Experiment

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Molassine Meal

No other food can prove that its use keeps Horses, Cattle, Pigs and Poultry in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

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CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

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LEA'S

The Pickle with the Home-Made Flavor

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

PRUNES PRUNES

Just passed into stock a large shipment **Oregon Prunes—Raven Brand (new fruit),** all sizes—on which we are offering special inducements for the next ten days—

WARREN BROS. & CO., Limited
TORONTO

Our Wish is That Yours May Be A Happy and Prosperous New Year

May our past happy relations continue. We feel sure that we have satisfied you in years gone by, as we have always kept our stock complete, and have carried no goods we could not guarantee ourselves. In the future, we will have pleasure in continuing our good service. If you have not yet dealt with us, send in a trial order that we may show you what we can do for you. In your order include a request for our **"Signal"** Brand Tea. It will please you and win you new customers.

HUDON & ORSALI, WHOLESALE GROCERS
259 St. Paul St., Montreal

Provincial Agents, "QUICK NAPTHA SOAP"

Jelly Powders Which Make Jelly!

The trouble with some jelly powders is that they won't make real jelly. If you want your customers to be really satisfied, sell them

Shirriff's Jelly Powders

Their use results in pure, sparkling, delicious jelly.

Imperial Extract Co., 18-22 Church St., Toronto

SNAPS

To assist our travellers who will commence their trips on Jan. 2nd, we have given them a number of special inducements.

As they cannot see every customer first, we want to remind the trade we are here with a well organized mail order staff, and we pay telephone and telegraph charges on all orders.

JAMES TURNER & CO., Limited

Hamilton, Ont.

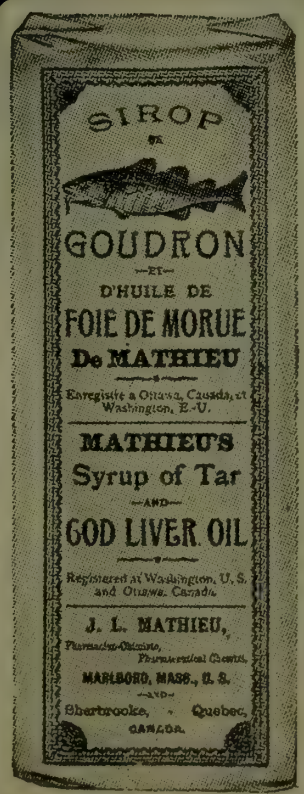
A Happy New Year to you

May 1908 be the best, most profitable and satisfactory year in the history of your business.

We trust your sales of our maple syrups and sugars may increase appreciably that we may thus in a measure contribute to your success.

Imperial Syrup Co.

MONTREAL.



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.
Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

Travelers' Annual Banquet

Wit, Humor and Wisdom From the Spee ches at the Big Dinner Last Week—J E. Ellis, Edward Gurney, J. S. Willison and Others Pay Tribute to the Knights of the Grip—A Very Enjoyable Occasion.

The boys of the old brigade, the fully-fledged and the just-hatched members of that great brotherhood of drummers—more properly speaking, the Canadian Commercial Travelers' Association—

LEWIS A. HOWARD.

were all present at the annual dinner in McConkey's banquet hall on Thursday evening, December 26th, and a jollier crowd than the two hundred and fifty knights of the grip who gathered around the tables it would be hard to find.

With President Lewis A. Howard beaming good humor at the table of honor, were, J. F. Ellis, Edward Gurney, Jas. P. Murray, J. S. Willison, Lieut.-Col. Stoneman, Jos. Oliver, Tom McQuillan, E. Fielding, Robt. Algie, and Geo. West.

The dinner part of the evening was pretty well looked after, but, as the gentleman beside The Grocer representative remarked, "It came too soon after the mighty big dinners everyone ate on Christmas day to be thoroughly enjoyed." However, by half-past nine the turkey and ices had been well disposed of, everyone got settled down comfortably with weeds and pipes going full blast, and through the smoke the speakers of the evening poured out their oratory and words of wisdom.

President Howard set the ball a-rolling by proposing the honored toast to the King, and if His Majesty could have heard the way the big family took up the song in his honor he would have wept tears of joy. Then in a few well-chosen words, indicative of material progress and prosperity, the president followed with the toast to Canada.

A couple of bright musical numbers were well received, and then J. F. Ellis, who, by the way, is a charter member and one of the original directors of the association, proposed the toast, "Our Manufacturing Interests." Mr. Ellis didn't seem to think he was expected to stick to his text, and wandered off onto a pet theme of his own, which, however, brought out a forcible point. He side-tracked himself onto the question of the evils and dangers of level railroad crossings and pleaded for the help of the members of the association in effecting a remedy. A membership of 22,000 is a big army, said Mr. Ellis. You travelers can do a great work in this matter by watching for the dangerous crossings, bringing them to the notice of your customers, and to the Railway Commission, and educating the people generally to demand adequate provision for safety. Coming back to the toast, Mr. Ellis said that our three chief industries, farming, fishing and manufacturing, go hand in hand and must be equally developed to develop the true

JACK WILDFONG,

Who ran Around Making Things go Smoothly.

wealth of Canada. With these industries prosperous, the country at large will be prosperous. Our manufacturers are beginning to reach out beyond the home markets and this also means success to Canada.

Edward Gurney, in replying, was in a jovial mood. He referred to his early experiences as a traveler, before the days of the association, "A long time back," as some of the boys sang out, and told of some of the things the travelers used to do in those days. Becoming serious, Mr. Gurney outlined the necessary characteristics of a salesman, whom he described as the main factor in business. "He must be a man of good brain, heart, liver, belly, physique," he said, "and with more courage than the most of them. The salesman should honestly represent the man by whom he is employed. This is the essence of his success." Above all, he must "make things git."

Speaking to the toast, Mr. Gurney immediately climbed to his familiar high-protectionist perch and swatted the Government for its seemingly bad policy toward the local manufacturer. "No agricultural country can be a great country," said Mr. Gurney. "What is going to be Canada's future ?. In forty years of business in Canada," he continued, with a wave-like motion of his big fist, "no line of business shows such a small percentage of returns as manufacturing."

In conclusion, Mr. Gurney appealed to the travelers to think and act for themselves. He would rather have the co-operation of the travelers. he said, than of any other body in the country. Because no other body was so close to the factors of business. "Think matters out," he said, "come to a reasonable decision, irresponsive of party, and then let the people feel ye !"

Everybody felt pretty good after this speech, given in Mr. Gurney's characteristically cool and deliberate manner, and they listened with appreciation while Master Wilfrid Morrison, the boy soprano, climbed on a chair on the raised platform and sang a couple of solos in a particularly pleasing way.

"Tom" McQuillan proposed the next toast, "Wholesale Mercantile Interests," in a bright and brief way, and the three cheers and a tiger which were handed out for him showed what a place the past-president has in the hearts of his brother travelers.

Jas. P. Murray, president of the Toronto Carpet Company, who responded,

J. S. WILLISON.

said that perhaps if he had stayed longer on the road he might have obtained a better grasp of the gift of gab, and, speaking to the toast, proceeded to tell something of the position of the woollen industry of Canada. Mr. Murray cited

a host of facts and figures, touching principally on the disadvantages which Canadian woollen manufacturers have to contend with, and which are placing the industry in a serious position.

After this "Brother" Donald McGregor, always popular with the travelers, stepped up and sang a couple of stirring songs in a way that brought down the house.

E. FIELDING.

Ex-Alderman Joseph Oliver smiled as if he were perfectly sure of election when he rose to propose the toast, "Our Association," and well he might, for as a past president of the C.T.M.B.A. and for himself he was given a mighty encouraging reception. He modestly and wisely refrained from any reference to municipal politics, and getting down to business at once, made a neat speech, remarking that Mr. Ellis and his associates had built better than they knew when they had organized the association. With the financial status and the number of members the body was now able to boast, it could justly be called a big and growing success.

E. Fielding, the association's financial watchdog, reviewed the growth of the body, in a comprehensive manner, and spoke of the features by which the organization was superior to an insurance company, from a financial standpoint.

Following this came a generous—in point of length—selection by Highland Piper Hay, late of the Black Watch Band, which some of the "boys" liked exceedingly, and some didn't like at all. It all depended on one's bringing up, as more things do than we usually realize. They all were eagerly expectant, however, when Lieut.-Col. Stoneman, one of the old brigade, was called on. The colonel turned his remarks into a recitation taken from "Songs of a Sourdough." To be definite, he told the vivid story of the "Shooting of Dangerous Dan McGrew," and made the "wild-eyed stranger" who pounds the piano, and the "lady that's known as Lou" do their parts in a manner worthy of an Irving. As a response to a more than hearty encore he gave the familiar and inimitable "How Bill Adams Won the Battle of Waterloo."

Then came the necessary toast to "The Press," proposed by George West, who spoke in an appreciative way of the merits of this influential factor in society.

J. S. Willison, of the News, was there to respond, and he did it jovially and characteristically. But he didn't stick to his text, either, and wandered off into a story of how he began to learn salesmanship as a book agent, and after "falling down" very abruptly, left the business of canvassing for something more congenial. Mr. Willison has a good opinion of the travelers. "I suppose they represent a higher average of intelligence than any other group of men in the country," he said, "and they're just enough mellowed to make 'em fit for companionship." It was pretty risky to tell a story, he thought, because they knew all that ever were, some that were suitable and some that were not. And everybody laughed. Referring briefly to the Press in a manner that no one could regard as serious, Mr. Willison said that it had its virtues and defects, was sometimes devoted to the interests of the public and sometimes to itself.

BILLY COLVILLE,
Who Responded to the Toast to the Ladies.

W. H. Seyler, manager of The Grocer, spoke on behalf of the Trade Press, which he characterized as the organ of business, and, therefore, a supporter and aid to the traveler. As an old traveler he appreciated the joys and sorrows, principally joys, he said, of the traveler's life, and knew what it meant to be "up against it."

Robert Algie, the father of the "snack," who, as he said, had been "gathered in off the street" that evening, was called on and made a telling speech, reviewing the points of the previous addresses, and emphasizing particularly the fact that travelers should think, act and vote for themselves. In response to a request he gave a selection, also from the popular "Sourdough Songs," "The Cremation of Dan McGee," a humorous tale of the north, in a manner which was thoroughly appreciated.

Then followed a couple of musical numbers, after which John Charles, with his face even rounder and rosier than usual, and with good humor radiating from every pore, jumped up to propose that always last and inevitable toast, "The Ladies." Why they chose Billy Colville to reply to this The Grocer couldn't guess. In spite of the fact that indications pointed strongly to a probability that he would be leaving Canadian civilization shortly for an extended trip around the world, Billy got up and after gulping down a good deal of water, spoke of the great advantages of married life, the indispensability of the ladies, and, as a grand finale, handed out a lot of good advice to those already married and to those contemplating the happy state.

This, with a vote of thanks to the speakers and entertainers, and cheers for the Association, brought to an end a late end, by the way, one of the finest dinners the members of the Commercial Travelers' Association have ever enjoyed.

Through the Smoke.

You just ought to have heard those travelers sing. The way they caught on the chorus of the Maple Leaf and two or three of the popular songs made you think of angelic choirs—or something else.

Did you ever notice how many stout travelers there are? It was quite evident at the dinner. And the fatter they get the jollier they seem to be. Look at Billy Anderson and John Charles, for instance.

Billy Colville didn't look a bit as if he wanted to leave his wife and family to go round the world, when he was replying to the toast to the ladies.

JOHN CHARLES.

John Charles noted that they always put the ladies and the press together. We wonder why?

Songs of a Sourdough was pretty well advertised by the two recitations from

its pages. But they were good human stuff, and took well.

Isn't it funny that these travelers who can talk like a streak by the hour when they are selling sugar or dress goods always get cold feet when they try to make a speech?

"And I can well remember my first sale," said Edward Gurney, when speaking of his apprenticeship as a traveler. "We all do," came back in a chorus that rather surprised him. We wonder what Mr. Gurney really did do on that first trip to New York.

Jack Wildfong, whose broad shoulders carried the responsibility of the chairmanship of the general committee, and who was also chairman of the entertainment committee, was here, there and everywhere, applying oil to make the function go smoothly. He deserves a good deal of credit for the success of this year's dinner. Mr. Wildfong wears even a wider smile than usual when he thinks how well things went.

TRAVELERS' ANNUAL MEETING.

The thirty-fifth annual meeting of the Canadian Travelers' Association was held in St. George's Hall, Toronto, on Friday afternoon last, and was one of the best attended and most enthusiastic meetings in the history of the organization.

The financial statement as presented was most satisfactory, showing a reserve fund of $576,489, the largest in the association's history. Last year's death claims numbered 72 and $45,812 was paid to beneficiaries. The membership of the association has now reached 8,531.

Several matters of particular interest to the traveling fraternity were discussed. Regarding the matter of accommodation in local option districts a resolution was passed to the effect that the board ask the government to add to the local option by-law a clause which will provide for the ample accommodation of both man and beast and if not that the by-law be declared null and void. The resolution also asked that an inspector be appointed to see that such accommodation is provided.

Reference was also made to the growth of the Northwest Commercial Travelers' Association, and it was held by several speakers that unless better care was taken of that part of Canada the association had better withdraw.

The president's address referred to the questions of fixing Thanksgiving Day and dates of general elections on Monday or days convenient to travelers and these were heartily endorsed and will be acted upon.

The election of officers resulted as follows: President, Lewis A. Howard, Toronto, re-elected; vice-presidents John Gibson and Robert Gemmell; treasurer, E. Fielding; Toronto directorate, Messrs. S. M. Sterling, J. H. Wildfong, Geo. W. Moore, James G. King, W. J. Nicks, James H. Lumbers, C. J. Tuthill, Harry Ellis and A. C. Rogers; Hamilton vice-presidents, John H. Herring and Robert M. Stuart; directors, Messrs. Arthur F. Hatch, W. H. Dean, E. O. Zimmerman, George McGregor, John Stoneman and P. A. Somerville; Montreal board, vice-president, S. O. Shorey; director, William Cauldwell. Auditors, W. H. Cross and H. Barber.

A 1908 WINDOW

Timely Attraction for the New Year Affording Opportunity for Excellent Grocery Display—Good Suggestion From Contemporary Journal.

Here's a suggestion, borrowed from the Modern Grocer, one of our esteemed American contemporaries, which should prove of value to a good many Canadian grocers who want a striking and attractive window for use early in the New Year.

Unfortunately it appears a little late to be used exactly as was intended by the original designer, but it will prove attractive, however, as a reminder to customers, and is novel enough to attract a great deal of attention.

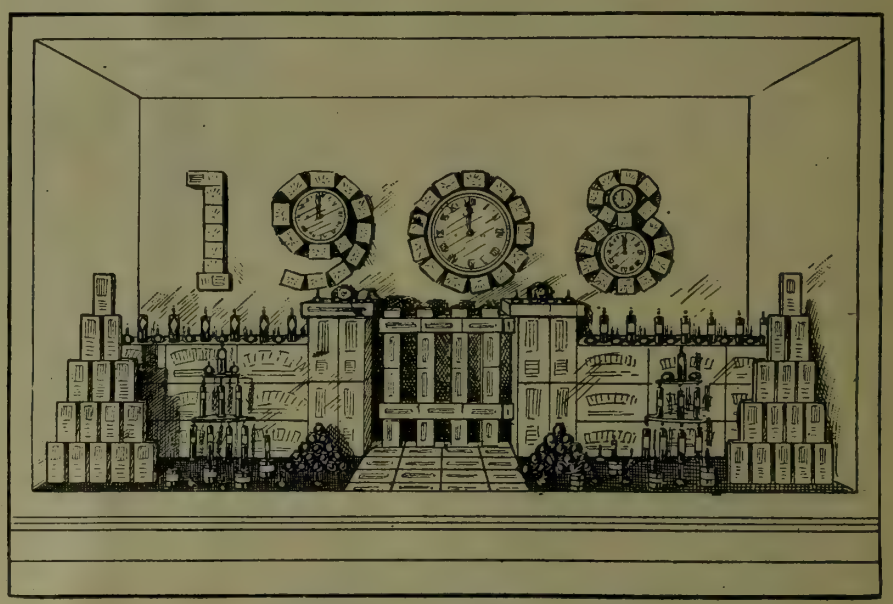
The numerals are built by tacking cartons to a frame in the rear of the window. Care must be taken to get the figures well proportioned and not too small. If the space for each figure is painted or covered with cloth of a dark color and the cartons are light, the effect will be much better.

The original idea was, of course, to have the clocks set at a minute to midnight, signifying an approach to the New Year, but since the immediate occasion for this application has passed, the clocks might be omitted without great loss in attractiveness.

The gateway leading to 1908 may be readily made from small cartons, as shown in the engraving, while the wall on either side may be built, say of packages of breakfast food. If perfect security is desired, the cartons composing the gate and the wall should be tacked to a light framework behind.

In the foreground of the window and even on the gateposts and wall, bottled and canned goods may be displayed to great advantage.

The floor or covering of the window should be of dark cloth or paper to secure good results. A few pounds of sand, covering the boarding, to represent earth, would be considerably more realistic. Indeed, the grocer can make the suggestion given here lend itself to any number of plans which may occur to him and may suit his particular ideas.



An Attractive New Year Grocery Window.

ARRANGED FOR "SNACK."

Drummers' Annual Outing in Alton to be Held on July 24th and 25th.

An enthusiastic meeting of the "Snack" Club was held in the King Edward hotel, Toronto, on Saturday, to discuss ways and means for the drummers' annual summer frolic at Alton. Mike Malone occupied the chair, and Vice-president Cecil Hunt made himself evident, as did also Bob Asher, the Toronto secretary. The following worthy upholders of the Snack were present:—From Hamilton, Bay Hill, Geo. Smye, Pete Smith, Court Thompson, Col. Stoneman and Neil Tufford; from Alton, Robt. Algie and Amos Mason, and from Toronto, Bob Keyes, Billy Colville, Geo. Campbell, Billy Meen, Jack Wildfong, John Charles and others.

The date for the outing was set for the last Friday and Saturday in July.

The financial report proved exceedingly satisfactory, there being over $100 to the good above last year's expenses.

Several committees were appointed to carry forward arrangements for this summer's frolic. One is to consider the matter of issuing souvenir programmes similar to last year. The Toronto side of the concert programme was left in the hands of "Brother" Donald McGregor. The Hamilton end is again left in the dark, but it is known that this always turns out most satisfactory. Billy Colville was made chairman of a games committee, and others appointed to prize, printing and publicity committees. Bob Asher and John Charles will look after the matter of badges.

The next meeting will be held in Hamilton early in May.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Published every Friday.

DO YOU KNOW WHERE YOU STAND?

This is a question for every grocer to face at the begining of a year's business: Do you know where you stand financially? Have you any definite statement as to just how much stock you have packed away in the back cellar and in the second storey of the warehouse? Do you know how much this stuff is really worth?

Here is one point where a great many grocers go wrong and get into further trouble. They neglect to take stock. A merchant ought to know at least once a year, and better, every month or every week, just where he stands. Hundreds of the assignments which occur could be avoided if this matter were attended to. Find out what goods you really have on hand and clear it out before you let the travelers load you up with new stock.

And now is the best time of the year to do this work, in January, the slack winter month after the holiday rush is over. The matter is one which cannot be too strongly emphasized.

SET THE DATES ON MONDAY.

A matter brought up at the annual meeting of the Canadian Commercial Travelers' Association last week is worthy of consideration by the powers that be. The travelers suggest and will try to arrange that the dates of Thanksgiving Day and of at least general elections be set so as to give them a chance to take advantage of the privileges enjoyed by the "non-drumming" public. The travelers are at home at the end of the week but Monday seems to be the day which would be most satisfactory.

The request seems only a just one. Th travelers are away from their homes and families all week and where such an arrangement is possible should be permitted to spend an extra day at home instead of idling at some point on the road. There are now over 22,000 travelers in Canada, a class which is large enough to demand, and to deserve that its requests should receive consideration.

OUR CHRISTMAS COMPETITIONS.

Grocers all over the country appear to have taken a great deal of interest in the Christmas window dressing and advertising competitions, which have been talked about in these columns for several weeks. Photographs and sample advertisements have been arriving with more or less regularity for a couple of weeks, but early this week every mail brought large numbers of entries for both competitions, and the matter of judging promises to be no small item.

With the unusual rush incidental to the holiday season it has been found impossible to acknowledge the receipt of each of these entries, but every care has been taken to check each arrival and full justice will be given in every instance. In two or three cases photographs and letters regarding same have not made connection, but every effort is being made to trace these, and it is hoped that they can be straightened out.

In the Window Dressing contest the entries have been chiefly from the smaller towns, showing the popularity with which the idea of dividing the prizes was received. In the Advertisement contest, as was to be expected, the majority of entries were received from city grocers.

The work of judging will be proceeded with at once and the successful contestants will be announced, along with reproductions of the prize-winning windows and advertisements, just as soon as the matter can be satisfactorily arranged.

THE AMATEUR GROCER.

"What about the man who starts in the grocery business in a small way and untrained?" we were asked the other day. We answered that such a man ought to be as kindly as possible discouraged. There are too many such grocers in Canada, and they do the legitimate trade a good deal of injury. A farmer, for instance, who has gotten tired of the plough and hay fork, and has a few hundred dollars in the bank, comes into town and starts a grocery. Or a mechanic, say, who has been able to scrape up two or three hundred dollars in the last ten years, knocks the corner out of his house and has the parlor for a store, leaving his wife to run the place while he is at work. Cases such as these are occurring all over Canada every day. Anyone, of course, can run a grocery.

And it is just these people who injure and handicap the best interests of the trade as a whole. They are probably willing to stay open all evening, and thus undermine any early-closing compact. It is this class of people, too, who are most likely to resort to price-cutting. Their expenses are low, wife or daughter tends shop during the day, probably they have no delivery wagon, and consequently they think they can, and they can afford to undersell the larger stores. It is this class, too, who refuse to join and to act with the associations.

It is true that in some cases the business established in this way is successful and grows into larger and better quarters and becomes well established. But in a good many cases the result is very different, and in a few months the business goes into the hands of a receiver and several parties suffer.

Wholesalers very often act commendably when in touch with the beginners of such businesses by discouraging, as far as possible, the opening of a store. And in doing so they perform a service which should be repaid indirectly by their legitimate customers. The matter is one which may be advantageously discussed by grocers' and retailers' associations generally.

It is not the purpose of this article to discourage the man who, with some training, begins a grocery business in a small way, with the purpose of building it up. We merely wish to discriminate against the cases similar to those mentioned above when the business is opened as an incidental, or as a scheme, to add a little more revenue to the family purse.

Grocery News from Coast to Coast

Items of Interest to the Grocery Trade From Every Part of Canada—Christmas Business Generally the Best for Years —The New Year Promises to Open With a Rush.

BARRIE.

Two of our local merchants have had during the holiday week a good business drawing card in the way of a guessing contests. One merchant had a large glass confectionery jar filled with small white beans, and the person guessing the nearest number of beans in the jar received a handsome china set and likewise the 2nd, 3rd, and 4th competitor nearest the number. This scheme proved very good for business. The merchant said that his business was doubled by it.

* * *

Another confectioner had a large sugar cane in his window, which measured about six feet long by four inches in circumference. The person who again guesses the weight of this cane received the cane free. He also said that it was a great boom to his business.

* * *

John Jamieson, Fred Grasley, Wm. Maley, Louis Fraser are some of the grocerymen who spent their Christmas at home here.

* * *

The increase in the quantity of oranges that are now brought into Barrie in the last few years is quite noticeable. Where a few years ago one car of fruit was sufficient to go round the different merchants at Xmas time, now at least five times that amount arrived this year, two merchants buying a car apiece. Other fruits seem to arrive in about the same proportion.

KENTVILLE, N.S.

Three inches of snow on Monday, the 16th, made a week of excellent sleighing and made business brisk. The weather was all one could wish until Monday, the 23rd, when heavy rain fell and took off all the snow. The day before Christmas was mild and wheels were in use, but buyers were out in force. The trade commenced early this season and the merchants were in a position to wait on all customers.

* * *

The stores about town have never been so attractive and careful attention was paid to the details of window dressing. The goods on sale, as a rule, were of much better quality than usual, and cash was in good supply. The valley has not felt the tightness of the money market, as good returns have been received for apples and potatoes. The poultry market had a fine display, and the supply was much larger than a year ago. Turkeys retailed at 20c a pound; geese, 18c; chickens, 15c. The appearance of valley poultry is much more attractive than that brought from Ontario, and all classes here demand the best.

The merchants have taken a forward step in the town, and with the New Year will close every night, excepting Saturday. This move will be a great help to the clerks, and, it is believed, will be no loss to the employers. This closing will be for January, February and March. Christmas day was like Indian Summer and the lawns as green as in May. It has been so far a most remarkable winter, not a day near zero, and very little snow.

* * *

Grocers at Christmas time are paying more attention to keeping a higher grade of confectionery, and are utilizing the advice given by The Grocer from time to time.

* * *

Merchants all report a most satisfactory week's business, and are pleased at the way it was done, as customers did not put off their buying until the last few days.

* * *

We have no poor in this section, and our merchants are not cursed by having to give all their profits in gifts to customers, as was the case a few years ago. The prospects for next year look bright and if collections are promptly made 1908 should be all right.

THE BIGGEST HOLIDAY TRADE.

The following item from our correspondent in Vancouver sums up pretty satisfactorily the local situation:

"When every dealer, wholesale and retail, tells you that the holiday trade has been 'the biggest in their experience in Vancouver, there must be the natural reflection that the financial stringency one hears so much about has had little effect on the Pacific province. And this is strictly true. The attitude of the business public is one of watchfulness, standing ready to meet dull times if they come, but there is nothing in the local condition to warrant anticipation of dull times. Even the temporary close-down of the big smelters and the mines they serve in the Boundary country, has not been a serious matter. The mines and smelters are starting up again and the local difficulty of wage scale is capable of settlement."

NEWCASTLE, N.B.

Christmas business last week was (especially on the 24th) the greatest that has been done here for some years. The rush was on the 24th, as bare roads and soft weather had prevented many farmers coming to town sooner.

Meat and fowl sold several cents a pound cheaper than last year. Owing to decline in rate of wages, the prices of all lines of provisions have slumped a little this month.

* * *

Last year the north shore counties of New Brunswick caught about 2,662 tons of smelts, which sold on the ice at 5 cents a pound, but this winter weather conditions are against the fishermen, and the price is hardly half of that of last year.

* * *

Beef and pork were very plentiful in most places this week, and prices went down to 7 and 8 cents by the carcass, for pork, and 6 and 7 cents for beef.

* * *

The list of creditors of Samuel Robinowich, of Chatham, N.B., dealer in furs and hides, gains daily. His debts are $20,000 and he took about $15,000 of goods with him. The Bank of Nova Scotia has a bill of sale. J. B. Snowball Co. and the pulp mills are also heavy creditors and are seeking to have the bill of sale set aside.

* * *

George Stables has had his large grocery store rearranged, giving much more show room for his increasing business.

* * *

Thomas Maltby, lately employed with Miller Bros., has engaged with Baird & Peters, branch wholesale store here.

* * *

F. C. Dennison has on behalf of Baird & Peters, St. John, applied to Campbellton town council for a license to carry on a wholesale grocery there. That will make three wholesale groceries for Campbellton.

* * *

The price of milk, seven cents a quart here, has been raised in Chatham to eight cents a quart.

* * *

Smelts here continue an extra good catch.

PERTH.

We hear considerable talk of "hard times," but Perth's turn to experience real difficulty has not yet come. No factories have closed down and the standing ads. in the local papers "Girls Wanted" and "Boys Wanted," have not been withdrawn. It is true that crops in this district have not been up to other years and that some farmers have to buy hay and straw, but what a good thing it is that they have the money to buy these things, with and have still some left for groceries.

* * *

Almost all grocers in Perth advertise, not only at Christmas, but also all the year round. In fact, I can think of but

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

one grocery of any size in Perth which does not advertise regularly.

* * *

Christmas trade, as far as groceries go, has, I think, been up to former years. Most grocers speak of business being just as good as last year, and as there are two new groceries in town this is a pretty good showing.

* * *

Perth has many pretty grocery windows. All the grocers seem to realize that window advertising pays and so make use of their windows to display and sell groceries. I hardly think any of them can, like your Toronto grocer, trace $400 to a single window, but I think every one of them have had people ask for a bottle of stuffed olives like those in the window, or a dozen of those oranges in the window.

* * *

Early closing has a pretty firm hold here. Though there is no by-law, most of the stores close Monday, Wednesday and Friday at 6 p.m. Formerly the month of December was excepted, but last year we had early closing till the 15th of the month, and this year we have early closing between Christmas and New Year's, so that Perth stores are open every evening only ten days in the year.

PETERBOROUGH.

There is a by-law in Peterborough to the effect that merchants and others living within a prescribed area must keep the pavement in front of their premises entirely free from snow. The enforcement of the by-law is proving a hard task for the Chief of Police. Some of the merchants believe that the walking is better when an inch or two of snow is left on the sidewalk and appear to be ruled by their own opinion and not by the by-law. There is considerable discussion over the matter and in some quarters the City Council is being censured for passing such a law. The police were kept busy warning merchants after the recent snow storm.

* * *

One of the most popular local grocery clerks is Fred. Walker, who is now employed with R. A. Dutton, George St. It was just thirteen years ago last Saturday since Mr. Walker sailed from England for Canada and he has always been connected with the grocery business since coming here. Mr. Walker is quite pleased with Canada—and Peterborough.

STRATFORD.

The merry Christmastide has come and gone, and everybody is happy, and the smile of contentment is seen on the faces of almost all the merchants of this banner city. "The best Christmas in eight years" was the statement of a prominent merchant to The Grocer representative the other day when asked in regard to the Christmas trade. And it has been a busy season. Immense crowds have been flocking the city streets during the week just closed, chiefly visitors from the outside surrounding points, and the purchases of the citizens were far outnumbered by those of the visitors.

* * *

From all appearances there did not seem to be very much of a money stringency; in fact the purses seemed to be fat ones and the purse strings loose. But, as another merchant remarked, "the people this year are not buying so many frivolities. They are purchasing more substantial goods and the class of goods that are not only suitable, but useful." And such was the case, generally speaking.

* * *

The reports of sickness in the city (smallpox) which have been circulated throughout the county, have to a certain extent injured the trade of local merchants, but during the days just previous to Christmas, there was no indication of any depression in business, as store after store along the main streets was crowded with buyers. The immense market on Saturday brought out a large crowd of people from the surrounding districts and every township in the county had representatives in the city who were all gathered together for one common purpose—that of purchasing Christmas gifts for their friends and relatives, such as could not be secured at the smaller population centres.

* * *

There was a great variety of dainty Christmas windows this year, more so than in other years, as your correspondent was told, and certainly they were of a bright, cheery nature. Many women put off their Christmas shopping to the very last day. They cannot make up their minds what to buy, what to give to their many friends, and they delay, procrastinate, forgetting that the longer they delay the more difficult it will be to get what they really want. However, the merchants did their share to help everybody to decide what they wanted. The grocers of the city were not slow to touch up their Christmas windows and give them the proper spirit. The Christmas shopper has recourse to the advertising columns of the daily paper, and it is on the data found there, in ninety-nine cases out of a hundred, that the list of holiday buying is founded. One of the other best mediums is the catchy Christmas window.

* * *

Perhaps nowhere could one find a more complete and attractive window than that of the Barnsdale Trading Co. It was a good one. It is understood that this window was entered in The Grocer's Christmas window competition, and certainly if the judge was to visit Stratford and see it with his own eyes he would surely award the prize to Mr. Williamson, the popular manager of the company.

* * *

W. J. Norfolk, proprietor of the "Clean Grocery" also had a spiff window for Christmas, and many a pedestrian passing by stopped to take notice and no doubt walked in and made a purchase. It contained a splendid assortment of goods necessary for Christmas.

* * *

McCully & Haugh, Beattie & Co. R. L. Jones and other grocers also had sprightly and very attractive Christmas windows.

* * *

The Christmas market here last Saturday, Dec. 21, was a very large one, being largely attended by both sellers and buyers. The sellers commenced to arrive very early in the morning and soon the whole market area was jammed. The sellers were lined on both sides of the "midway" and also along both ends, while another long string circled the city hall. Everybody was happy. There was produce galore, chiefly fowl. Every rig, or almost every one, contained several fowl. Turkeys, as might be expected, were very numerous. Geese, chickens and ducks were also in abundance. The quality was also of the very best, nice plump birds.

SASKATOON.

A new grocery store has been opened on Avenue C by Mr. Creighton. It is also intended to add a poultry and meat department.

* * *

The Heagle Cigar Co. have moved their plant from Twentieth Street to premises on Avenue F.

* * *

A. Poole has sold his bakery business to Mr. Booth. This is the second business Mr. Booth has bought recently, but will still make his headquarters on Second Avenue.

* * *

A wagon load of big game attracted considerable attention on the streets a few days ago. This was the result of an expedition of a few local men to the woods north of Prince Albert. Two moose, two deer and an elk were secured.

* * *

The Saskatoon Flour and Milling Co. will extend their premises in the near future, and already a new boiler and stack has arrived.

* * *

It is now definitely known that the C.N.R. will build a station and freight sheds here next year.

* * *

Santa Claus appeared in a good many of the store windows during last week, amongst the Christmas decorations, to the delight of the young folks especially, but several times it was noticed that the sidewalk in front of Cairn's was crowded with grown-ups, who were anxious to renew their acquaintance with the old fellow who sat within, enjoying himself in a rocking chair.

* * *

A good deal of enterprise wae shown during the holidays as regards window dressing in all lines, and several neatly trimmed windows were to be seen. During the last day or two, however, frost on the windows marred the effect from an outside point of view, but inside was all hurry and bustle, especially with grocers and dry goods men up to a late hour on Tuesday night. Many who could not come earlier did their shopping that night and shelves are now considerably lighter. There was a good trade done in poultry, with which many of the dealers were well stocked. Turkeys sold from 18c. to 23c., geese 16c.

to 20c., ducks 15c. to 18c., and chickens 12c. to 15c. There was a liberal supply of fruit on the market for the Christmas trade, and taking things all round a good business was done by the grocers. It is to be expected that trade will be quiet for the next month or two but that will give merchants time to take stock and put in a fresh supply of goods for the spring.

* * *

The first freight train to come in over the Grand Trunk Pacific lines pulled into Saskatoon last week. The train consisted of sixteen cars of wheat from different points along their route in this vicinity. Although the Grand Trunk is not yet in operation, an effort has been made to relieve the farmers of their wheat in the districts through which the new system passes. The wheat will be handed over to the Canadian Northern here for shipment to the east. It is the intention of the company to meet the requirements wherever possible, of the points within their reach, until the regular service commences next year. Both the Grand Trunk and the Canadian Pacific, although not nearly complete, are putting forth some effort to relieve the wheat situation in the districts through which they run. One of the towns greatly in need of relief was Asquith, on the C.P.R., where wheat had been collecting for some time, awaiting the arrival of cars. When a dozen cars arrived last week to relieve the elevators, they were pounced on by eager farmers, who were anxiously waiting to dispose of their wheat. In several districts the elevators are still full, notwithstanding the relief which has come, but it is gratifying to see that the railways are getting a move on for the disposing of the crops means everything to the west. If the farmer is given his money he will be in a position not only to settle old scores, but to purchase the necessary equipment and materials for the coming season.

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The seed fair held here on the 9th inst. was very successful in every respect. There was a list of exhibits more than doubling in number those of last year, and a good turnout of men, who showed great interest in the competition and discussions which followed.

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F. Holmes has added a flour and feed department to his grocery and hardware business.

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Barber & Smith's butcher shop was broken into and a quantity of butter stolen. The thieves gained entrance by picking the lock on the back door.

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In the Prince Albert Council for next year is one general merchant and one flour and feed merchant. There is plenty of scope for them to work during the coming year as a good many matters will come up for discussion and settlement.

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At a recent meeting of the Agricultural Society at Prince Albert, the question of establishing a market was discussed. The following resolution was moved and carried unanimously: "Resolved that in the opinion of this meeting of the Prince Albert Agricultural Society, the time has arrived when a public market, centrally located in the city of Prince Albert, is necessary for the development of the city and district, and that the city council is respectfully requested to take steps toward the immediate establishment of such a market." This is a matter for the new council to take up and if they have the interests of the community at heart, as they undoubtedly have, steps will be taken for locating a market where produce can be bought and sold.

GALT.

Christmas has come and gone, and the Galt merchants are well satisfied with the season's business. They are quite willing to admit that business has not been quite up to former years, owing to the financial depression during the last two months of the year, but they are not making the fact a public issue. If one should go into any store in Galt and ask how business had been, each and every business man would reply that he had no reason to complain. The Galt business men recognize the fact that making a long face and complaining does more to injure business than anything else. If the public can be made to believe that business is good and that there is no financial stringency there would be an end to the present depression, as men in authority, thinking men, have come to realize the fact that in reality there is no stringency.

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Oliver Chapman, a former member of the staff of Sloan's grocery, now studying for the Baptist ministry, preached in the local Baptist church on Sunday last, and his many friends were pleased to note his rapid progress.

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Deans & Walker had two very prettily decorated Christmas windows.

* * *

A local grocer is not inclined to agree with the remarks of your Guelph correspondent to the effect that the giving of calendars at Christmas time is both troublesome and detrimental to business. "There is," he said, "not the slightest doubt that one and all of us like to be remembered at the Christmas season. If I get out a neat little calendar and present it to my customers, does it not signify my personal appreciation of their patronage, and the fact that I wish for a continuance of the same? And, even though it be only a calendar you can be assured that it is appreciated and the receiver is pleased with the fact that his patronage is appreciated. I am quite willing to admit that it is rather troublesome, but who will say that the effort is not worth the recompense? Not one grocer in every ten."

* * *

The business in Galt is enjoying its yearly week of rest from the importunings of the traveler. The week between Christmas and New Year's has generally become to be known as the week wherein the man with the grip fades into oblivion, and it goes hard with the drummer who has the audacity to intrude his presence during this week of retirement.

* * *

Acting on the advice of the Chief of Police the majority of Galt business men leave a light burning in the rear of their store all night. In this manner the work of the night officers is greatly facilitated, as they can command a view of the interior of the entire store.

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Owing to the many requests made on behalf of charity for poor families, the retail merchants have decided on a scheme, which, it is hoped, will eliminate this almost necessary evil. The merchants do not object to giving, but their objection is based on the fact that the merchants, and the merchants only, are asked to contribute, while the citizens at large are never approached. The association intends to have each merchant set aside each year a certain sum for charity. This sum will be lumped together and will be distributed by a committee of members of the association, who will look into the merits of each case.

VANCOUVER.

On the coast the situation is absolutely the same as it is every year at this time. The mills have nearly all closed down for a few weeks, for the annual overhaul. The logging camps always do shut down for the holiday season, so that the shut down of the mills is not the direct cause of cessation of work in the woods. To hear the confident tone adopted by the lumbermen, there is no fear of dullness in their line next season.

In building lines the expansion continues and there is as much work as ever under way and projected. In railway building there is considerable prospect of unwonted activity next season. One line alone, the electric tram from New Westminster, 60 miles up the Fraser valley, is bound to have a strong effect on local conditions, opening as it does a magnificent rural district which has been sparsely settled heretofore. In all parts of the province agricultural and horticultural interests are going ahead very rapidly. An entire change in conditions as to farm products is marked by the developments of the past two seasons, and the beginning only has been made.

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Flour prices have again been dropped back 20c. to $7 per bbl. for leading brands.

In provisions there is some shading of prices on hams, which are quoted all the way from 15 to 17½c. Bacon is 18½ to 20½c.

Butter stocks show slight variation, nothing coming forward from eastern sources at present. Local fresh butter is in small supply. There is a considerable quantity of Australian creamery on the market. A large consignment arrived by the S.S. Moana to-day. The price of this will be: Local creamery, fresh, quoted at 40c.; local dairy, 35c.; eastern creamery, 30 and 32c. Eggs are easier in local circles, as some supplies of fresh ranch eggs have come in. They are now quoted at 45c. wholesale, a decline of 5c. Case eggs still run from 27 to 32c.

Local apples continue in large supply. The poorer qualities are hardly quotable, as they sell for whatever they will bring. There is a considerable quantity of good stock, however, which is bringing from $1 to $1.75 per box. Japan oranges are a leader yet, though no more will arrive until after Christmas. They are selling down to 45c per box, with 50c for an average. Very good California oranges are coming in now, a car of particularly choice ones hav-

ing been distributed this week. They are better colored and matured than early shipments. They are selling well for the Christmas trade. The price is $3.25 to $3.75 per box. Grape fruit is 50c cheaper this week, being quoted at $4.50 per box. Lemons are now $5.50 and $6 per case. There are some local cranberries selling at 8c per lb. Eastern cranberries are $12.50 to $13.50 per barrel.

A few hot-house tomatoes are being received, but the price is high, $2.25 and $2.50 per box. Lettuce is plentiful, both from Burnaby and Victoria, at $1 per crate. Ashcroft potatoes, $26 per ton; locals, $18 and $20; cabbage, 2½c per lb.; carrots and other roots, $1 per sack; onions, $2.75 per cwt.

ST. CATHARINES.

St. Catharines merchants made every effort to furnish their customers throughout the district with goods suitable for the Christmas and holiday trade. They spared no pains to make their stores attractive and the window displays were the most artistic that have ever been on exhibit. It is almost useless to point out one individual grocer, for that would not be doing justice to the others. They all deserve great credit for the pains they are taking to bring St. Catharines to a high tone in this respect. I venture to say that few places of the size and population can equal our merchants in their window display. Take for instance ex-Ald. J. T. Petrie. His is a fine frontage, with two large windows, so that he has the space to make a fine display in china, crockery, earthenware on the one side, and toys and fancy goods in the other window. The grocery department is in the basement and fancy goods on the ground floor. Our merchants stick to the rule of opening business at 8 o'clock in the morning and closing at 6 o'clock in the evening, Saturdays excepted, when they keep open till later hours, excepting the McLaren & Company departmental store, which opens at 8.30 o'clock a.m. and closes at 5.30 p.m. each day, Saturday excepted, when the business closes at 9 o'clock p.m., sharp. These hours give the employes some time for rest and recreation. This firm has lost nothing by this radical change, though they have a large staff of employes. The old system of giving presents to customers, no matter whether heavy or light buyers, has almost passed into oblivion, and now the presentation of calendars has become the custom though all customers are not served with this emblem of friendship and of those who are left off do not take the offence lightly, but they are few in number and do not carry much weight.

* * *

St. Catharines has lost one of its busiest and best paying manufactories, the automobile works, in which a number of Toronto capitalists are interested which has closed its doors. The plant has been removed to Toronto, presumably considered a more central point, and with a much larger surrounding to make the concern pay larger dividends. By the stoppage of this plant several hundreds of skilled and well paid mechanics have been thrown out of employment. The company employed skilled labor with a few exceptions.

In other branches of business the sharp, cold weather coming on suddenly, has compelled carpenters, masons, bricklayers and painters to suspend operations, though there is a large quantity of unfinished work which in all probability will remain unfinished until weather permits next year.

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Mr. Balfour, the well known grocer traveler, of Hamilton, was in town a few days ago, taking orders from his customers.

* * *

The canneries have about concluded a busy season of operations and in the numerous factories a large number of employes were engaged, who are now thrown out of work. Navigation of the Welland Canal having closed for the season, and with its employes and masters and sailors having laid up their boats, two other large batches of busy people will be idle until 1908 navigation season opens.

* * *

The natural gas supply has become a burning question among its users and many people have removed the fixtures and resumed burning coal. It was expected that when the two companies amalgamated there would be a sufficient supply for all purposes. The amalgamated companies expected to procure an extra supply of gas from the McGillivray Company, but as the latter has a contract with Buffalo—some of the shareholders being Buffalonians— they would not furnish the home company with the required supply. This failure to supply gas to their St. Catharines customers became so keen that the matter was brought to the attention of the city council, who authorized Mayor Riddell and City Solicitor Connor to proceed to Ottawa and if possible have the ministry check the exportation of gas. Philip I. Price, manager, and H. H. Collier, solicitor for the combined companies, went also to state their side of the case and Mr. McGillivray on behalf of his company, was there to place his side of the question on record. The minister promised to look into the matter and report later on as to his view of the situation.

* * *

The Saturday market was a busy day with the farmers and hucksters who come to St. Catharines to sell their products. Though the day was blustery with a heavy fall of snow, it did not deter these people from remaining on the market grounds until they disposed of what they had to sell. Eggs were sold at 40 cents per dozen, butter at 32 cents to 35 cents per pound. Hay sold at $17 per ton. Other articles remained stationary in price.

* * *

Ex-Alderman Joseph Hodgins, the popular fish and poultry dealer, who has been critically ill, is on a fair way to recovery.

CHATHAM.

Civic nominations took place here on Monday last. In addition to Ald. Wm. Potter, for three years past a member of the city council, who enters a three-cornered race for the mayoralty, quite a few members of the grocery and allied trades are listed for the aldermanic race. The list included Grocers J. N. Massey and H. A. Andrew, Confectioner E. A. Mounteer and Butchers J. N. Edmondson and Anson Mounteer. Whether or not all will stand is a question, but the fact that they have been placed in nomination is ample evidence that their friends want them to do so. J. N. Edmondson and E. A. Mounteer are both ex-aldermen; J. N. Massey served on the 1907 council, and Harry Andrew was at one time a member of the school board, while Anson Mounteer, before entering the meat business, was the city sanitary inspector. Hence all have been more or less in touch with municipal affairs before.

* * *

After January 1st the stores at Port Lambton will close at seven o'clock on Mondays, Wednesdays and Fridays. This step is in line with a movement which seems to be growing universal in rural centres, to set apart three nights a week as the merchants' own.

* * *

The grain business hitherto conducted at Wallaceburg under the name of Armstrong & Son will henceforth be known as R. Armstrong & Co., Limited. The management will continue practically the same as heretofore, however.

* * *

Last week the premises known as the Alexandra block, owned by J. B. Stringer & Co., the well-known grain dealers, were visited by a disastrous fire. The two upper storeys, occupied by roomers, were pretty well gutted, and the downstairs, including the firm's offices, were also damaged. The loss to the firm will be about between $6,000 and $8,000, pretty well covered by insurance. Messrs J. B. Stringer & Co. have secured temporary offices and the fire will not interfere in the least with their grain business. They will rebuild at once.

* * *

A well decorated Christmas interior was that of Mounteer's meat market, conducted by V. C. and A. T. Mounteer. A nice, clean, good-looking meat display was enhanced by the addition of many-colored tissue streamers. The firm have reproduced their display on souvenir post cards, which they are handing out among their customers—a neat advertising dodge which should serve to keep the enterprise of the firm in the customer's memory.

* * *

That grocers are appreciated in fraternal circles is shown by the fact that when Courts Chatham and Kent, Canadian Order of Foresters, were recently amalgamated, the three senior offices in the new Court Chatham were all held by grocerymen. The three officers were, R. I. Weaver, chief ranger; J. W. Dyer, vice-chief ranger, and Fred. Ward, financial secretary. An interesting coincidence is that the two first named carry on business on St. Clair street, within a stone's throw of one another, and that Mr. Ward, who is the popular clerk in Harry Andrew's grocery, resides a block away from his fellow Canadian Foresters on the same street.

* * *

Harry Andrew, of the Liverpool house, is mourning the loss of his big Maltese cat. The animal, which was a noteworthy mouser, passed away a few days ago at the advanced age of fourteen years. It is generally believed to be the dean of the Maple City's grocery cats.

WHAT TO DO IN JANUARY

Pertinent Hints for the Mid-Winter Slack Month.

Good Resolutions and Stock Taking.

The Christmas season has come and gone and with it the anxiety and troubles of the grocer during the busy December days. For a few weeks there is generally a lull in business, a relapse from the Christmas strain. And it is right here that many grocers make a serious mistake. The majority of men enjoy a rest, especially after some strenuous work. The grocer is no exception and is human to the finger tips like all his brethren. Naturally, he is prone to take things easy and enjoy a well-earned rest, if, indeed, dullness in business may be aptly termed "rest," But while resting, he should be doing something more. He should be laying his plans for the New Year, studying the situation before him and profiting by his last year's experience, he should map out for the ensuing year a plan of campaign, as it were, by means of which his business could be materially strengthened. Unfortunately, many grocers either forget or neglect this very important task. "Sufficient unto the day is the evil thereof," apparently is the motto of many. As a result, they do not make the best use of the advantages offered by the quietness in business prevailing after the Christmas rush and face the New Year in a happy-go-lucky way without any definite plans.

Cannot the grocer utilize the comparative rest of the early part of January?

The Time for Resolutions.

Why not, in the first place, try a few New Year resolutions? Even if you are firmly convinced of the frailty of human nature and, above all else, of the weakness of New Year's resolutions, what's the matter with making some definite decisions about your business methods? And, having made some judicious resolutions, why not strain a point or two to see them fulfilled and have the immense satisfaction of realizing that your New Year's resolutions were composed of more solid matter than that gaseous article known as "hot air?" There's no harm in it. On the contrary, there is every probability of gain.

"But," asks the grocer, "what resolutions can I make?" Reflect for a short time and gradually a series of suggestions, gleaned from past experience, will arise in your mind. Try, for instance, a few "don'ts." Don't neglect to keep your store neat, tidy and bright in every detail. Maybe in the past you have been rather indifferent as to the appearance of your store. But with the New Year make it a special point to cheer the hearts of your customers, especially the ladies, by maintaining a well-ordered grocery. Too much stress cannot be laid on this feature.

Of paramount importance is the store window. Don't forget to give this the closest attention and make it, as it has proved in many cases, a business-bringer and a money-maker. Don't allow it to become a rendezvous for dead flies and such truck. By dressing it frequently and artistically, you put the window to its proper use.

Improve Business Methods.

Don't neglect to study carefully and judiciously your business methods. Possibly you have some bitter recollections of being "done" through being careless in giving credit. Know your customers and be sure of their worth and honesty before allowing them to run up a nice account. Maybe you have good reasons for abolishing credit wholly and placing your business on a strictly cash basis. No better time is offered than January for so doing. Should this be your intention, endeavor to live up to it, even if at times it should appear to be a step in the wrong direction.

It is needless to give fuller details of the "don't" resolution. If you are worthy of the name "grocer," you can easily think of many others which arise. With them mix a good quantity of "do" resolutions. For instance, be civil and courteous in your dealings. Be straightforward and honest, so that your customers can rely fully on your name. Be pleasant and agreeable with your customers and clerks, too. It pays. Have a system in your store and make it real. Be a "live 'un" and break away from the class of "has beens." You have, doubtless, many plans along the lines mentioned. Start January and a New Year with such resolutions. The gain will all be yours.

Make Use of January Slackness.

Having laid careful plans for the ensuing year, commence the work in earnest. Make good use of the slackness in January. Straighten up your books, and see to it that last year's business is in a satisfactory shape. Clean out the pigeon-holes in your desks and make good use of the waste paper baskets. Have everything in tip-top condition for a New Year's business. Do the same with all the contents of your store. After the hustle and bustle of December days there is bound to be untidiness in the store. Use your spare time in January to get your store in good shape. If your store requires new fixtures or remodelling, a suitable opportunity is afforded in January.

Don't Neglect Stock-taking.

Another most important task for January is taking stock. There is no more opportune time in the year than this month. Even if you have never followed this in the past, turn over a new leaf and begin right away. You don't need to be a big fellow to do this. It is just as essential for the small as the big grocer, for by taking stock the grocer can tell definitely where he stands, what progress he has made, what is his exact profit and loss, and incidentally can put his stock in trim for the next twelve months' battle. There is always spare room after the Christmas season and this facilitates stock-taking. As he proceeds with this work, the grocer soon discovers what lines of goods are "sticking." There are generally some slow sellers and these are brought to light when taking stock. As a result, the wise grocer will take the necessary steps to push such goods and guard against being loaded with "sticky" articles in the future.

Clear Off Holiday Goods.

Another item worth considering in January is the question of fancy holiday lines unsold. It is hardly possible that the Christmas buying will clean out such choice goods as raisins, peels, nuts and fruits, which have been stocked in anticipation of the holiday trade. Such lines are bound to become "wasty" if left on hand. Raisins, for instance, will become sugary and dry. The grocer should lose no time in pushing the sale of these goods and clearing out the remainder of his holiday stock. Knock the price down to cost and clear them out. It is better to have the hard cash than goods which will lose money and be a drug on your hands.

And remember the good resolutions.

THE WOMAN CLERK.

The following item, clipped from a recent issue of the New York Journal of Commerce, one of the most reputable and highly regarded market and financial journals of this continent, shows how far The Grocer's prestige extends and also how this large journal watches our columns:

"The Canadian Grocer, which, by the way, is one of the best grocery papers printed on the continent, breaks forth in its current issue into the discussion of a brand new problem in the life, trials, joys and tribulations of the retail grocer—the woman clerk. According to a writer in that paper, the woman clerk in the grocery store has become something more than a theory and is a factor to think about.

"A few years ago no first-class grocery store would have lady clerks," he writes, 'but it is entirely different now They have come to stay, and while one used to feel jealous of the ladies, they have made a distinct place for themselves in first-class stores and don't interfere with the male clerks. A good, cheerful, hustling young lady in a store can sell as much as a man and can explain the different processes of cooking different articles better than some men. She can dress a silent salesman or showcase neater, and keep the store more clean and tidy and also put new ideas into the boys' heads on window dressing. She also adds a cheerfulness to a store that no one man can.

" 'But one of them is plenty, generally, as where two or three are gathered together there is too much talking and laughing among themselves, which is not good for any business. Then again, the young lady does up spices, pepper, starch and other light goods, keeps the store dusted and sees it is done, besides a hundred and one things too numerous to mention, and after five years' experience I am glad to say she is a great help in a grocery store, and if you have not tried her it is not too late to and be convinced that she has a place there.' "

The article in question was contributed by our Guelph correspondent and was only one item on a subject which was discussed by several correspondents. It is our intention to take the matter up more fully in some future issue.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Green Teas—Advanced ½c.
Nuts—Lower.
Evaporated Apples—Easier.

Montreal, January 2, 1908.

Orders of the same nature as those received Monday and Tuesday preceding Christmas were dealt with by the wholesalers the first two days of this week. Business since New Year's Day has not been up to much. City trade has been fairly satisfactory, but country orders were practically nil. English jobbing houses are either taking stock or just finishing, while most of the French wholesalers are waiting for the end of this month before beginning. Collections on the average appear to be satisfactory.

Green teas have been advanced ½c a pound, while all other grades are firm in feeling. Sugar is steady at the old prices. Evaporated apples are easier by ½c. Beans continue to be quoted about the same, while peas are also unchanged. Nuts are easier in almost every instance, owing to the holiday trade being finished. Coffees and spices are quiet. Rolled oats is unchanged, while flour is dull. Manitoba feed has declined. Whiting is up 10c per 100 lbs. One line of chocolate is slightly advanced.

SUGAR—A fair movement is noticeable in sugar, but prices are unchanged. An advance was talked of at one time, but for the present it seems to have fallen through. It is possible some change will take place in the near future, but by no means certain.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, boxes, 100 lbs	5 15
" " 50 lbs	5 25
" " 25 lbs	5 45
Extra ground, bbls	4 70
" 50-lb. boxes	4 90
" 25-lb. boxes	5 10
Powdered, bbls.	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Unfavorable weather has prevented sales of syrup attaining their usual large proportions, but nevertheless a good trade is being done. The movement of molasses continues, though it is rather slack this week.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEAS—Green teas are ½c higher than at the time of last writing, and probabilities are that they will be even further advanced shortly, owing to small crops. Planters are going in for black tea more and more, with the result that green is being neglected and supplies are running short. On all grades of tea there is a noticeable tendency to higher prices than now rule.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 [illegible]
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The situation locally has not changed since last report.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—Dealers in dried fruits are handicapped in late holiday trade owing to lack of stock with which to fill the last orders of the wholesale trade. There was during the early part of the week a good demand for all kinds of raisins, but stocks held locally were light, and orders were filled with difficulty. This applies especially to sultanas, for which there appeared to be a brisk demand, for the season, though brokers were not able to supply customers very easily. There is some talk of a break in California seeded raisins, but it does not look as if anything was going to come of it. Currants have not changed much since last report. Two more steamers have arrived in New York with cargoes, so that the market there is pretty well supplied. The third date steamer has arrived in New York, and as a result brokers there are in a position to shade prices on Khadrawis and Sairs, though they are firm in their views of Hallowees. Some figs arrived recently, which will help matters out as stocks here were not large. Demand is not great though. Some special prices on nuts, for delivery any time now are being made. Grenobles are offered at a price which would mean 13½c to the retailer; marbots at 10½c; cahors at 10c, and French at 9c. There is an easier feeling in Brazils also, quotations being one cent off. Pecans are slightly easier and holders would shade ½c to 1c on quantities. Filberts are not quite so firm.

Currants—		
Filiatras, uncleaned, barrels		0 06½
Fine Filiatras, per lb., in cases	0 06½	0 06¾
" " cleaned	0 06¾	0 07
" " in 1-lb. cartons		0 07½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 08	0 08½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 05½
Selected, per lb.		0 06½
Layers, "	0 06¾	0 07
Dates—		
Hallowees, per lb		0 05
Sairs, per lb.	0 04	0 04½
Packages "	0 05½	0 06½
California Evaporated Fruits—		
Apricots, per lb.		0 32
Peaches, "		0 18
Pears, "		0 18
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs		0 12½
Choice seeded, 1-lb. pkgs	0 12	0 12
Loose muscatels 3 crown	0 10	0 10½
" " 4 crown	0 11	0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 10
" " " 50-60s	0 09½
" " " 60-70s	0 09
" " " 0- 0s	0 08½
" " " 90-100s	0 08

SPICES—Spices are dull and prices unchanged.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

Beans—Beans continue to sell around last week's figures, offerings being made at from $1.75 to $1.80 and in some cases higher.

RICE AND TAPIOCA—Rice is moving out fairly well at the old prices, while very little tapioca business is being done.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 6½ 0 07½

EVAPORATED APPLES—For fancy stock grocers are paying 10c, but dried apples are obtainable at 9c.

MAPLE PRODUCTS—Slight business is being done at prices quoted below, which must be considered nominal.

Pure maple syrup, bulk, per lb.	0 07 0 08½
Compound maple syrup, per lb.	0 04½ 0 05
Pure Townships sugar, per lb	0 08½ 0 09

RAW FURS—There is no quotable change in the raw fur market this week. Soft weather has resulted in a great falling off in trade and few skins are coming forward.

Mink	4 00 6 00
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	2 50 3 50
Lynx	5 00 7 00
Otter	15 00 25 00
Fisher	5 00 7 00
Weasel	0 25 0 35
Muskrat	0 15 0 25
Canadian coon	0 75 1 25
Skunk	0 40 1 00
Bear, large	8 00 10 00
" small	3 00 5 00

CANNED GOODS

MONTREAL—Fair business is being done at unchanged prices.

TORONTO—Business is very quiet during the holiday season, at prices quoted below:

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's	1 20	1 17½
" preserved, 3's	1 42½	1 40
" standard gal	3 27½	3 25
" preserved, gal	3 97½	3 [illegible]
Blueberries—		
2's, standard	1 17½	1 15
2's, preserved	1 67½	1 65
Gals., standard	5 17½	5 15

Grapes—		
2's Preserved	1 52½	1 60
Gals, Standard	3 77½	3 75
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard	....	5 90
Gals. " solid pack	....	8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard	....	6 75
Gals., solid pack	....	8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	2 17½	2 15
2's, yellow	2 37½	2 35
2½'s, yellow	3 27½	3 25
3's, yellow	3 62½	3 60
3's, yellow (whole)	3 02½	3 00
2's, white	2 32½	2 30
2½'s, white	3 22½	3 20
3's, white	3 57½	3 55
3's, pie peeled	2 02½	2 00
3's, not peeled	1 77½	1 75
Gal., pie, peeled	7 52½	7 52
Gal., pie, not peeled	5 52½	5 50

ONTARIO MARKETS.

POINTERS—
Sugar—Firmer.
Beans—Declined further.
Currants—Scarce.
Collections—Slow.

Toronto, Jan. 2nd, 1908.

Wholesalers are stock taking this week, making good use of the time not occupied with the usual business. They have had lots of time to devote to it, too, for the holiday quietness expected has been very materially felt. Small rush orders for staple goods have been about the only business requiring attention.

The financial side has been, perhaps, a little less encouraging than last week. Collections seem to be a little slower, though renewals are no more frequent.

The wholesalers, however, are almost unanimous in the expectation of a good opening early this month. Considering the excellent Christmas business done by the retailers and the fact that their buying was more conservative than usual, their stocks in many lines must be getting well down, and they will require new supplies early in the year. The threatened financial stringency is beginning to lose its effect and the fact that the public generally have considerably more confidence than was evident a month ago, indicates a good spring's business. The majority of the houses are planning to send their travelers out at the beginning of the week, some even started out on the day after the holiday.

TEA—An advance of half a cent on several lines of greens in local markets was made during the week in accordance with the general appreciation recently in other teas. Late advices from London, dated Dec. 16th, say, regarding the current situation:

"The rather larger quantity put forward for the closing sales has sufficed to check any further upward movement in prices, although last week's rates have on the whole been strongly maintained, especially for the lower descriptions. The three weks' interval will no doubt pave the way for a good re-opening of the market, especially if the much desired reduction in the bank rate has by that time come into force. Sellers will then no doubt profit by their experience of last January and refrain from offering too large a quantity in any one week.

"The question of a further reduction in the duty is one which will no doubt be occupying attention in the New Year, and it is to be hoped that organized and sustained efforts will be made to secure the removal of at least 1d. from the present impost. With the public in all probability compelled to pay appreciably more for their tea in the near future, there is a danger of a falling off in consumption, while the fact that the profits of distributors in the lower priced canisters are practically nil should suffice to secure the support of all sections of the industry in any endeavor to secure relief. Again, it is a generally accepted theory that a high duty tends to enhance the values of the inferior grades at the expense of the better sorts, and that a low tax has the converse effect, so that any proposal which might improve the comparatively low basis of good teas should be welcomed."

COFFEE—Willett & Gray, in their weekly review, say:

"The crop movement at Rio and Santos for the second half of the season will be small, the receipts still pointing to a crop total of less than ten millions. From what is now known about the mild crops harvested the yield is very much behind last year in the East and West Indies, as well as Central America, Venezuela and Colombia. Commencing with this month there will be a constant inroad upon the world's visible supplies, the hand to mouth takings by the trade for actual necessities being much in excess of the coffee coming into sight. Latest advices of a reliable character touch upon the prospects of a smaller crop again next season and while as usual a divergence of opinion at this stage exists, experts tell of the irregular flowering from which only a small to moderate fruiting can be expected.

On the scale of present consumption Rio and Santos crops of 10,00,000 bags are far inferior to requirements of those grades, now calculated to be 14,000,000 bags a year.

SUGAR—Local markets are firm, but with no change in quotations. Regarding the situation in raws, Willett & Gray say:

"The closing week of the year, as usual, is very quiet, with little desire to do business; hence there is no change in quotations or the week, except in the New Orleans market, which declined 1-32 per lb. for 96 test, due to large receipts of Louisiana sugars.

"The features to note are that the Cuba crop grinding is far behind last season's, there being only 15 centrals working now against 112 last year, with receipts for the week at the principal ports of only 1,000 tons against 23,000 tons last year.

Indications are that the supply of Cuban sugar for the next few weeks will be comparatively small, and this gives a firmer tone to the market.

"Also it is noticeable that the European markets continue their advance, and beet sugar quotations rose from 9s 8½d to 9s 10½d for the week, closing strong.

A review of the raw prices during the year says:

"The year opened with centrifugal sugar, 96 degree test basis (the standard for raw sugar), at 3.65c per lb., declining during last half of month to 3.48c; average for January, 3,513c per lb. February declined to 3.38c, averaging 3.416c; March was higher throughout the month, closing at 3.58c and averaging 3.512c; April continued the advance to 3.765c, averaging 3,696c; May further advanced to 3.92c, averaging 3.855c; June reacted to 3.70c, averaging 3,792c; July recovered the decline and advanced to 3.94c; averaging for month 3.871c; August went no higher, remaining about steady, averaging 3.917c; September proved the highest month of the year at 3.95c, and averaging 3.943c per pound; October declined to 3.90c, averaging 3,922c; November made rapid decline to 3,625c under financial stress in United States, averaging 3,769c; December, with easier money affairs and partial supplies, recovered and closed the year at 3.85c per pound, only 10c per cwt. below the highest of the year; December average, 3.793c.

The lowest point of the year was 3.38c per pound (February 21) and the highest point 3.95c (September 11 to October 14). The average price for centrifugals in 1907 was 3.756c per pound, against 3,686c in 1906; 4.278c in 1905; 3.974c in 1904; 3.72c in 1903; 3.542c in 1902; 4.047c in 1901; 4.556c in 1900; 4.419c in 1899."

Paris lumps, in 50-lb. boxes	....	5 25
" in 100-lb. "	....	5 25
St. Lawrence granulated, barrels	....	4 40
Redpath's granulated	....	4 40
Acadia granulated	....	4 35
Berlin granulated	....	4 30
Phoenix	....	4 35
Bright coffee	....	4 30
No. 3 yellow	....	4 20
No. 2 "	....	4 10
No. 1 "	....	4 00
Granulated and yellow, 100-lb. bags 5c. less than bbls		

MOLASSES—Business is quiet, but should open up early in the year.

Syrups—		
Dark	....	....
Medium	0 33	0 36
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 [illegible]
20 " " ¼ " "	2 60

Barrels	....	0 03½
Half Barrels	....	0 03½
Quarter "	....	0 03½
Pails, 38½ lbs. each	....	1 75
" 25 " "	....	1 25
Maple syrup—		
Gallons, 6 to case	....	4 80
½ " 12 "	....	5 10
Quarts, 24 "	....	5 40
Pints, 24 "	....	2 80

DRIED FRUITS—Currants were reported scarce in local houses this week, but other lines, notably fancy goods for Christmas, were slightly easier.

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06½	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20

Figs—					
Elemes, per lb		0 08	0 15		
Tapnets, "		0 03½	0 03½		
Bag Figs		0 04½	0 05		
Currants—					
Fine Filiatras	0 07	0 07½	Vostizzas	0 09	0 09½
Patras	" 08	0 08½			
Uncleaned, ½c less.					
Raisins—					
Sultana		0 10	0 11		
" Fancy		0 11	0 12½		
" Extra fancy		0 14	0 15		
Valencias, new		0 06½	0 07		
Seeded, 1-lb packets, fancy		....	0 13		
" 16 oz packets, choice		....	0 11½		
" 12 oz. " "		....	0 09		
Dates—					
Halloweee	0 05	0 05½	Fards choicest	0 08	0 09
Sairs	0 04	....	" choice	....	0 08½

SPICES—Business is exceedingly dull with no changes.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon	....	0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 22	0 25
Allapice	....	0 16
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

RICE AND TAPIOCA—Business continues very dull with, however, good prospects of New Year orders. Prices are even with last week's quotations.

	Per lb.	
Rice, stand. B	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 06
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 07½	0 07½
Carolina rice	....	0 10
Tapioca, medium pearl	....	0 07

BEANS—Prices are even easier than those quoted last week, and local houses seem to be buying rather heavily at the low levels.

Beans, hand picked, per bush	1 40	1 70
" prime N. 1, "	1 37	1 50
" Lima, per lb	....	0 07

EVAPORATED APPLES—The market is easier at last week's quotations.

Evaporated apples	0 08	0 08½

HIDES AND WOOL—The slump in the American market has been immediately reflected locally and prices on several lines are easier. This is rather too precarious to continue for any length of time and prices will in all probability advance to a more satisfactory level before another week passes.

Hides, inspected, cows and steers, No. 1	....	0 05
" " " No. 2	....	0 04
Country hides, flat, per lb., cured	0 04	0 04½
Calf skins	0 07	0 08
Kips	....	0 06
Lamb skins	0 70	0 80
Horse hides, No. 1	....	2 25
Rendered tallow, per lb	0 05	0 06
Horse hair, per lb	....	0 27
Wool, unwashed	....	0 10
" washed	....	0 20
" rejections	....	0 15

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Jan. 2, 1907.)

John T. Persse, of Teese & Persse, wholesalers, and president of the Winnipeg Board of Trade, stated to The Grocer representative that from personal observation and knowledge, he knew that the grocers of the west had enjoyed a holiday business this year equal to any previous season's. Winnipeg and the west, he said, were apparently not feeling the effect of the alleged monetary stringency, and he was confident that succeeding months would continue to show an increase in the volume of business.

All prices are holding firm this week, with the exception of sugar, which has made a decline in all grades of five cents. All India and Ceylon teas have advanced one cent, and the quotation on prunes is somewhat higher than last week.

SUGAR—

Montreal and B C. granulated, in bbls	4 50
" " in sacks	4 90
" yellow, in bbls	4 55
" " in sacks	4 50
Wallaceburg, in bbls	4 85
" in sacks	4 80
Berlin, granulated in bbls	4 75
" " sacks	4 80
B C. qunnies granulated, 5-18's to bale, per cwt	5 00
" " 5-2 's " "	5 00
" hard pressed lump, 25's, per cwt	6 10
" " half bbls., per cwt	5 85
" icing	5 75
" bar sugar	5 55
Icing sugar in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 15
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 70
Lump, hard, in bbls	5 50
" " in ½-bbls	5 90
" " in 100-lb cases	5 90

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07½
" 70-80 "	0 07½
" 60-70 "	0 08½
" 50-60 "	0 09
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 16
Pears, choice (halves), per lb	0 13½
" standard	0 13
Plums, choice (dark pitted) per lb	01 4½
Nectarines, choice	0 16

TEAS—All India and Ceylon teas have advanced one cent per pound.

BUTTER—Dairy is selling to the retail trade at 22c per lb. for No. 1, while creamery is commanding 27 and 28 cents.

EGGS—Prices are declining, and fresh candled eggs are costing the retailers 23½c.

A SAMPLE OF WESTERN FLOUR.

The Winnipeg Free Press has a delightful custom of sending out to its friends every Christmas season some memento of the products of the West. One year a small bag of "No. 1 hard." Western wheat was sent, another time a bag of pemmican, on another occasion an old-fashioned flint and steel, and quite recently a quill pen, manufactured from the feather of a prairie chicken.

These remembrances were always greatly appreciated, and it seemed each year the best had surely come, but this year's gift has again surpassed all the others. The Free Press has sent out this year a little barrel of flour made from wheat grown and milled in the Peace River country. The Hudson Bay Company's mill, in which the flour was ground, is at Vermilion, and is the northernmost mill on the continent. It is situated just 700 miles north of the American boundary, 400 miles south of the Arctic circle, and 650 miles west of Hudson's Bay. The little barrels were brought from Norway. "Nearer than Norway the Free Press found it impossible to secure them," it says.

With the delightful little gift is sent a booklet about wheat, which tells a romantic story of the use of the grain in the countries of ancient civilization and from the primitive methods and here leads up in a brief but most entertainingly-written history to the modern methods employed in the industry in our Canadian West. The booklet also gives some very interesting facts regarding the possibilities of wheat growing in Western Canada.

The little gift is so delightfully unique and, withal, so acceptable, that we feel many of our friends who are interested in the milling industry will miss much if they do not see it. It may be possible that the Free Press has a number of these favors left on hand, and we are sure that if this is the case, and if a request, mentioning this journal, as an assurance of good faith, is sent in, the sender will, if possible, be put in possession of this year's remembrance.

TORONTO ELECTIONS SATISFACTORY.

Thos. E. Lytle, the large pickle manufacturer, was re-elected alderman for Ward Four with a good vote in the Toronto municipal elections on New Year's Day. Mr. Lytle has been a careful and successful business man and has already made a good record for himself in the council.

Mark Bredin, the baker, was elected alderman in Ward Three. He was backed by the bakers and made a good showing. Frank Johnston, the only representative of the grocers, made a good showing, but entered the field rather late.

The elections generally were pretty satisfactory and with Mayor Joseph Oliver at its head, Toronto council should be able to transact civic business pretty satisfactorily during 1908 and should carry forward the various large projects which the city is just now facing.

Some Bookkeeping Pointers

Learn the principles that govern correct systems—Who should pay exchange?—The draft system and its advantages—Very useful information compiled by Howard R. Wellington.

It is much more important to learn the principles that govern correct systems of bookkeeping, than it is to learn any particular form according to which books should be laid out. Any intelligent man may learn bookkeeping by acquiring the fundamental principles of scientific accounting, and draw up his own forms according to those principles, the idea being that no one set of books and forms is applicable to every business. For this reason a knowledge of the principles and methods that are used by the best bookkeepers in any business will enable anyone to vary the forms so as to apply them to any other business.

In a general way, those forms are best which require the least copying, the fewest entries, the least ruling; which require the books of original entry to be posted direct to the ledger, and in which the journalizing is done by means of ruled columns. The best forms should also facilitate, so far as possible taking balances and ascertaining losses and gains. If the bookkeeper criticizes his forms on these six lines and finds them satisfactory, while they show all the results that the proprietors wish to ascertain, he may be satisfied with his work. Although the merchants accounts are his private records, they also partake of the nature of a trust, and should bear evidence of being kept honestly and in good faith.

If errors are made, they should be so corrected as to show the original error and the reason for its correction. Account books should be so plain and clear as to be understood at once by a stranger who sees them for the first time, and explicit and ample enough for the guidance of an outside party who comes in to take off a statement.

When an error is made in posting, above all things never erase the original amount entirely. Some bookkeepers do this, but it should be avoided, for the reason that if someone is called in to audit the books, no trace of the amount is found, although it can readily be seen that an erasure has taken place, the impression being left that something is wrong. Then again the same bookkeeper who makes the erasure, although familiar with it for a short time, will likely lose track of the instance in time, and become confused as to the cause.

The object of bookkeeping in any establishment is primarily to know the proprietor's financial condition—what he owes, what he owns, and what is due him. If goods are sold, the record should show: (1) That the goods are actually delivered; (2) That the correct charge is made against the buyer; (3) That he receives proper credit when the account is paid. Modern bookkeeping is trying to reach these ends in the shortest possible way, and with the least expenditure of time and labor.

Exchange—Who Should Pay It?

You may say that exchange on drafts and cheques is a small matter anyway, and it really is immaterial who pays it. As a matter of fact, the exchange item in a large house collecting the bulk of its accounts by drafts runs up into the hundreds of thousands. The question is, who should pay the item—the buyer or seller?

The practice, largely in the United States, on drafts to Canada and also to some points across the line, is to add exchange charges to the draft in payment of an account, thus making the receiver or purchaser stand this expense. This seems a reasonable custom, as goods are purchased in a certain city and should be paid for in the funds of the same place. The reason why this plan is not general in our own country is probably on account of the fact that wholesalers find it necessary to adopt some systematic method of collecting accounts, and as the draft system supplies this need, rather than leave accounts outstanding indefinitely, a wholesaler would prefer to stand the exchange on each draft sent out to a customer and have accounts collected when due.

Of course on a small account, where the goods are sold on a close margin, sometimes there is actually a loss involved, when it is necessary to make a draft for from $8 to $10 and pay exchange. Suppose an article costs $6 and is sold for $7.50, leaving a gross profit of $1.50. The cost of selling would be about 10 per cent., or 75 cents; the inside expense, including stationery, postage and cash discount, on an average about 8 per cent., or 60 cents, and the exchange on draft or cheque in payment of the account to 25 cents, or a net cost of $1.60, with an actual loss on the transaction.

It is hardly fair for a merchant to remit by cheque on his local bank, when the account is a small one, nor is it right that the seller should be obliged to pay exchange on a draft. Of course in a large amount there is a difference for the reason that a large account can be put through at practically the same expense.

The Draft System.

Most merchants to-day prefer to settle accounts by draft rather than by cheque or money order remittance. There are a number of reasons why the draft system has become so popular:

First: Because the buyer has no difficulty in looking after his cash discounts, as the seller makes the draft (unless otherwise advised) so as to enable the merchant to take advantage of his cash discounts every time.

Second: Because it saves a great deal of labor in making up remittances of cheques or money orders and mailing the same so as to reach the seller before the cash discount period has expired, for all that is necessary is to sign the draft and keep a record of the amount and due date.

Third: Drafts accepted, and honored at maturity, are a good advertisement for a merchant's credit. Of course we expect some dealers to take exception to this method of settling accounts, but these cases are very rare to-day, and only occur when a merchant is not convenient to a bank, or, in the case of larger houses, a certain day or days are set apart each month as "payment days," when all "passed" accounts are paid by cheque.

A very good plan for keeping a record of all acceptances or notes payable is by the use of a small diary, entering on the due date of each acceptance the amount due and the names of the parties making the draft. The bill must of course be recorded in the bill book for posting in the ledger, but the diary will keep the merchant informed from day to day of certain accounts payable becoming due, and preparation can be made several days ahead of time to take care of the paper, rather than have it returned. This small diary may be bought at a very low price and may be used for innumerable purposes as well.

THE REASON OF POOR CLERKSHIP

One may go into the stores of the city in search of good clerks and find them—occasionally. There is a dearth of good ones, but plenty of the kind which we would class as a failure.

Why do some clerks prefer to talk to one another than to pay attention to customers? Why do they sometimes stare haughtily at poorly dressed customers? Why are some of them continually losing sales because of their languid indifference? There is but one answer to all these questions, one reason why there are so many poor clerks.

The reason is that they have no interest in their work. They work because they have to have some money, and that is the sole cause of their presence behind the counter. They do not care whether a customer is pleased or not, so long as they get their pay envelope Saturday night. Their chief hope is that their idleness or offensiveness will not call down on them the wrath of those in authority.

Until an employe can find interest in the work there is absolutely no hope of that employe's becoming an efficient clerk. Do not imagine the customers do not know the difference—they do. They resent inattention, superciliousness, rudeness, languid lack of interest, impatience. They may say nothing about it, but they know.

Nor do we desire to gloss over the trials of the clerk. They are many. There are fussy customers who frazzle out the patience of the best. There are rude customers and unreasonable customers. But think that if all customers were machines, if none of them showed any feeling, if all were alike, no chance for skill in salesmanship would ever come. A machine would be invented to wrap up goods and hand them out.

The clerk has wonderful chances for becoming proficient. Without interest in the customers, in the goods and in the work there can be no good salesmanship.—Oregon Tradesman.

ESTABLISHED 1841

OLD ENOUGH TO HAVE THE BENEFIT OF THE EXPERIENCE OF A LIFETIME. STRICTLY UP-TO-DATE IN EVERY PARTICULAR.

Begin the Year by Ordering a Sample Shipment of

"PANSY" BROOMS

THE MAKING OF "PANSY" BROOMS.

Do not make the mistake of trying to see how big a broom you can give for the price, we could double the size of 'Pansy' broom for less money if we sacrificed quality.

A heavy broom tires the housekeeper and does no better work.

Pansy Brooms are just the right size and the materials used are the finest obtainable.

A FARM SCENE IN THE BROOM CORN DISTRICT.

MANUFACTURED BY

H. W. Nelson & Co., Limited

Successors to
H. A. NELSON & SONS

Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

Factory:
15, 17, 19, 21 Jarvis St.

NEW DESK FOR THE NEW YEAR.

T. Kinnear, sr., of the firm of T. Kinnear & Co., wholesale grocers, sits at a bran' new desk this week and smiles broadly every time he thinks of it. On Tuesday morning, Mr. Kinnear was called out before the office staff and travelers and presented with a new roll-top desk, a regular beauty, in quarter-cut oak, with rounded front and drawers, specially fitted for his requirements. The presentation was made by W. B. Campbell, the firm's oldest employe, who spoke of the gift as an evidence of the employes' regard for the head of the house. Mr. Kinnear made a characteristic reply. He is so delighted with the new desk that he has about all his visitors sit down in front to try it.

Harry Gillett, general merchant, of Olds, Alta., has been succeeded by Wm. Darlin.

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.

MODEL E MACHINE

OUR No. 1 SINGLE ARC
500 Candle Power

OUR No. 3 SINGLE ARC
500 Candle Power

OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one with an entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesian supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast, all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**
LINDSAY, ONTARIO, CANADA.

OUR FAMOUS
TWIN BLOCK
PURE MAPLE SUGAR

Has stood the test of Government analysis. Out of the many samples collected not one is reported adulterated.

SUGARS and CANNERS Ltd., MONTREAL

BROKERS HOCKEY MEETING.

Third Annual Meeting of Club and Election of Officers.

The third annual meeting of the Grocery Brokers' Hockey Club was held in the office of W. H. Millman & Sons, 27 Front Street East, on Thursday, December 26.

The following officers were elected for the season 1907-08: Hon. president, R. S. McIndoe; 1st hon. vice-president, Henry Wright; 2nd hon. vice-president, Jas. Scott; president, W. H. Millman; 1st vice-president, Wallace Anderson; 2nd vice-president, Chas. Morrow; secretary-treasurer, P. F. Millman; manager, A. R. Millman; captain, to be elected on ice. Patrons, W. G. A. Lambe, P. L. Mason, C. L. Marshall, J. S. Donaldson, J. M. Lobb, Hugh Lambe, C. W. Powis, Geo. Stanway, S. Hooper, J. H. Summers, C. E. Kyle, Geo. Musson, F. Blackburn, W. G. Patrick, H. Scandrett, Geo. Beech, J. L. Watt, H. B. Akin, Joe Irving, Fred Dane, W. E. Bidwell.

Prospects are bright for a good season.

Chauviere & Collon, grocers, of Winnipeg, have made an assignment.

E. J. Mills, grocer, of Calgary, Alberta, has sold to J. C. Burk.

S. E. Riggs, general merchant, of Drumaque, Sask., has sold to Vant & Macfie.

A. H. Kennedy & Co., Winnipeg, who have been conducting a grocery store, have assigned.

REALLY PURE

FUSSELL'S THICK CREAM

(GOLDEN BUTTERFLY BRAND)

Is taken only from the richest meadowland milk, and you get it in just that pure, rich state, scientifically packed in tins only, without any sugar or chemical. It will keep fresh anywhere and for any length of time. Always insist on Fussell's.

Keep your Labels to get a Gold Watch Free.

FUSSELL & Co. Ltd., LONDON & NORWAY

Prices and Particulars of the Agents { John W. Bickle & Greening, - Hamilton, Ont. / Carman Escott & Co., - - Winnipeg, Man. / J. S. Creed. - - - - Halifax, N.S.

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The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

Bannatyne Avenue East **WINNIPEG, MAN.**

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

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MONTREAL TORONTO WINNIPEG

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"

Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The YOUNG-THOMAS SOAP CO., Limited

REGINA, CANADA

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

1908

Orders should be sent in to us as soon as possible in order to insure delivery of goods. Send them to us now either by mail, wire or phone.

Hams, Smoked and Cooked English Breakfast Bacon. Farm made Lard. Home made Sausages. Old English Mince Meat. Colored, White, Twin and Stilton Cheese, both imported and Canadian.

F. W. Fearman Co.
Limited
Hamilton, Ont.

It Is a Question of Profit

The grocer who is after the money—who plans to get more than a mere living out of his store—should handle

CORONA BRAND

HAM AND BACON

Corona Brand has a flavor to it—a snap, a mouth-watering deliciousness—which is not obtainable in any other brand on the market. It will build up your provision trade as nothing else can.

We have no retail stores.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

Dependable Provisions

provisions which never disappoint the customer—never will disappoint you in the matter of profit. You have more than our word that

Ryan Brand Provisions

are in the forefront of the trade. The testimony of hundreds of satisfied dealers and users is backed up by a governmental declaration that Ryan Brand is pure.

Write us for Quotations!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Firmness has characterized the cheese market during the past couple of weeks despite the usual holiday dullness. Transactions have not been numerous since the beginning of the last week in December, nor is trade expected to brighten up very considerably until next week. Some sales have been made, however, and sellers have obtained their price.

The knowledge that the market here is not overly well supplied has resulted in the market holding more firmly than otherwise it would. It is admitted by everybody that stocks are low, considerably below what they were this time last year and the receipts are practically nil. With the best part of the winter to go through one can see that cheese dealers are rather anxious about the situation.

From England comes the news, more strongly confirmed each week, that the make there has turned out not nearly so large as it was reckoned. And the English trade is depending more upon Canadian cheese than they thought they would.

Any cheese which leaves Montreal will be sold at a good price, for stocks are in the hands of strong men who can afford to carry the goods for a price.

Prices range from 13c to 13½c this week, the latter figure not being easily obtainable. It is expected that a firmer feeling will prevail after the middle of the month, while present prices will certainly hold steady in the meantime, if one is to judge from present conditions.

Receipts of cheese last week amounted to 1,471 boxes, against 970 boxes previous week, and 739 boxes same week last year. Total receipts for the season amount to 2,052,851 boxes, against 2,347,464 boxes same period in 1906.

Holders of October creamery butter are quoting around last week's figures, 28c to 28½c, with 29c asking for small lots. Continued demand locally and for the west is eating up the stocks here, which are not large by any means. It is generally expected that there will be a shortage before the new season's butter comes on the market in any quantity. Opinions as to stocks held vary considerably. A conservative estimate places holdings around 30 000 to 35,000 packages, while others place the stocks at higher figures, one house of standing being of the belief that there are fully 45,000 packages obtainable in Montreal.

Those handling current receipts are somewhat easier in their views, but there has been no material change in quotations, which run about the same as last week. Some are getting 27c for what they have to offer, while more are selling at figures ranging between 26c and 26½c.

As is usual at this season, trade is not particularly brisk. Retailers have secured stocks sufficient to carry them over the holidays and are paying more attention to fancy lines than to staples such as butter and cheese. About the middle of this month, however, they will again be in the market and business will pick up considerably.

Meantime the make is not large. Several creameries will be shutting down about the first of the year and receipts will be slight during January and February as a result.

Figures show that 2,249 packages were received last week against 1,815 packages same week a year ago. Total receipts for the season amount to 404,930 packages, against 598,664 packages same period 1906.

Dairy butter is quoted about the same as last week, 24c to 25c, according to quality and quantity. Rolls are selling around 24½c and 25c. Stocks held are light.

THE PROVISION SITUATION

The hog markets have felt very seriously the dullness which has been affecting holiday business generally the past week, and things are very quiet among Canadian packers. Just how quiet matters are can be seen from the statement of a leading packer this week. Our average receipts, he said, are around 2,000 hogs. Last week we got only two cars, or 120. Farmers seem to be too busy observing the holiday season to pay any attention to delivering hogs, evidently expecting better prices at the turn of the season.

Prices have advanced slightly since last reports. F.O.B., country points, are bringing $5.50, fed and watered, about $5.75, and at factory, $5.90.

The provision market, indeed, seems quite everywhere. The English people, as is well-known, pay a good deal more attention to celebrating Christmas than we do here, even to the point of neglecting business altogether. As a consequence, the English market last week was in an unusually quiet condition. Other causes also contributed to this. Danish deliveries were less than 40 per cent. of the usual aggregate, and American shipments also were exceedingly light.

The following paragraph from the New York Journal of Commerce summarized the week's situation in the American market:

"There has been very little interest in hog products the past week, which has been duller even than holiday custom, as nobody would buy anything beyond this year's requirements on account of January settlements with tight money, while prices have been so high as to prevent any anticipation of future wants by dealers. Packers have shown little disposition to interfere with the course of prices either way by buying or selling more than necessary for hedging against their current production, which has been, perhaps, more general than usual owing to the late tightness in money. Prices of hogs have been a little higher in the West on less heavy receipts than the previous week, and there has been less manipulation of prices of both hogs and products than for the last two months; and both seem more settled, though it may be simply the holiday inactivity awaiting developments after the new year. There has been no feature in the cash trade worth mentioning, except that late last week, and not reported till this week, the United Kingdom took 700 boxes of bacon in the West, the first in some weeks; and city curers have been after green meats, as offerings have been light both of city and Western and prices firmer, while cured meats have been easier owing to indifferent demand since the panic and for the holidays."

MONTREAL.

PROVISIONS—Owing to the holiday in the middle of the week trade was quiet, smoked meats hardly moving. Heavy lines were quiet also, while there was a fair trade in lard at the old quotations.

Lard, pure, tierces	0 11½	0 12½
" 56-lb. tubs	0 12½	0 12¾
" 20-lb. pails, wood	0 12½	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12¾	0 13
" " 3-lb. "	0 12¾	0 13
Lard, compound, tierces, per lb.	0 09½	0 10½
" " tubs	0 09½	0 11½
" " 20-lb. pails, wood	0 10	0 11½
" " 20-lb. pails, tin	0 09½	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 11½
" " " 5-lb. "	0 09½	0 11½
" " " 3-lb. "	0 10	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 50	22 00
Canadian short cut clear	21 00	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—There has been a somewhat easier feeling in fresh made butter, but prices have not been affected. Fall make continues steady at old quotations with stocks gradually becoming very low. Dairy is scarce and firm. Nice fresh rolls are very hard to procure and command a good price.

Creamery, fall make, boxes	0 27	0 28
Creamery, winter make, boxes	0 26	0 27
Dairy tubs	0 23	0 24
Fresh large rolls	0 23	0 23½

CHEESE—Firmer feeling is noticeable in cheese this week, though dealers have not advanced their prices. Stocks held are considerably below what they were a year ago and it is likely that there will be a good demand from England after the middle of this month, when the retail trade will also begin to buy again, so that there may be a shortage, and possibly higher prices.

Cheese, old	0 15½	0 16½
" new, large	....	0 13½
" twins	....	0 14

EGGS—Good eggs are worth the price asked for them to-day, for they are scarce. Higher values are expected to rule next month, or perhaps towards the end of this, as stocks held are not large

and receipts are almost nil. One house is holding quite a lot of pickled eggs for higher prices, which must be obtained unless the eggs are put on the market at a loss.

Selects	0 24	0 25
No. 1	0 20	0 21
Seconds	0 16	0 17

HONEY—Nominal prices continue.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—Monday and Tuesday of this week excellent business was transacted for the new year trade, but later days did not witness such demand, and prices will likely show some falling off now that the two feast days are past. First-class stock was none too plentiful and all arriving was quickly taken up by eager grocers.

Turkey, per lb		0 13
Chickens and fowls, lb	0 07	0 09½
Geese	0 08½	0 09½
Ducks	0 10	0 11

WE BUY FEATHERS

All kinds at highest cash prices. Secure them for us. It will pay you. We sell every description of Down and Feathers at correct prices. Free from all impurities and microbes.

P. POULIN & CO.
36-39 BOUSECOURS MARKET, MONTREAL

Mixed Cars of **SALT**

Containing Fine, Medium and Coarse in Bbls. or in Sacks of 200 lbs. 140 lbs. 100 lbs. and 50 lbs. each—also Table, Dairy and Cheese Salt in standard packages.

TORONTO SALT WORKS
Toronto

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.
Hamilton and Winnipeg

TORONTO.

PROVISIONS—No special feature is noticed in the market. On the whole, it is quiet, though prices remain fairly steady. Hams are not selling briskly. Beef products are slow and a slight decrease has occurred in forequarters and hindquarters. Venison is done. Lard has an easier feeling.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 14½	0 15
Medium hams, per lb	0 13½	0 14½
Large hams per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb		0 16½
" pea meal		0 17
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails, "	0 12	0 12½
" compounds, per lb		0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER — The market remains steady. Supplies are good and the demand is sharper. Creamery solids are being quoted at 28c flat.

	Per lb.	
Creamery prints	0 29	0 30
Creamery solids	0 28	
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—Eggs are a shade easier, though no definite decline has happened. Limed are selling a point lower, at 22c.

Eggs, candled	0 22	0 22
" selects	0 25	0 2
" limed		0 2

CHEESE—There is no material change. Prices remain firm.

Cheese large	0 13	0 13½
" twins	0 13½	0 13¾

Honey—The situation is featureless. Prices remain high.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Business continues good. Prices are firm. The market generally is in a healthy condition. If anything, there is a scarcity of good fowl, chiefly turkeys. Some turkeys have been sold at 18c, but the general price is from 13c to 17c.

Live Weight.

Spring chickens, per lb	0 05	0 07
Old fowl	0 04	0 05
Ducks		0 06
Geese		0 06
Turkeys	0 09	0 10

Dressed weight.

Spring chickens, per lb	0 08	0 10
Old fowl	0 05	0 05
Ducks	0 08	0 10
Geese	0 03	0 10
Turkeys	0 13	0 17
Squabs, per doz	2 50	3 00

The general store of Chas. Horwitz, Selkirk West, Man., has been destroyed by fire.

ARTIFICIAL HONEY.

German Professor Tells of Process Which Simulates the Bee's Product.

Prof. Herzfeld, of Germany, recently brought out some interesting points regarding the manufacture of artificial honey in Europe. It is noticed that when we bring about the inversion of refined sugar in an almost complete manner and under well determined conditions, this sugar solidifies in the same way as natural honey after standing for a long time and it can be easily redissolved by heating. Owing to the increased production of artificial honey, the bee cultivators have been agitating the question so as to protect themselves, and it is proposed to secure legislation to this effect, one point being to oblige the manufacturers to add some kind of product which will indicate the artificial product. On the other hand, it is found that the addition of inverted sugar to natural honey tends to improve its quality and especially to render it more easily digested. Seeing that sugar is about the onlv alimentary matter which is produced in an absolutely pure state, its addition to honey cannot be strictly considered as an adulteration. Bees often take products from flowers which have a bad taste and the chemist Keller found that honey coming from the chestnut tree sometimes has a disagreeable flavor. From wheat flowers we find a honey which has a taste resembling bitter almonds, and honey from asparagus flowers is most unplatable. Honey taken from the colza plant is of an oil nature, and that taken from onions has the taste of the latter. In such cases, the honey is much improved by the addition of inverted sugar. Prof. Herzfeld gives a practical method for preparing this form of sugar. We take 1 kilogramme (2.2 pounds) of high quality, refined sugar in a clean enamelware vessel, and add 300 subic centimeters (10 fluid ounces) of water and 1.1 grammes, (17 grains) tartaric acid. This is heated at 110 deg. C. over an open fire, stirring all the while, and is kept at this heat until the liquid takes on a fine golden yellow color, such operation lasting for about three-quarters of anW hour. By this very simple process we can easily produce artificial honey. Numerous extracts are now on the market for giving the aroma of honey, but none of them will replace the natural honey. However, if we take the artificial product made as above and add to it a natural honey having a strong aroma, such as that which is produced from heath, we can obtain an excellent semi-honey—Scientific American.

TRADE NOTES.

Senator Robert Jaffray, Toronto, was in Montreal last week.

J. E. Morin, of P. Poulin & Co. Montreal, was in Ottawa this week.

W. C. Murray, Quebec representative of E. W. Gillett Co., Ltd., called at The Grocer office this week.

A very pretty colored calendar is being sent out by Hudon & Orsali, wholesale grocers, Montreal.

A Montreal grocery house has adopted the plan of having its travelers take stock. The men are in for the holidays and doing nothing, so are given this opportunity of becoming well acquainted with the stock.

CLARK'S
Canned Meats

With the New Year begun there stretches before you season and opportunity for the building up of a large new patronage.

To win and hold such trade you must stock the leading and best lines of foodstuffs.

Clark's Canned Meats

will form the basis on which you may begin. Secure a full stock. You will never regret it.

DROP ME A LINE FOR PRICES

WM. CLARK - MONTREAL

Manufacturer

A LITTLE Better Than Other Brands

THE CHEAPEST BACON

on the market.

Consistent with Price.

If you stock

O'MARA'S BACON

You are assuring Prosperity in

THE NEW YEAR.

JOSEPH O'MARA

PALMERSTON, - ONTARIO

THE BRAND OF QUALITY

WE WANT EVERY GROCER

to put in a trial order for our

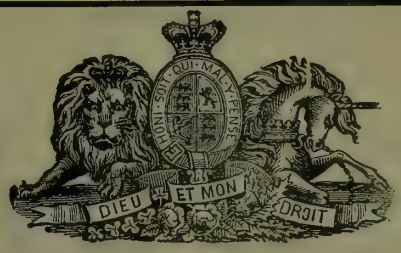
Horseshoe Brand HAM AND BACON

We know that if we ship you a trial order we shall soon be shipping regular orders. Your customers will notice the quality. They will want more of the ham and bacon with the sweet, juicy flavor, which shows the perfect curing of perfect meat.

JOHN DUFF & SON

Hamilton, Canada

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. This is the best season for trade. Do not miss it.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

GET THIS IN YOUR LOCAL PAPER.

The following article seems to strike on the head the cause of the so-called financial stringency which is being felt to some small extent in Canada just now. It is well worth being spread broadcast. It would be well worth the trouble on the part of our readers to take this issue to the editors of their local newspapers, draw attention to article and induce them to publish it. It will be just as useful to the publisher as to the retailer :

Panics are always irrational, because they are born of unintelligent fear, or because they greatly increase the possibilities of peril. There are many occasions which justify a panic. When a real danger comes, the first duty is to keep one's mind at the highest point of intelligent action, and to keep one's emotions out of sight and hearing. In the face of a great danger a man ought to listen to his judgment, not to his emotions. The worst feature of a panic is that it makes men cowards when it does not make them brutes ; and the special form of cowardice which comes with financial stress is unwillingness to part with money, the tendency to hoard what one has and increase the peril, instead of generously giving it out and thus removing the cause of the peril. In every stringency a host of people begin by not paying small bills even more than large ones which prolongs hard times, and unjustly and unnecessarily lays a heavy burden on the backs of some of the most prudent and honest members of the community. An honest man always pays his debts. If misfortune overtakes him the day of the discharge of his obligation is only postponed ; it comes as soon as he can make ready for it. But in a time of panic it is every man's pressing duty to pay his debts with the utmost promptness.

There are hosts of people to-day who have money in hand and are letting their grocers, butchers, milkmen and others who supply the necessities of life go unpaid simply because they are timid and, like some country and city bank, want to collect and keep as much money on hand as possible ; as if money were for hoarding and not for circulation. This small-minded precaution is bringing misfortune to many industries and faithful men and women. Those who supply the means of life, whose coming and going from the house are part of the daily routine of keeping the family alive, ought to be the very last to suffer from delayed payment. As a matter of fact, they are the very first. People who can still spend money upon the theatre, the opera, concerts, and other forms of entertainment, are letting their grocers, butchers, and milkmen go unpaid, thus contributing to the very condition which makes them cowardly. There is no longer any reason for timidity ; but if there were, the duty of paying one's small debts with as great promptness and as deep a sense of responsibility as one pays one's large debts would press still more imperatively. It is a great deal more honorable to have a small bank account and no unpaid bills in the house than to have a large bank account made up by keeping money which belongs to other people. The first duty of an honorable man in a time of stringency is to see that he is not transferring to those who furnish the necessities of life the burden which he ought to bear himself.—The Outlook.

RETURNS TO ONTARIO.

Edward F. Qua has returned from Edmonton, where he was connected with the Dominion Brokerage Co., and will again represent the MacLaren Imperial Cheese Co. He will cover Ontario, from Ottawa to Windsor. It will be remembered that Mr. Qua received his early training with the MacLaren Imperial Cheese Co., under the tutelage of Henry Wright, which, combined with his experience under western conditions, should make him a valuable acquisition to the selling organization of this progressive concern.

NEW CHOCOLATE BARS.

The travelers of Messrs. Mathewson's Sons, of Montreal, will have samples of Meurisse's orange cream bars on their present trips. This novelty in Canada has proved itself to be the best seller of its kind the world over.

T. E. Charest, manufacturers' agent, St. Gabriel street, Quebec, is presenting these goods to the trade in Quebec and vicinity.—Advt.

Harold Hill, son of Rowland Hill, of Valleyfield, Que., has taken a position in the store of J. A. Hopkins, on Dovercourt Road, Toronto.

H. Hubbard, of Montreal, agent for Brand's A.1. Sauce, was in Toronto last week, and is now on a trip to the coast on business.

The sales of

BUDA

"The Flour of Quality"

Have Doubled in the Past Year

This goes to show that grocers are beginning to realize that it pays well to push Buda Flour. It can't help paying, because Buda Flour is really out of the ordinary run. It is a blended flour, blended by a man with a half century of experience behind him. It is a flour which is termed "Ideal" by economical housewives.

WRITE NOW FOR QUOTATIONS!

J. B. HARTY

PICTOU, N.S.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
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Offices:
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Montreal, Que.
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It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CEREALS AND CONFECTIONERY

Wheat Market Stronger, Though Holiday Dullness Continues—Visible Supply of Wheat and Corn Greater, Oats Less.

The dullness usual at the holiday season prevails in Canadian markets this week. Though many mills have closed down for the holiday season, business seems to continue encouragingly steady. The wheat market, however, has shown signs of greater activity, probably on account of a stronger tone in the west, and if this feeling continues it seems likely to result in an advance in flour immediately after the holiday season.

Shipments to Great Britain and Europe have fallen off considerably as a result of the great interference with business caused by the holiday season there.

About 30 per cent. of Saturday's inspections graded "northern," with a slightly higher percentage of inferior. Intermediate grades were more conspicuous than usual. Returns showed inspections of 132 cars, against 107 for the corresponding day last year, Gradings were: No. 1 northern, 6 cars; No. 2 northern, 15 cars; No. 3 northern, 19 cars; No. 4, 14 cars; No. 5, 15 cars; No. 6, 12 cars; winter wheat, 6 cars, and other grades, 45 cars. Eighteen cars of oats, 4 of barley and 7 of flax were inspected.

The visible supply of wheat in Canada and the United States increased 1,342,000 bushels, compared with an increase of 891,000 a year ago. Corn increased 568,000, compared with 114,000 last year. Oats decreased 157,000, and last year increased 44,000.

World's shipments of wheat during the past week were estimated at 8,307,000 bushels, America contributing 6,488,000 bushels toward this total. For two consecutive weeks there have been no shipments of wheat from India. Stocks of wheat at Port Arthur and Fort William increased 1,224,000 bushels during the past week. There are now 5,850 bushels of wheat in store at the head of the lakes.

MONTREAL.

FLOUR—As is usual at this season, business is not brisk. The wheat market has shown more activity, and if the strength continues it will no doubt result in an advance in flour after the reaction from the holiday trade passes.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 10
Glenora	5 50
Manitoba spring wheat patents	6 10
" strong bakers	5 50
Five Roses	6 10

ROLLED OATS—There is a little business being done in rolled oats, but not a great deal. Prices allow the buyer a wide range. Few houses quote the same figures.

Fine oatmeal, bags	3 20
Standard oatmeal, bags	3 20
Granulated " "	3 20
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	2 90 2 95
" 80-lb. bags	2 75 2 80
" bbls	6 10 6 20

FEED—There has been a decline of $2 in Manitoba feed, while bran has dropped $1. Business is limited.

Ontario bran	22 00 23 00
Ontario shorts	24 00 25 00
Manitoba shorts	23 00 25 00
" bran	2 00
Moullie, milled	26 00 31 00
" straight grained	27 00 33 00
Feed flour	1 50 1 70

TORONTO.

FLOUR—The market is steady, but quiet and the effect of the holiday season is quite apparent. Indications point to a stronger tone and possibly to advances early in the year. Last week's quotations still rule.

Manitoba Wheat.

60 per cent. patents	5 40 5 60
85 " "	5 15 5 20
Strong bakers	5 10 5 15

Winter Wheat.

Straight roller	4 90 5 10
Patents	5 20 5 40
Blended	5 25 5 30

CEREALS—The market is dull with a small amount of business passing. Local points continue to supply adequate quantities of oats to meet the demand. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	3 00 3 15
Rolled oats, in wood, per bbl	6 65
" " in bags, per bag 90 lbs	3 00 3 20
Oatmeal, standard and granulated, per bbl	6 65
" " " " in bags, 98 lbs	3 40

WHAT ACREAGE REDUCED.

Punjab District Suffering Because of Continued Drought.

Recent reports indicate that there has been a remarkable diminution in wheat planting in the Punjab, because of the prolonged drought.

The area has been reduced from 9,000,000 to 5,000,000 acres. Many of the permanent canals are running short, while the irrigation canals are quite dry.

TRADE NOTES.

John Teng, New Liskeard, Ont., has opened a grocery store.

J. & A. Matthews, general merchants of New Liskeard and Cobalt, have assigned.

R. Clemes & Son, grocers, of Toronto, have been succeeded by E. Raines & Co.

W. J. Bailey, Didsbury, Alta., has taken over the grocery store of N. B. Good.

W. Anderson, Medicine Hat, Alta., has opened a grocery store.

The general store of W. A. Clark, Bladworth, Sask., was destroyed by fire last week.

R. A. Treleaven, confectioner, of Hanley, Sask., has made an assignment.

A. S. & A. T. Horswell, Nelson, B.C. have taken over the grocery of R. M. Hood & Co.

C. Penny, general merchant, of Cape Sable Island, N.S., has assigned.

G. K. Percey & Co., general merchants, of Botwoodville, Nfld., have assigned.

F. W. Hunt, grocer, of Amherstburg, Ont., has made an assignment.

M. F. Pinkerton, Ottawa, has bought the Rideau Street branch of F. A. Scott & Sons, grocers.

FOUR THINGS

which count an awful lot in Soda Biscuit manufacture are: Material, Mixing, Baking, Packing.

Mooney's Perfection Cream Sodas

are noted for their excellence in these four points.

We use nothing but the purest materials. We mix the materials in the right way, and bake to perfection. Then we pack the biscuits right. The result is Soda Crackers of unexampled crispness and flavor.

Write us about the profits!

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P Tippet & Co., "

J.& G. COX Ltd
Gorgie Mills
EDINBURGH

KINGSTON CORRESPONDENCE.

Who said "limerick?" Whoever started the scheme should get a pension. Sir Thomas tried hard to get the silver cup with his yachts, failing which, he turned all his attention to the china tea cup, and if advertising will win, he deserves to get them. I tell you, when dollars are held up, people look up to them. My, how they jump! Even in church, when the minister is trying to impress people with the importance of the future, they are trying to think out something that will rhyme with tea. But limericks will have their little day and then cease to be, like all such schemes that set the public crazy in trying to get something for nothing. Last year it was the gold mine craze, when everybody emptied their pockets, and, if the truth was known, this had a lot to do with the present crisis.

Travelers tell me they never in all their experience, found collections so bad. Credit system again. Retailers push their customers for money, and the wholesaler pushes the retailer. A big failure is reported near Pembroke, in which Kingston and Toronto merchants can sympathize with each other.

* * *

Kingston has too many grocery stores and yet there are wholesalers who encourage men to open up if they think they have a few hundred dollars in cash. Everything looks lovely, for the first few months. The new man does a big trade. All the no-goods are patronizing him. They then open up accounts and he goes behind and has a long list of bad debts and a long face and he wants to sell out, and there is always someone ready to be talked into taking it off his hands by some slippery tongued real estate agent.

* * *

Holiday time is here again with all the flurry and excitement it brings. Dressing windows and stores, placing pine and holly here and there and all over. Calendars fill the air, greetings on paper and greetings substantial exchanged, hand-shakes, neckties, braces, and embraces and nice things for little and big. There have been a few well-dressed windows, notably J. S. Henderson's, dressed by John Marshall, and Jno. Redden & Co.'s, by J. Baker. Two windows of J. Gilbert's grocery are attracting much attention, dressed by R. E. James, of Liverpool, formerly with Mae Symons & Co., of that place. The windows make English folk feel as though they were in old England again.

* * *

J. Leach, of London, England, has bought out J. Salter, auctioneer, and intends making things hum.

* * *

Three or four grocers here seem, by their talk, determined ta sell for cash only after the first of the year. May others follow. There is not a grocer in town who does not wish for it.

* * *

The body of Will Shaw was last week laid in his last resting place. Will was a grocery clerk here years ago, but for some years past was manager of one of Woolworth's 5, 10 and 15-cent stores in Boston. He was one of the best they had and they feel his loss keenly. Will had a cheerful disposition and was never known to lose his temper.

* * *

Kingston is becoming an important trans-shipping point. Up to December over 16,000,000 bushels of grain was received, having passed through the Welland canal. 53,000 tons of coal was landed here last year.

The Golden Lion grocery block is up for auction this week. It is a very fine brick block and would make an up-to-date hotel, which Kingston needs badly.

* * *

Thos. Gibson, of Portage la Prairie, has been here seeing old friends. Tom has a big farm near Portage, and by sobriety and attention to details has made his pile. He is taking a carload of fine young horses with him.

* * *

Over-stocking in stores is like over-eating and over-drinking. It means sure death. Every merchant nearly buys teas, soaps, spices, etc., to last six months. Now wouldn't it be wiser to buy enough to last a month? It would mean less risk in case of fire, more cash in the bank, fresher goods. Some will say, "I am offered snaps and pick 'em up." Yes, it's true, but it loads you up, and dead stock is an eating moth. Goods do not improve, and I think, to buy as you go is best, after all.

D. Lemieux, grocer, of Montreal, has assigned.

Chas. Momey, general merchant, of Burbridge, Que., has assigned.

A. Jacques, general merchant, of St. Joseph, Que., has assigned.

N. Langlois & Son, general merchants of Perce, Que., have made an assignment.

Jas. Roberts, general merchant, of Port Arthur, Ont., has sold to A. J. Lavack.

A. McGuire, general merchant, of St. Augustine, Ont., has sold to M. J. Beninger.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL BOLTON, ONT.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, - Quebec.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

IT HAS THAT ZEST

about it which makers of other (alleged) Worcestershire Sauces strive in vain to imitate. No use talking, the high-class trade—the people who want the best and are willing to pay for it—want

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

The wise grocer is he who recommends that which is so good as to create orders for more and more. Be wise!--and recommend Lea & Perrins'.

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Another Year of Prosperity and Satisfaction has dawned upon the many thousand sellers of

Mott's

"Diamond" and "Elite" brands of

Chocolate

There is no Chocolate on the Canadian market so generally liked as MOTT'S brands.

This is due to MERIT ONLY.

John P. Mott & Co.,

HALIFAX, N.S.

SELLING AGENTS:

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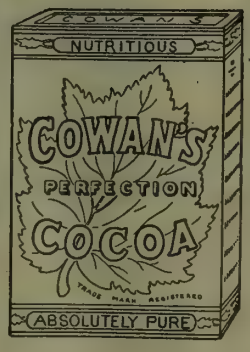

"There is only one Best Cocoa on the market, and that one is Cowan's."

Such is the verdict of hundreds of satisfied users of Cocoa. And that is why so many dealers find it very profitable to push the sale of

Cowan's Cocoa and Chocolate

"The Purest and Best"

The Cowan Co., Ltd.

"Balmoral"
Regd.

Scotch Marmalade, Jams, etc.

To The Grocers of Canada:

DEAR SIRS,

As the old year 1907 is passing to join those that have gone before and as we look forward to another New Year we take the opportunity this season affords to extend to you our best wishes for a happy and prosperous New Year. We also desire to thank you for your kind favors and for the pleasant mutual business relations we have had, both of which have contributed to make the past year a pleasant one for us and we hope it has been the same to each and all of our customers and friends. We are at present busy with our new season's Marmalade and are now taking orders for prompt sent and forward delivery. "Balmoral" Scotch Marmalade is now so well and so favorably known that it is unnecessary here to speak of its high qualities and superiority compared to any other. We pack in 1 lb. and 2 lb. glass jars, also 1 lb., 2 lb., 4 lb., 5 lb., and 7 lb. Tins, all attractively labelled and finished. Your orders will be esteemed, and have our prompt and careful attention.

Yours Faithfully

J. W. Windsor

Balmoral Marmalades and Jams

are the best it is possible to produce.

DOMINION TRAVELERS DINE

Members of the Eastern Association Get Together in Jollification in Their Thirty-third Annual Banquet at Montreal.

Over three hundred travelers and guests sat down to the thirty-third annual banquet of the Dominion Commercial Travelers' Association, which was held in the Windsor Hotel, Montreal, on Monday evening, Dec. 23rd.

President W. J. Egan occupied the chair of honor at the chief table, while seated on either side of him were Hon. Sydney Fisher, Minister of Agriculture in the Dominion Government, and R. L. Borden, leader of the opposition in the Dominion House.

In his opening address the president cordially welcomed the guests of the evening and expressed his satisfaction at the progress which the association had made during the past year. Then he called upon S. J. Mathewson, vice-president, to make the toast "Our Country," as represented by the Dominion Parliament, coupling with the toast the names of Hon. Sydney Fisher and R. L. Borden. This Mr. Mathewson did in a

W. J. EGAN, PRESIDENT.

happy little speech, which was heartily applauded.

Hon. Mr. Fisher, replying, spoke in an able manner, dwelling briefly upon the present prosperity of the country and by numerous quotations from the Blue Book, he illustrated the remarkable development of Canada during the past few years.

Some Interesting Figures.

Referring to the recent money panic he pointed out that Canada did not suffer, in proportion, nearly as much as did the United States. Not one bank had failed in the Dominion, while there was no lack of currency in the country, as the banks were working within $13,000,000 of their possible currency issue and were quite in a position to well take care of the needs of trade.

For evidence of the wonderful growth of the country they had but to look up the assets of the banks. These amounted to $460,000,000 in 1900, while in 1905 they amounted to $878,000,000, and last year totalled $970,000,000. During the last ten months the average monthly bank returns showed an increase of $63,000,000 over last year.

The foreign trade of Canada, which is largely illustrative of the growth of the Dominion, had materially increased since 1870, in which year business to the extent of $122,000,000 had been done. This had grown to $336,000,000 by 1900 and to $519,000,000 in 1906. Such figures were most interesting to every Canadian who had the welfare of his country at heart, as they showed that Canada was not being left in the rear in the race for commercial success with foreign countries.

The internal trade of the Dominion was satisfactory also. In 1900 the trade as shown by the clearing house returns, amounted to $1,390,000,000. In 1906 it amounted to $3,950,000,000, while the returns for the first ten months of this year showed a further increase of $300,000,000.

Taking up the question of manufactures, Hon. Mr. Fisher said that there had been an increase in this direction also. In the census report of 1900 it was shown that Canadian manufacturers employing five or more hands used a capital of $447,000,000, while in 1905 the same class used a capital of $834,000,000, which must be considered a very substantial increase. Truly enough, the number of employes had been increased by but 44,000, but the products had grown in ratio to the increase in capital, increasing from $481,000,000 in 1900 to $766,000,000 in 1905. In concluding, he drew attention to the increased immigration from the United States.

Mr. Borden a Traveler.

Replying to the same toast, R. L. Borden was given a very cordial reception. He referred to his recent tour of the Dominion, and humorously compared himself with the commercial travelers, as he had traveled some 12,000 miles and presented his samples to 100,000 customers.

Proceeding, he said he was struck, while in the west, by the optimism of all classes there, despite the recent financial stringency. He referred briefly to the injustice which was done commercial travelers in that they frequently were not allowed to vote, owing to their absence from home, thus being deprived of their franchise. He stated that he was ready to support any reasonable measure which would make it possible for travelers and business men away from home to vote and have their say as to who should be their representative in parliament.

Max. Murdock proposed the Quebec Legislature, which toast was responded to by Hon. W. A. Weir, provincial treasurer and P. E. Leblanc, leader of the provincial opposition. In the course of his remarks the provincial treasurer referred to the taxation problem as it concerned commercial travelers. The Quebec Legislature had never for a moment thought of taxing the native traveler. It was true that one financier devised the plan of taxing all foreign commercial travelers coming within the limits of the province, but he found his troubles had just begun, as, in the first place, he had to catch the traveler, and this was by no means easy. For that reason he was glad to abolish the tax in question.

"The City of Montreal" was proposed by John Paterson, Ald. Clearihue replying on behalf of the mayor. Mayor John T. McBride proposed "Trade and Commerce" in a nice speech and George Caverhill, of the board of trade, replied as did also C. H. Catelli, president of the chambre de commerce and Hon. J. D. Rolland, president of the Canadian Manufacturers' Association. Ed. Duckett proposed "Transportation" and Wm. Stitt and George Ham responded. "The Press" and "The Ladies" were also fittingly toasted.

The table was quite up to the standard set by the association, thanks to the dinner committee, which was composed of: Max. Murdock, convener; L. W. Anderson, S. J. Mathewson, E. D. Marceau, Major John T. McBride, Geo. A. Mann, W. J. Egan, J. S. N. Dougall, F. S. Cote, R. Dionne, J. F. L. Dubreuil, J. Fred Dugan, A. L. Friedman, J. B. Giles, Ludger Gravel, F.

S. J. MATHEWSON, VICE-PRESIDENT.

E. Guilbault, D. M. Lefebvre, H. M. Levine, John Paterson, F. N. Picard, Jas. Robinson, Leon Rolland, O. A. Thibault, R. C. Wilkins.

Mr. Edward F. Qau has returned from the Northwest and will join the selling force of the MacLaren Imperial Cheese Co., Limited, on January 1st.

A winding-up order has been issued for the placing in liquidation of the Horace L. Boisseau Co., Montreal, dealers in wines and groceries. The assignment was demanded for H. Lapointe, whose claim amounts to $269. The liabilities are estimated in the neighborhood of $3,000, and most of the creditors, it is said, are merchants in France. Napoleon St. Amour has been appointed provisional liquidator.

An old saying is for one to "Start the year right" you will do so by ordering your wants in the fruit line from us We offer you the following

Voiunteer Brand California Navels
Rose Brand California Navels
Mexican Oranges
Bahama Oranges
Jamaican Oranges

Florida, Jamaican and Bahama Grape Fruit, Grapes, Cranberries, Figs, Dates, Nuts, Oysters, Haddie, etc.

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Mc. AND E.
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25-27 Church St., TORONTO

WE PACK

"Golden Flower"

So as not to admit ofcom-petition.

Grown and Packed by

The Redlands Golden Orange Association

Redlands, Calif.

FRUITS, VEGETABLES AND FISH

Firmer Tone in Orange Market, Business More Quiet in Vegetables — Fish Market Featureless This Week.

During the past week a firmer feeling is noticeable in the orange situation. Prices have, no doubt, touched the bottom. Dealers look for a steady advance and the market will become normal before long. Business is reported quite satisfactory for the holiday season and heavy trading occurred in nearly all lines of fruits. Lemons are easier, due to regular shipments of new crop. Apples are not so firm. Bananas are in fair demand. Choice strawberries have been on the market, but are slow.

The vegetable market is quiet. Potatoes have declined. The supply is good. Domestic vegetables are not selling briskly. This is natural at this time of the year. Some fancy imported tomatoes, lettuce, onions and parsley are being offered.

Business is not so brisk in fish. No changes in prices have occurred. Supplies of ciscoes and whitefish are scarce. Fresh Labrador herring is arriving. Oysters are reported to be selling well.

MONTREAL.

GREEN FRUITS—Strawberries at 80c a quart were offered to the trade as a New Year novelty, but sales were not numerous, partly because the lots brought on here were not large, but more owing to the fact that the price was entirely beyond the trade of the average grocer. Apples are somewhat easier. Oranges are selling fairly well at prices quoted. Lemons are lower and pineapples advanced.

Bananas, fine stalk		2 00
" jumbos		2 25
Cocoanuts, new, per bag		4 50
Lemons	2 25	2 50
Florida oranges, box	2 75	3 00
Mexican oranges, box		2 25
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	2 75	3 25
Tangerines, half-box		3 00
Pineapples, case		5 50
Grape fruit, box	3 00	5 50
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	10 00	11 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquats qt		0 25
Straw erries qt		0 80
Apples Fameuse, bbl	4 00	5 00
" other fall varieties, bbl	2 75	3 25
Evergreen wreathing, bale		2 00
Mistletoe, case		6 00

VEGETABLES—California celery has declined 25c, wnile Florida tomatoes and Boston lettuce are also easier. There has been a drop in New Orleans shallots, while green peas have declined $1 to $1.50. A very nice trade is being done, though the holiday reaction has set in and resulted in a diminishing number of sales, especially of high priced truck.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate		5 00
Water cress, large bunches, per doz		0 75
Spinach, bbl		3 50
Green peppers, crate		3 50
Boston hot house cucumbers, doz		2 00
Potatoes, per bag	0 90	1 00
Sweet Potatoes, basket		3 25
Beets bag	0 60	0 65
Carrots, bag	0 60	0 65
Tomatoes, Florida, crate	4 50	5 00
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 75	1 00
" " large crates		2 25
Canadian onions, lb	0 01½	0 01¾
Boston lettuce, hot house, per doz		0 90
New Orleans shallots, doz		0 60
Radishes, doz		0 60
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75
Horse radish, per lb		0 12
Beans, green, basket		5 00
Beans, wax basket		5 50
Egg plant, doz		2 00
Green peas, basket	5 00	5 50

FISH—A very fair volume of trade was transacted during the course of the week, though the holiday on Wednesday did not help matters very much. Sales for Friday's trade, however, were quite satisfactory. Oysters continue to sell freely in all parts of the country. Prices have not been changed since last report.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04½	0 05
Halibut, express, per lb	0 05½	0 06
Mackerel, "		0 10
Dore, "	0 07½	0 09
Pike, lb	0 05½	0 07
Cod fish, l	0 04	0 04½
Steak cod, lb	0 05	0 05½
Whitefish, lb	0 06½	0 10
B.C. salmon, lb	0 08	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 09
New tomcods, bbl		2 25
Sea herring, bbl	1 80	1 90
Smoked and Salted—		
Haddies, boxes, per lb		0 08½
Kippered Herring, 50 in box		1 00
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 20
St. John bloaters, box		1 00
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 03	0 09
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb.		0 05
St. John bloaters, box		1 00
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal		1 70
Malpeques, bbl	8 00	10 00
Paper pails, 100, pint size	0 80	1 10
" 100, quart size	1 00	1 50
Boiled lobsters, lb		0 18
Live lobsters, lb		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl		5 60
" per half bbl		3 15
No. 1 Nova Scotia, per bbl		5 25
" per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs		6 00
Small Green cod, per bbl		6 00
Medium " " " "		7 50
Large " " " "		8 00
Labrador Salmon, ½-bbls		7 00
Salt sardines, bbl		5 50
" " ½-bbl		3 25
No. 1 salt eels, lb		0 07½

TORONTO.

GREEN FRUITS—The chief feature of the week is the firmer tone of oranges. It was impossible for oranges to remain at the rock-bottom prices being quoted a fortnight ago. A reaction was bound to set in and it looks as if the prices will make a steady advance. At present they are selling well at higher prices. Lemons are easier and have declined. This is only natural as the new crop of Messinas are beginning to arrive in good quantities. A further decline is practically certain. Grape fruit is meeting with a good demand. Bananas are steady. Cranberries are a shade easier. Almerias remain unchanged. Tangerines are rather scarce.

Oranges, Florida's, new	2 00	2 50
Oranges, Mexicans, new	1 25	1 75
" navals, new	2 50	3 00
" Valencias	2 50	5 00
Lemons, California, 240, 300, 360, 420	3 00	3 00
" Messinas, new crop	2 25	2 75
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	3 75	4 00
" No. 2 "	2 75	3 00
" lower grades	2 00	3 00
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Quinces, per basket	0 50	0 60
Cranberries, per bbl	9 00	11 00
Almeria grapes, per keg	5 50	6 00
Tangerines	3 00	4 00

VEGETABLES—Potatoes are easier and have declined a few points. Business is rather slow, though shipments are arriving freely. There has been an improvement in the quality of Delawares. Other lines of domestic vegetables remain stable at unchanged prices. Turnips and cabbage are meeting with a good demand, Some very fancy imported beets, carrots, green onions, parsley, lettuce, tomatoes and cucumbers are being handled, though not in large quantities. California celery is brisker.

New Brunswick Delawares, per bag		0 90
New potatoes, Canadian, per bbl.	0 85	0 90
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz.		0 75
Beets, per bag	0 90	0 95
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 75	0 80
Cauliflower, per doz.	0 60	1 50
Parsley, per doz.		0 50
Celery, Canadian, per doz.	0 35	0 40
" california, per doz.		0 75
Lettuce, imported "		1 00
Cucumbers, imported, per doz.		2 50

FISH—No material change is reported. There is a scarcity of ciscoes and whitefish. Cod, halibut, finnan haddie and herring are selling briskly. The first Labrador frozen herring of the season have arrived and are a good sample, being large and bright. Oysters still sell strongly and dealers report big trading. Prices are unchanged.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb.	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb.	0 07½	0 08
" jumbo, per lb.		0 10
British Columbia salmon, per lb.		0 12
Qualla, per lb.		0 09
Trout, fresh, per lb.		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 1 0		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb.		0 08
Shredded cod per doz.		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb.		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08

The Canadian Grocer is in receipt of a very attractive greeting card from Wm. Clark, Montreal. It is one of the neatest which has come to the office, being simple and artistic, and containing nothing but cordial compliments of the season.

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

FISH! FISH!

FOR JANUARY

Frozen Halifax Sea Herrings

Halibut Salmon Bloaters

Labrador Herrings Trout

White Fish Oysters, opened and in shell

Lobsters Finnan Haddie

Everything good in Fish at MODERATE PRICES.

WHITE & CO., Limited

Hamilton and Toronto

FROM SONORA COUNTY, MEXICO

come those beautifully sweet Oranges, packed under "Star" brand. You can't beat them.

W. B. STRINGER & CO.

SOLE AGENTS, - - TORONTO

Oranges—Navels, Floridas and Mexicans.

Lemons—Californias and Messinas.

Almeria Grapes—Fancy quality at specially low prices.

Grape Fruit—Fancy Bahamas, all sizes.

Bananas—Fancy, Ripe, Yellow Fruit.

Oysters—Best Long Island and Baltimore Standards.

Haddie—Syda and Cousins and other best brands.

Let your orders come to us and get the good goods and at the right prices.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

3 CARS
"BRONCO"
Brand
NAVEL ORANGES
in transit for early
JANUARY BUSINESS
Be up-to-date and buy the best.
Heavy, Juicy and Sweet.
White & Co.
Limited
Sole Distributors
Toronto

THE SITUATION IN THE WEST

Christmas Trade Up to Expectations—Air of Cheerfulness Prevails—Wheat Market Stronger.

By our Special Winnipeg Correspondent.

The last three days of the Christmas trade proved fully up to expectations and though, of course, there is a profound lull this week there is a general air of cheerfulness, and stocks are being gone over in anticipation of the usual January sales. Staffs in a number of the department stores are being reduced and in this respect things are being cut more finely than they have been for some years, and that is at the present practically the only indication of hard times, so far as the retail trade is concerned.

The lessening of staffs, however, is not confined to the retail trade, but is quite general throughout the city.

All the large western mills, except the Ogilvies, have closed for a period, the Lake of the Woods Milling Co., at Keewatin, having closed for a week. It is expected, however, that they will reopen very early in the New Year.

The wheat market has been remarkably steady all week, in fact, it is about the steadiest and strongest holiday market that anyone on 'Change can remember. The feature of the market is the excellent cash demand for all grades of wheat, but more particularly for low grades. Receipts for the week have been very good, though not as large as for the preceding week, although the movement continues good.

The weather was very mild up to the day before Christmas, but when the west got up Christmas morning it found a drop in temperature that was more in keeping with the season. The day after Christmas was very mild again, but since that day it has been sharply cold, with the clear blue sky and gorgeous sunshine so familiar to the old-timers. The winter is well on its way and the drop in wood prices is a pretty good guarantee that there is no danger of a fuel famine, so far as the city is concerned at any rate.

The "Forward Winnipeg" movement is receiving a great impetus just now. There was a meeting called in the Walker theatre for Friday evening, 27th inst., to listen to addresses about what Winnipeg could and should do and to look at pictures of what Winnipeg had done. The meeting was a very notable gathering. The theatre was packed to the "gods" with a splendidly representative audience of men and women, the speakers were well chosen, the addresses short and pithy and the spirit of the whole meeting excellent. If any one down east is feeling blue about the west it is a great pity that they could not have attended that meeting, it certainly would have proved an inspiration. One thing is sure, whoever is feeling blue about Winnipeg, that city is not feeling that way itself, and in passing it might be remarked, she is on the spot and in an excellent position to know how things really are. The definite object of this meeting was to form a community club, which, as a matter of fact, has already been formed and has something over 2,000 members, men and women pledged to promote the advancement of the city in every way possible, to believe in it, and to help others to do the same. The little pause that has come with the present financial stringency has given the westerners time to get a second wind, count their mercies and their opportunities and go ahead. Perhaps the most sane and forceful statement made at this great meeting fell from the lips of John W. Dafoe, editor-in-chief of the Manitoba Free Press, who had been asked to speak on "The Best Type of Citizen." Mr. Dafoe said: "The best type of citizen to-day is the man who is as far removed on the one hand from recklessness as he is on the other from cowardice. The conditions that have alarmed the timid are only in a very slight degree attributable to local causes, and while the present may be a period of anxiety, there never was a time when the future of the west and therefore the future of Winnipeg, was more assured than it is to-day." In giving voice to these sentiments on the platform Mr. Dafoe was but giving sound to the written policy of the great paper over which he presides. This has been to tell the truth without fear and without apology and to re-affirm continually that in spite of any temporary drawbacks the west is all right.

Before this reaches readers of the column it will be 1908, but not too late to wish everyone, east and west, a very Happy New Year.—H.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

Wishing you a Happy and Prosperous NEW YEAR.
THE DAWSON COMMISSION CO., - TORONTO
This can be realized by shipping your produce to us.

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

ON A TRIP TO EUROPE.

C. L. Marshall, Canadian manager of the MacLaren Imperial Cheese Co., Ltd., accompanied by Mrs. Marshall, left on Thursday, December 26th, for New York, where they would be joined by Mr. and Mrs. A. MacWillie, of Detroit, when the entire party embarked on S.S. Mauretania for Europe. Mr. Marshall and Mr. MacWillie will spend some time in Great Britain and on the Continent making business connections for the company, and laying plans for the new year's business.

Before leaving Toronto a presentation was made to Mr. Marshall by the office employes, while Mrs. Marshall was remembered by the travelers.

There is no better article to push at this season than

Halifax Shredded Codfish

THERE is none that will give your customer more satisfaction, nothing in the line of foodstuff that is more economical. We find the sale of

Halifax Shredded Codfish

is growing in all parts of the country. Not only in the east, but in the west, as well. From Sydney to Vancouver there is scarcely a grocery store but is carrying and selling more or less of this fish.

No Waste, No Dirt, No Bones, Just Fish.

And all ready for the cook to make it into hot fish balls, which everybody likes for breakfast in the cold winter days.

This Trade Mark on every package

Atlantic Fish Companies, Limited

LUNENBURG - N. S.

1907 1907

ASK FOR

Brunswick Brand

¼ OIL SARDINES, Sanitary & Hand

¾ and ¼ MUSTARD SARDINES

¼ TOMATO SARDINES

HERRING IN TOMATO SAUCE

KIPPERED HERRINGS

FINNAN HADDIES

CLAMS AND SCALLOPS

ALL NEW PACK

Connors Bros., Limited

Black's Harbor, N.B.

The **FIRST** genuine Norwegian Sardines imported into Canada, and the **FINEST** of any or all Sardines are

"King Oscar" Sardines

They are selected fish, packed in pure olive oil. (Government inspection.) Make them leaders during 1908.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

Haddies, - Kippers, - Bloaters

Frozen Sea Herring, Haddock and Cod
Halibut, Salmon, Lake Fish
Boneless and Prepared Fish
Salted and Pickled Fish
Oysters in Bulk and Shell

Large Assortment. Close Prices

Price List Mailed on Request.

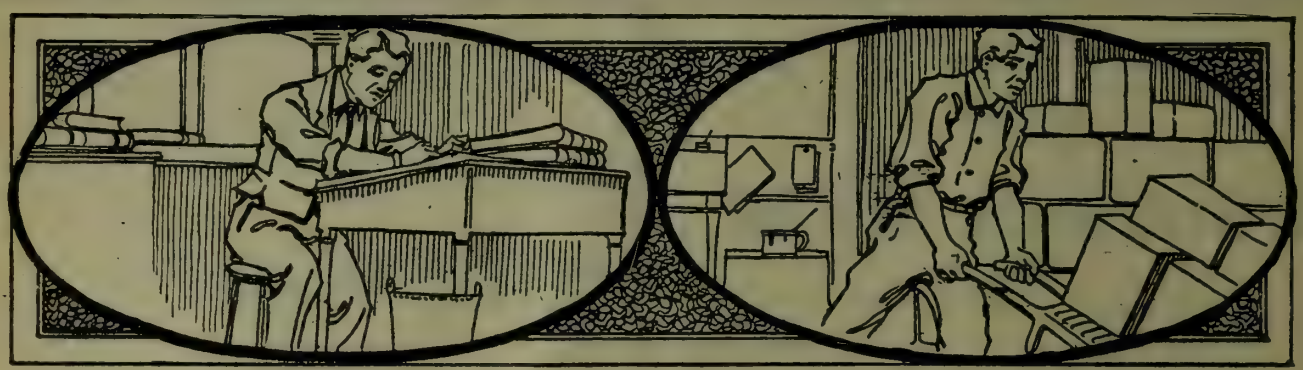
THE LARGEST FISH WAREHOUSE IN CANADA.

P. O. Box 639.
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.



ALWAYS HUSTLING

We have started this new year with a strong determination to make this our record sales year, and feel confident we will be able to do so. All we ask is your co-operation, Mr. Storekeeper. Send us your orders, and we will do the rest by giving you the best value and service to be had for your money.

FRESH, FROZEN, SALT, SMOKED

FISH AND OYSTERS

THE F. T. JAMES CO., LIMITED

Wholesale Fish and Oyster Distributors **76 COLBORNE STREET, TORONTO**

F. T. JAMES, Manager

H. C. ROWE & CO.S

Long Island Native

CHOICE OYSTERS

40 years experience in producing has placed these Oysters in their high position in the trade.

White & Co., Ltd.

Toronto and Hamilton

Sole Distributors

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—By a wholesale commission firm handling teas and grocery sundries, energetic man one with the knowledge of teas preferred Apply stating age, experience and salary expected to Box 173, CANADIAN GROCER, Toronto.

TRAVELERS WANTED.

WANTED—Two grocery travellers with established connections (preferred), one for North Shore and Soo Branch and Owen Sound and Teeswater branch. Apply by letter giving, confidentially, full particulars. Eby-Blain, Limited.

GOOD PROSPECTS IN NOVA SCOTIA

Christmas Trade the Best in Years—Money Circulating Freely—A Revival in Agricultural Interest—Meeting of Provincial Fruit Growers.

(By The Canadian Grocer's Special Correspondent.

Halifax, N.S., Dec. 30.

That the Christmas trade in Halifax was the best in years is the general report made by the merchants of this city. The rush of Christmas shoppers on the opening days of the week was very great. In fact business was so brisk that merchants would give no guarantee for the delivery of goods on the day of purchase. Money was circulated freely and the goods purchased were of a high class. The only firms complaining of any slackness in trade were the dealers in rubber goods and the furriers, but the dullness in these lines was due to the unseasonable weather. There has been no snow in Halifax to speak of and very little frost so far this season, and in consequence winter goods have been in light demand thus far. Poultry was very plentiful and the price much lower than at the same season last year. Turkeys sold for 15 cents, which is seven cents lower than the price quoted during the Christmas season of 1906. Other lines of poultry were also proportionately low. The grocery trade was good and the fancy bakers and the confectioners and fruit dealers also found trade quite brisk. Confectionery was much higher than last year, chocolates in particular showing a heavy increase, but this did not seem to have any effect on the demand, the sales of high class box goods being very large.

* * *

Some of the largest firms found the trade so brisk that they arranged to feed their employes on the premises, while others sent their help to nearby restaurants. This is an innovation on the part of these merchants and it proved most satisfactory to both employers and employes.

* * *

Notwithstanding the mild weather and the hens being out of doors, the receipts of eggs do not show any increase, and the price for fresh stock is very high. Quite a lot of choice dairy butter in small tubs was marketed Christmas week and it found a ready sale at 30 cents.

* * *

Sylvester Archibald, of Lacombe, Alberta, is visiting his former home in Truro and friends in other parts of Nova Scotia. Mr. Archibald left Truro about ten years ago and since then has been engaged in the dairy business in the west. He is now manager of the Ferry Bank Dairy, which has lately been started by the government. Mr. Archibald says that dairying is one of the great growing industries of the west, and the future for it looks very bright.

* * *

That there is a revival in agriculture in Nova Scotia is shown by the large number of applications received by Principal Cumming from intending short course students at the Agricultural College, Truro. The number to take the next course exceeds that of any previous year in the history of the institution and they are coming from New Brunswick, Prince Edward Island and Nova Scotia. The course opens on January 2.

* * *

The annual meeting of the Nova Scotia Fruit Growers' Association was held at Berwick last week and representatives from all over the province were present. Among the many excellent addresses delivered was one by Lieut.-Governor Fraser, who urged the farmers to keep their sons at home on the farm. Nova Scotia was rich in soil and as a fruit growing country, it is not surpassed in the world. The association will make a determined effort to rid the province of the brown tail moth, which is so destructive to fruit, and with that object in view has increased the bounty from three to ten cents for the destruction of nests.

IMPROVEMENTS IN FACTORY AND STORE.

An automatic fire sprinkler system is being installed in the "Surprise" soap factory, at St. Stephen, N.B. Last year, extensive enlargements and improvements were made in the factory to take care of the increasing trade on "Surprise" soap. This sprinkler system protects the factory against fire, which would mean interruption to business and consequent loss of more or less trade.

The St. Croix Soap Co. state that they have now the most complete and best equipped laundry soap plant in Canada.

The Hudson's Bay Co.'s stores at Portage la Prairie have been completely remodelled during the past season, also a large addition, which will about double the company's stores. The store throughout is being fitted with the most up-to-date facilities, which include a full car of Weir wardrobes and silent salesmen, manufactured by Jones Bros., Toronto. The company's store now at Portage la Prairie is one of the best departmental stores in Manitoba, and a flourishing business is being done.

G. H. Ramsay, manager of the Ingersoll Syrup Co., Montreal, has returned from a trip to Toronto and western Ontario.

R. J. Helstrop, representing E. W. Gillett Co., Ltd., in Nova Scotia, favored The Grocer with a call this week. Mr. Helstrop reports that business generally is satisfactory down by the sea, and taking everything into consideration, trade conditions down east were better than is reported in other parts of Canada. The fishermen had a good season and prices received were good. His observations in the fishing ports all tended to confirmation of this report. Mr. Helstrop will return to his ground about January 5.

BRIGHT OUTLOOK IN NEW BRUNSWICK

Christmas Trade Very Satisfactory— New Year Will Open Well—Flour and Cereals Advancing—Large Winterport Business.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Dec. 30.

The retail grocers report that the Christmas trade of 1907 has been very satisfactory, and fully up to previous years. The year has been a very successful one, both in retail and wholesale circles. The local merchants feel much gratified that business has been so good in view of the fact that in other portions of the Dominion and the United States there has been such a depression.

Frank E. Williams, of F. E. Williams & Co., said their business had been very good, a large percentage better than last year. This was so in the pork packing and wholesale fruit trade, as well as the retail grocery business. Mr. Williams said he thought trade generally was very satisfactory and he could see no cause for the alarmist reports of hard times. He thought the outlook for 1908 was very good.

W. Alex. Porter reported business about equal to other Christmas seasons. There was possibly a little falling off in cash business on account of the loss of sleighing, which prevented many of the country people from getting into the city. The outlook for the coming year was considered very encouraging.

Walter Gilbert said the Christmas trade with him was the best he had ever had and he had no reason to complain.

P. Nase & Sons, whose business is largely with the up-river country people, said their Christmas trade had been very good, considering the absence of snow, which naturally kept many of their customers away. They, however, found business about up to the average and were anticipating a good year in 1908. Previous to the close of navigation, they did a very satisfactory trade.

* * *

In wholesale circles, it has been quiet during the past week. The travelers are all in and many of the dealers are busy taking stock. Some of the jobbers still wait until January 31st to make up their yearly statement, but the majority close their books with the end of the year. It will, no doubt, be quiet for some days yet, as the travelers do not start out again until the first or second week in January.

* * *

There have been scarcely any changes in prices. The flour situation is very strong. Wheat has been advancing daily and an increase in the price of flour is looked for shortly. Sugars are very firm and an advance is looked for early in January, if not before.

In the country market there was quite a noticeable advance the day before Christmas. Turkeys, which had been selling at 17c to 19c, jumped to 22c and 23c a pound, and other lines of poultry also advanced. Dealers think that these high prices can hardly be maintained for New Year's trade. Turnips, potatoes and squash have all advanced in price. As for potatoes, they are now quoted at $1.50 to $2 a barrel, and dealers say they will not likely be any cheaper, as there is no more stock left in the country.

In Carleton county, oats are now quoted at 40c, and it is thought they will drop to 30c. Hay is lower, and is now off $2 to $3 a ton. Butter has dropped to twenty cents a pound.

* * *

Despite the discouraging reports the winterport business keeps well up to last year's mark. In fact, at the time of writing, is ahead of last season. The total exports through this port up to the present time, according to returns made at the customs house, from sixteen steamers is $3,000,173, as compared with $3,000,621 in nineteen steamers last year. The same number of steamers, nineteen, have sailed this year, as last year, but three of the vessels this year are not included in the total of exports. Oue of these steamers sailed in ballast, and the other two were West India boats, which did not load here.

Wm. Ferguson, Canadian manager of A. Klipstein & Co., was in Dundas for New Year's.

Frank Stafford, one of the progressive Barry's Bay grocers, was in Montreal the other day.

A Man's Evening Pipe is most enjoyed when it is filled with delicious

T. & B.

The verdict of thousands of smokers is that **T. & B.** is the best pipe tobacco ever sold; because it is pure, properly grown tobacco, cured and flavored to perfection. It is mild and fragrant, and never clogs a pipe or bites the tongue.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

USE PROCESS IN CANADA.

New Fruit Drying Process Not Confined to California.

The following letter from a reader of The Grocer draws our attention to Canadian enterprise in manufacturing industry :

"Editor Canadian Grocer :

"Noticing a small item in your interesting periodical of the 13th inst., entitled, "New Process of Fruit Drying," which deals with what is supposed to be a new method of drying fruit by artificial means, viz., a forced draft of hot air, which has recently been tested in California, I would like to say that it might be of interest to many of your readers to know that this process has been successfully used in Canada for the last three years. The writer, in company with an expert on forced draft experimented with this system in 1904 and applied it to evaporating that king of fruits, our beautiful apple, and this has been the means of producing the highest weight a finer quality of goods, and quite equal to the green fruit when cooked. This fruit is now evaporated by the forced draft system in a specially prepared plant erected by the Biggs Fruit & Produce Co., Ltd., at Burlington and Georgetown, Ont. These driers have been fitted up with the latest improved devices in the way of power machines, elevators and carriers, to facilitate quick and clean work. The superiority of the outfit is partly due to this as the rapidity of the process of drying prevents oxidation and decay and also allows the retention of the natural bright color of the apples.

There are other very important features in this system of drying which it would be well to notice. For instance, in the primary stage of evaporating apples, intense heat is necessary for the fixing of the volatile oils, to which aroma and flavor are due. This can be accomplished with the hot draft system without danger of burning the fruit, thus obviating an occasional loss through direct fire heat.

"Again, during the season just past, somewhere in the vicinity of seven or eight evaporating plants have been reduced to ashes, and as far as I know they were all using the direct fire heat system, which is most dangerous, and this great loss individually and collectively might have been largely avoided by using the new process. whieh reduces this danger to a minimum.

"Hence, the recommendations of the new process are better goods, larger output, fire danger reduced to a minimum, and the California driers do not seem to be quite up to date.

A. C. Biggs."

Burlington, Dec. 28, 1907."

DISCUSS FRUIT-GROWING.

Annual Meeting of Quebec Pomological and Fruit-growing Society.

The annual meeting of the Pomological and Fruit Growing Society of the Province of Quebec was held at St. Anne de Bellevue, at Macdonald College, December 18 and 19. There was a good attendance and several subjects of interest to fruit growers were discussed. Several interesting papers were read.

Prof. W. Stuart, of Burlington, Vermont, in his paper on "The Growing of an Apple Orchard," expressed the opinion that sufficient young orchards were not now under cultivation to take care of the needs of trade, and recommended greater care and study on the part of growers in order that the industry should not be allowed to fall off in volume or quality of fruit produced.

An interesting talk on the fameuse apple was given by R. W. Shepherd. He traced its growth in commerce from its discovery, and called attention to the danger of the fameuse becoming extinct. He said that many trees had been killed by winter frosts and that orchardists had not been exercising proper care in the growing. The price of fameuse apples would increase yearly, and in his opinion the grade would be quite scarce in this province in 1930.

"Co-operation in the Marketing of Apples," was the paper read by Prof. John Craig, of Ithaca, N.Y. In pointing out the advantages of co-operation he said that each grade could be made the best of its class, and uniform, while the appearance of the package was materially improved. In this way the confidence of buyers was secured. Again, the cost of transportation was lessened, and better prices were obtained, while it was possible to make quite a saving in the growing of fruit through co-operation in the buying of supplies.

Speaking of winter killing of trees in this province, Prof. W. T. Macoun, of Ottawa, commented on the great loss suffered yearly by orchard owners owing to the damage done by frost. This could be avoided if the hardiest trees were planted. C. P. Newman, Lachine, stated that the Ben Davis apple was more liable to danger during the winter than any other. In his orchard about 60 per cent. of these were destroyed annually.

A daintily printed "Season's Greeting" folder was sent out to the trade by the Canadian Canners last week. It is worked on deckle-edged paper with a wreath of holly in colors and the company's trade mark in gold trimming.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

THE FIRM OF

JOS. COTE

Importer of Pipes and Smokers' Sundries, of QUEBEC, thanks its numerous customers for their esteemed patronage during the year 1907, and wishes them all a Happy and Prosperous New Year.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

Additional Correspondence

CHATHAM.

Butchers who bring their meat into the market for sale are said in many cases to be weighing their meat short. As a rule the quarters are weighed before being brought in, and it is stated that often quarters weighing 16 or 17 pounds are ticketed at 20. A local butcher states that he had a large quarter brought to him marked 75 pounds, which weighed only 45. The producer, when questioned, declared that the scales must have been wrong. As a rule, buyers never weigh their meat, and never know how many pounds they are getting. A moveable market scale is suggested as a remedy, to enable buyers to weigh their meat, and other market produce as well, when purchasing.

* * *

W, C. Crawford, the well-known Tilbury general merchant, announces his retirement from the reeveship. During his eighteen years at the council board —nine as councillor and nine as reeve— he has been a big factor in Tilbury's municipal life ; and at the same time he has built up a business and conducted a store which are the admiration of city people. Had he chosen to remain in municipal politics another year, he would in all probability have been warden of Kent for 1908.

* * *

D. J. O'Keeffe, of the Triangle Grocery here, has received a commission to serve for three years as grand deputy of the C.M.B.A. for this district. The appointment was made by Hon. M. F. Hackett, grand president, of Stanstead, Que.

* * *

Barney Caplain, of Windsor, has purchased Bert Burling's general store at Cottam. Mr. Burling's future plans are not yet made public.

* * *

Amherstburg and Essex both report brisk little meat wars of late. In the former place steaks fell from 15c to 12½c; lamb chops from 18c to 15c, and other meats in proportion. In Essex the trouble was caused by a Colchester North farmer who moved to town, opened a butcher shop and proceeded to cut prices. Goslin's meat market forthwith retaliated by putting the best cuts, and chicken as well, down to 8c, and veal and pork to 10c. This disgusted Darius Hapgood, the other established butcher, who, rather than meet the prices, closed up his shop.

* * *

The Essex Canning Co, have so far shipped 125 cars this season, and have about 25 ready to ship, besides 25 carloads more of catsup, jellies, jams and apple butter ready to make up. The factory will be operated all winter with a staff of about a dozen. The west and Quebec have both taken largely from this output.

* * *

G. M. Sawyer's store at Leamington, which was recently visited by fire, has been repaired and painted, and presents quite a handsome appearance. Mr. Sawyer has laid in a large new stock for the Christmas trade.

* * *

Owing to recent changes in the proprietorship of the Setterington grocery at Leamington, the butcher shop of Setterington Bros., operated in the same premises, has been closed till a more suitable location can be secured.

* * *

The new system of inspecting dressed hogs in Kent and Essex is now in full swing. Inspection is required only of such carcasses as may be destined for packing establishments in which inspection is maintained under the Act. As a result of the examinations, in Chatham, on Saturday, Nov. 30, the following have been appointed inspectors under the Meat and Canned Foods Act : Dr. W. B. Rowe, Blenheim ; Dr. M. B. Perdue, Chatham ; Dr. W. Clapp, Dresden ; Dr. Jones, Windsor ; Dr. Boyd, Tilbury. The change in the local regulations should logically allay the resentment of a majority of the hog raisers. The indications are, however, that nothing will allay their resentment except a rise in price.

* * *

Thos. McConnell is opening up a grocery at Dresden in the stand formerly occupied by R. Heyland.

* * *

The transient trader complaint has now arisen in the county, outside Chatham. At the meeting of Kent county council last week Barrister R. L. Brackin presented a petition signed by some 113 merchants, representing every section of the county, who requested an increase of the present license fees to a figure which will more adequately represent taxes, insurance and other expenditures to which resident business men are liable.

Two classes are aimed at. The first are Assyrian and Italian peddlers, who go about the country with one or two packs, peddling cheap ornaments and jewelry. The second were general dealers with one and two-horse rigs, who drive around the country taking orders. The present fees range from $1 for basket peddlers to $45 for two-horse rigs. No figure was specified in the petition, but a recent increase of the Lambton license fee to $100 was evidenced.

* * *

Some time ago P. C. Little, the Blenheim grocer, offered a $9.50 set of dishes to the customer guessing nearest the number of seeds in a pumpkin. Incidentally, each patron making a $1 purchase had a chance to guess. The correct number of seeds was found to be 709, the nearest guess, 708, being made by Mrs. W. J. Muckle.

* * *

Dauphin & Co., the well-known Ridgetown confectioners and tobacconists, are to occupy the west store in the new Sheldon block in that town

* * *

A neat device for the housewife is the "Kitchen Reminder," supplied by H. Malcolmson's grocery to its patrons. It is a rectangular bit of board about 3 by 12 inches, and besides the name and telephone number of the firm, contains a printed list of some 114 grocery articles. Opposite each name is a small hole, and the housewife is given a supply of little wooden pegs. When the supply of an article is exhausted, she inserts a peg in the appropriate hole—and is ready with her list when the grocer man comes.

* * *

Christmas saw some good window displays here. Conspicuous in the list were those of John McCorvie, the Bradley Store, H. Malcolmson's, Harry A. Andrew, Wm. Anderson, the King Edward Grocery, and Mounteer's, confectionery, and these are only samples.

* * *

Hugh Malcolmson left last week for Winnipeg, to spend the holidays with Mrs. Malcolmson, who has been the guest of her daughter, Mrs. Drury, for three weeks past.

* * *

Glover's butcher shop on Nelson St., Wallaceburg, has changed hands, and will in future be run by Chas. Woolever and Roy Taylor. The new firm took charge last week.

* * *

A surer and better supply of ice in the summer is now promised Chathamites, who have occasionally suffered from lack of ice in the past. Fleming, Tillson & Co. are erecting permanent modern ice elevators at their houses near the civic sedimentation basis, which will greatly facilitate their work in handling the crop. They have added a 2,000 ton house on Adelaide Street and their capacity equals storage for 5,000 tons. With their Erieau supply to draw from in case of necessity, their customers are assured of an adequate supply.

WHAT ABOUT THIS?

The following from our Pembroke correspondent in regard to a much-discussed subject, seems to hit the nail on the head :

"Re the remarks I have read about accommodation for customers waiting and the recommendation for placing magazines on tables, etc., don't you think that instead of placing such goods for the customers, it would better serve the purpose if an extra clerk were employed to attend to the requirements of those patient ladies who would content themselves to sit down and peruse the pages of a magazine. If the suggestions of your correspondents were carried out, one could almost imagine a store being converted into something approaching the ante-room of a busy surgeon or dentist, and a boy approaching a lady with the statement, 'Your turn next, madam.' I certainly agree that the inside of a store should be made as attractive as possible, but I think that the employment of a good salesman would be of far more profit than any suggestion already put forth, or if, after this, it is still found that customers were still kept waiting, why not have a young lady, who would offer a cup of tea to those who cared to take it, and at the same time inform them that it is, 'Our special 50c tea,' or whatever price it may be, made from, and thus advertise an article that 'should pay' for the little expense incurred."

The name of Caleb Wheeler, of the Wheeler Cold Storage Co., has been frequently mentioned for the post of game warden for Kent and Essex, in succession to the late W. D. Wigle. Mr. Wheeler is a fish and game enthusiast, and is well posted on the subject. He has, however, written Hon. Dr. Reaume withdrawing his name, at the same time stating that in his opinion the duties of the position might conflict with his work as a friend of fish and game.

* * *

Dressed hogs have reappeared on the market, where they have been rather scarce of late. They brought $6.50 per cwt. last week. Live hogs brought as high as $5.50, though the price ranged pretty steady at $5.25. Prices seem to have taken an upward trend.

* * *

E. R. Wigle, of Ruthven, has sold his general store and will go west. Will McDonald has bought the Ruthven butcher shop and opened up last week.

* * *

L. Laplant of Tilbury has installed a handsome new confectionery showcase in his place of business.

SASKATOON.

Construction work on the Goose Lake branch of the Canadian Northern Railway has ceased for the winter. When it became known amongst the farmers of the district that work had stopped a mass meeting was held and delegates appointed to interview the company, for it was understood that the line would be completed and in operation by the end of the year. This line was intended to tap a vast wheat growing area and settlers are anxious to get their wheat marketed. If there is no railway it means hauling the grain for fifty or a hundred miles, which causes great expense and inconvenience. Besides the grain question, all supplies, coal and lumber, have to be taken out in wagons and it is doubtful if any part of the west is in more urgent need of a railway than this district. At the meeting held three delegates were chosen to interview the Provincial and Dominion Governments, and if necessary, the Railway Commission. Funds were raised to defray expenses and the delegates have started on their mission, with instructions to leave no stone unturned until some satisfactory understanding is reached.

* * *

The elevators present a busy scene these days and strings of wagons may be seen wending their way thither loaded with grain. Most of the elevators in this district are already full and for some time there was a shortage of cars at the different points. This has now been somewhat relieved, but as thousands of acres have been under crops this year more than last, ample accommodation should have been made in the way of cars and elevators at an earlier date. In many cases there is no room to store the grain, which means that the farmer cannot get the money to pay his bills and provide for new supplies. This is most disappointing to the farmer and will have a bad effect on the stores in all lines. Some farmers complain that their grain is being graded too low, but in some districts it has been badly frozen and buyers say that they are giving all that it is worth. A number of farmers have stored their grain in large bins which they had built for the purpose in order to hold it until prices advance. At Asquith several wheat granaries are being built for the use of farmers until a regular train service takes place. Very little wheat has been sold from the Elstow district, farmers preferring to wait until the Canadian Pacific Railway is in shape to handle the grain.

* * *

Speers & Paul are clearing off their stock on First avenue at reduced prices. They recently built new premises and it is their intention to have both branches of their business in one building after the first of the year. A portion of the new store is being partitioned off to be used as a meat department in connection with their business.

* * *

H. S. Hughes has opened a small grocery store. Some hardware is also carried in stock for convenience to the residents of the north end.

* * *

A new confectionery store has been opened on First avenue to be known as the Bell confectionery store.

* * *

A new bakery known as the Crescent bakery has started business on Spadina Crescent at the south end.

* * *

The A. J. Purdy Bakery Co. will shortly open a new bakery in Prince Albert. The building has been erected and will be equipped with the latest machinery, and an experienced baker has been engaged. It is purposed later to add a wholesale and retail candy factory.

* * *

G. C. MacDonald has announced to the public of Prince Albert hereafter he will conduct a strictly cash business and offers unquestionable advantages by the new system. The cash system is becoming more in vogue each year and the pity of it is that every storekeeper cannot adopt it. Strenuous efforts have been made in this direction from time to time, but it seems impossible to close the books against farmers, and especially large contractors who need large weekly supplies of provisions. Your Woodstock correspondent asks what is a merchant to do with a customer who has always paid cash, but who in these days of short hours and a tight money market is up against it. This problem is no doubt facing many storekeepers throughout the land and each has to solve it in his own way according to circumstances. One store here, known to your correspondent, treats the case in this way : If a customer comes and asks for credit the storekeeper explains that he is conducting a cash business and that no accounts will be opened under any circumstances. If the case is a needy one he tells them that they can have the goods, but that they will not be charged, and he has been known to do this repeatedly.

* * *

Mayor J. R. Wilson has been re-elected mayor of Saskatoon for next year by acclamation. At a large gathering the ratepayers unanimously endorsed the notice of motion recently presented at the council that Mayor Wilson be given the sum of $2,000 as reimbursement for the time and money he lost in looking after the affairs of the city during the current year. The citizens feel that the money has been well earned, the mayor having done his duty exceptionally well, a great many improvements having taken place.

* * *

A letter has been received here from the manager of a flour mill in Marquette, Kan., who inquires for particulars regarding the starting of a flour mill. He is anxious to know if the citizens of Saskatoon would be sufficiently interested in the project to subscribe stock to the amount of $30,000, instead of giving a bonus, the stock to be preferred stock. The writer thinks the plan would be better than having a bonus, and the stockholders would get their money back in the course of time. The communication is in the hands of the Board of Trade and will likely be considered at their next meeting.

* * *

It is said that another meat packing house will be established here in the near future. A representative of the firm, which has a large plant in Edmonton, was here a few days ago and is expected to return shortly to make definite arrangements for temporary quarters.

* * *

At Lumsden the Hall Milling Co. are preparing to enlarge their premises, which have been found to be too small to cope with the increase in business this fall. A vast amount of grain continues to come to elevators in Lumsden and vicinity as it is said better prices are paid by the local dealers.

* * *

Walters & Sons, merchants, of Grenfell, have enlarged their premises. The seed fair held on the 10th inst. attracted a good deal of interest.

* * *

The Canadian Pacific now runs a passenger service through Lanigan, which means everything for the little town. Many new buildings have been erected lately, but now that there is a train service the place will grow rapidly. Several parties have secured sites and both business premises and dwellings will go up in the spring. Good water has been found in the locality.

* * *

From some complaints made by farmers it is evident that this has been a good season for grain buyers. In the absence of the competition of the commission man, and with so many grades to work on, the buyers have had it nearly all their own way, and have not hesitated to make hay while the sun shines. There has been some cause for grumbling on the part of farmers about the grading that has been done this year. The question of grain shipping and selling might well be taken up by the different boards of trade to find out if there is some way of standing by the farmer to see that he gets justice. If the seller does not get full value for his product, from which he earns his living, he suffers in consequence, his funds are low and he does not spend as freely as he would otherwise do. If the boards of trade are unable to do anything in the matter it might pay the farmers in some districts to have an experienced representative to look after their interests.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

"They'll transform your store and transform your business, too."

THOUSANDS OF FEET OF Walker Bin Fixtures

Are in use in Canada to-day and every foot is earning money and building up business for the Grocer.

Every Grocer Should Know About Them

WRITE FOR ILLUSTRATED CATALOGUE.

The Walker Bin & Store Fixture Co. LIMITED
BERLIN, ONT.

Representatives: Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

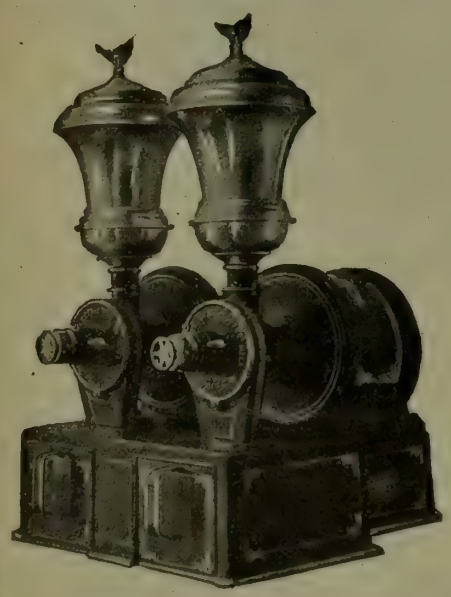
"Immense store improvement for very little expense."

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

BAGS
We sell Eddy's Paper Bags.
Write for Prices.
A. M. THORNE & CO.,
77 Front Street East, Toronto
Twine, Paper Bags and Jute Goods.
Phone Main 5548

COLES Electrically Driven Coffee Mills
Single and Double Grinder — Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing the wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity
Granulating 2 lbs. per minute

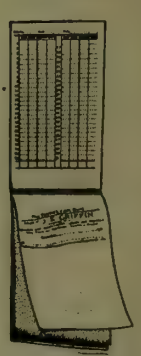
COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME
The Perfection Computing Cheese Cutter
Does this. Ask one of the many thousand grocers who use it
SIMPLE ACCURATE ATTRACTIVE
Sold by all up-to-date jobbers or shipped direct from factory
Shipped f.o.b. Hamilton, Ont. Send all orders to
THE AMERICAN COMPUTING CO., OF CANADA
18 and 20 Mary St., HAMILTON, Ont.

How To Save Many Dollars!

Lots of grocers lose money by not knowing to a cent what is coming to them from customers. By using our
"DUPLEX"
COUNTER CHECK BOOK
YOU can confront a doubting customer with any item he may dispute and so avoid loss and friction. A postcard will bring particulars.



The Carter-Crume Company, Limited
Toronto and Montreal

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" *Electrically Driven* Coffee Mill

will save your clerk's time, your customer's time, and advertise your store. Write for catalogus describing our various Electric Mills, with capacities for granulating from 4 oz. to 9 lbs. of coffee per minute.

The illustration shows our double mill, No. 08712 with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ h.p. motor for direct current, or ⅓ h.p. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Mfg. Co. of Pa., Philadelphia, U.S.A.

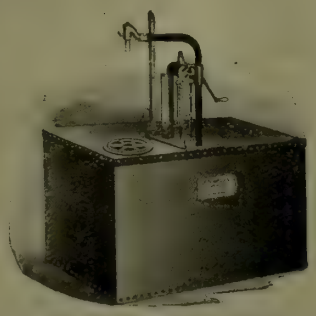
Have You An Oil Tank Like This

Then you are losing from $50 to $500 a year

You are losing this amount through leakage, evaporation, spilling and careless handling. Besides the wasted oil, there is the time and labor lost in drawing the oil, measuring it and washing the hands after every operation.

HERE'S THE REMEDY

It's the Bowser Self-Measuring Oil Tank. In one operation it will pump the exact amount of oil desired directly into your customer's can and at the same time compute the money value. You can sell every drop of oil you buy, none of it is lost. You can sell the oil with as much cleanliness and convenience as though it were sold in package form.



Cut 19—First Floor Outfit

Catalog B will give you complete information. Sent free upon request.

S. F. BOWSER & COMPANY, Limited

66-68 Fraser Ave., Toronto, Ont.

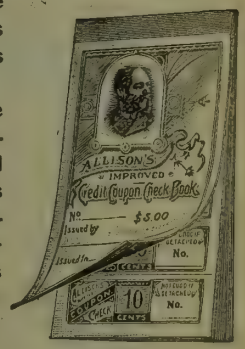
"If you have an old Bowser and want a new one, write for our liberal exchange offer."

CLERK HIRE COSTS MORE THAN

Allison Coupon Books

The time the books save is worth many times their cost.

This fact alone is enough to warrant their general use. But there is the added advantage that the account keeping is done better and business friction eliminated.



If a Man Wants Credit

for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Ther he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized every where as the best.

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd. Canadian Agents

OPTIMISM—1908

That is our slogan for the new year. You will not hear us talk of dull trade or hard times. We do not believe in them. Our advice is to cheer up. Lay your plans for larger business and increased profits and they will come.

Remember that

MacLaren's Imperial Cheese
MacLaren's Roquefort Cheese
Imperial Peanut Butter
Imperial Dessert Jelly

are money makers and business getters. They represent integrity, quality, value and profit; four essentials with every wholesale and retail grocer.

We extend to you our greetings and good will for 1908.

MacLaren Imperial Cheese Co., Ltd.

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 3, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $3 00
½-lb. tins, 3 " " 1 75
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	9 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 [illegible]
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed

T. KINNEAR & CO.

Crown Brand—
1 lb. tins, 2 doz. in case. $1 20
½ lb. " 4 " " 0 80
¼ lb. " 4 " " 0 45

ST. GEORGE'S BAKING POWDER.

			Per doz.
Trial size,	6 doz. in case.		$0.90
4-oz.	" 4	"	1 35
6-oz.	" 3	"	1 80
8-oz.	" 3	"	2 35
12-oz.	" 2	"	3 55
16-oz.	" 2	"	4 55
32-oz.	" 1	"	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb. $0 17
In 10-box lots or case 0 15
Gillett's Mammoth, ½ gross box 2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

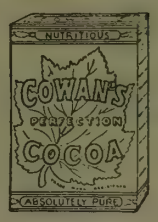
EBY, BLAIN CO. LTD.

Meat of Wheat, per case 4 20
Wheat OS 16 lb. bags 0 19
"Pickaninney" Buck Wheat Flour doz. 1 00
" Pancake Flour, " 1 00
" Pastry Flour, " 1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Perfection 1-lb. tins per doz. $4 50
Perfection, ½-lb., per doz. 2 60
" ¼ lb., " 1 40
" 10c. size " 0 90
" 5-lb. tins per lb. 0 40
Condensed cocoa, cream and sugar, doz 2 25
Soluble, bulk, per lb 0 22
" " " 0 19
London Pearl per lb. 0 24
Special quotations for Cocoa in bbls., kegs, etc



Chocolate—
Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb. 0 38
Queen's Dessert, 6's, 12-lb. boxes, lb. 0 40
Vanilla, ½-lb., 12-lb. boxes per lb. 0 35
Parisian 8s per lb. 0 30
The following sweetened for household purposes:
Royal Navy ½'s, ¼'s, 12 lb. boxes per lb. 0 33
Diamond, ½, 7's, boxes per lb. 0 28
Perfection, 2-c. size, 2 doz. in case per doz. $1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz. 0 90

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Chocolate—
Marie buds, 5-lb. boxes, lb. 0 31
Vanilla wafers, " 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes lb 0 28
" " 2's, nonpareils " .. 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks, box 1 35
Milk cakes, 5c. size, box 1 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homoeopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz.	to case	..... per doz.,	$	90
½ " "	4 "	"	.... "		2.40
¼ " "	2 "	"	.... "		4.75
1 " "	1 "	"	.... "		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per lb
Elite, ½s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ½ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
½ lb. " "	0 28
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails.	10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21		0 17
Best Shredded	0 18			0 16
Special Shred	0 17			0 15
Ribbon	0 19			0 17
Macaroon	0 17			0 15
Desiccated	0 16			0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 65
"Reindeer" brand per case (4 doz.) 5,60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON — retail — wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. — Per lb

Mecca	$0 [illegible]
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. — Per lb

"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandbeling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case: per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	[illegible]
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz.	per doz	.....	1 75
10 " "	4 "	"	.....	3 00
Rep. quarts,	1 "	"	.....	6 50
Imp. "	1 "	"	.....	9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	3 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Un-numbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

			Per case.
Bottles	1-oz., case of	2 doz	$3 20
"	2 " "	1 "	3 00
"	4 " "	1 "	4 50
"	20 " "	½ "	4 75
"	20 " "	1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.		$1 00
2-lb. tins, 2 doz. in case	per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 07½
7 and 14-lb. wood pails	per lb.	0 07½
30-lb. wood pails	"	0 07½
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case	per doz.	1 00
2-lb. tins, 2 doz. in case	per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate	per lb.	0 07½
30-lb. wood pails	"	0 07½
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb.		0 09 0 12

Jelly Powders

List price

"Shirriff's" (all flavors), per doz 0 90
Discounts on application,

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½	20-lb. tins	1 90
½-bbls.	0 09¾	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 09¾	" 5-lb. "	0 10½
20-lb. Pails	2 00	" 10-lb. "	10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars		1 75
" " 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 45
" 100 sticks		0 75
Dulce large cent sticks, 100 in box		....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz		2 90
Pint " 2 " "		1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz		2 90
Pint " 2 " "		1 85

THOMAS J. LIPTON

Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$3 60
3 cases of 4 doz	$3 50
5 cases or more	$3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins	per doz.	$1 40
" ¼-lb. tins	"	2 50
1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D ½-lb. tins	per doz.	0 85
" 1-lb. tins	"	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. $1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Golden shred marmalade, 2 doz. case,	per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch," 1-lb. glass,	per doz.	1 50
" " 2-lb. "	"	2 70
" " 4-lb. tins,	"	4 65
" " 7-lb. "	"	7 35
"Shredded," 1-lb. glass,	per doz.	1 80
" 2-lb. "	"	3 00
" 7-lb. tins,	"	8 00

THOMAS J. LIPTON

Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz		0 90
Pint " 3 doz		1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " {30 1-lb. / 60 ½-lb.}	"	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

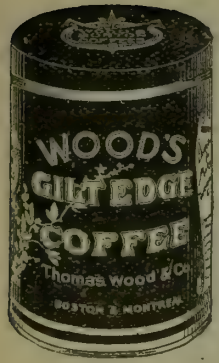
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$ 0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 07½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

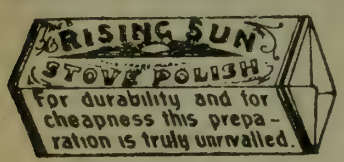
pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 3-5 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 8
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 8
Avalon Gloss, 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
Gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1s	$0 19	$0 25
Blue Label, ½s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 25	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 21
Green Label, 1's and ½'s	0 22	0 25
Blue Label 1's and ½'s	0 25	0 30
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 35
White Label, 1's, ½'s and ¼'s	0 35	0 40
Gold Label 1's and ½'s	0 42	0 50
Purple Label, ½'s and ¼s	0 55	0 60
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb	$0 35
" " 60 ½-lb	0 35
" " 30 1-lb	0 35
" " 120 ¼-lb	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ⅛s	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 25	0 36
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud. 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 43
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. O. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ¼, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 [redacted]
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 0
No. 2, "	7 50	No. 3, "	6 5

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 [illegible]0
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 [illegible]5
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme
Montreal and Toronto

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Canned Goods.
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Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
American Computing Co., Indianapolis, Indiana.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

Cotton Seed Products.
Brayley, J. M., Montreal

Counter Check Books.
Carter-Crume Co., Toronto

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.
Hovell, A. J., & Co., London, W.C.

Egg Cases
Star Egg Carrier Co., Rochester, N.Y.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

Foreign Importers.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.
Tooth's Extract of Meat Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarrondo, J. V., & Co., Bordeau, France.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Nickerson & Hart, Halifax.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Greig, Robert, Co., Toronto.
Harty, J. B., Pictou, N.S.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
Nicholson & Bain, Winnipeg.
Paradis, C. A., Quebec
Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.
Adelstein, P., Montreal
Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Carter, S. J & Co., Montreal.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Kerrigan, Lind, & Co., London, Ont.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co. London, Eng.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal
Dunn, Wm. H., Montreal and Toronto.
Elsom & Whitlock, Moose Jaw, Sask.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Richards, S. C., Winnipeg
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Standard Brokerage Co., Vancouver
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

Matches.
Improved Match Co., Montreal.

Meat Cure.
Bixler, F. P., Fremont, Ohio

Meat Extract.
Tooth's Extract of Meat Co., London, Eng.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Davies, Wm., Co., Toronto
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Office Supplies.
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

Oyster Carriers.
National Oyster Carrier Co., Kenosha, Wis.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.
Zam Buk Co., Toronto

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
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Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Huden, Hebert & Cie, Montreal
Paterson's— Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.
Hawes, Ed., & Co., Toronto

Polishes—Stove.
Hawes, Ed., & Co., Toronto
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass.

Poultry and Game
Poulin, P. & Co., Montreal

Printing.
Barnard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Gray, Young & Sparling, Wingham
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

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La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

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Terminal Warehouse & Cartage Co. Montreal.

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Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
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Tacks.
Bazin Mfg. Co., Quebec, P.Q.

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Balfour, Smye & Co., Hamilton.
Branson & Co., London S.W., Eng.
Brayley & Co., Montreal.
Ceylon Tea Association, New York.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
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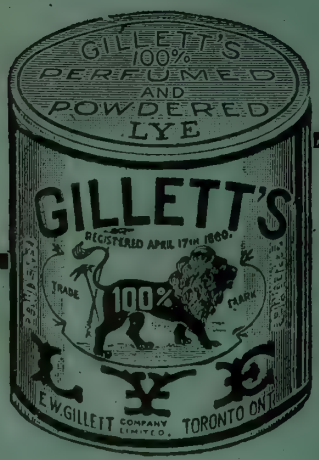

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Office of Publication 10 Front Street East, Toronto

VOL. XXII. MONTREAL, TORONTO, WINNIPEG, JANUARY 10, 1908. NO. 2.

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The reputation for purity and healthfulness and nourishing qualities held by

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(Made from Corn)

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls Kegs and Pails

Freight paid on 5 cases and over to all railway stations east of North Bay.

makes it a ready seller—It is a favorite with the Canadian housekeeper.

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Heretofore called a luxury, but now put up in one-pound Seamless Oval Tins in this Country—superior in the delicacy of its flavor and containing no waste.

For a while Spain furnished it in limited volume, but the popular demand compelled the ways and means adopted by the Thistle Company. The Tunny Fish are ready.

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(Continued on page 4.)

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We take this opportunity of wishing all our friends the Compliments of the Season and remain, Yours truly,

The Blue Ribbon Tea Co., Limited
Toronto

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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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If you handle **Canadian Canners'** goods you will keep your old customers and make new ones.

"Aylmer," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and **White Rose"** Brands are all **guaranteed** as to **quality.** They have been popular brands for over a quarter of a century.

Fruits and vegetables of these brands are canned only when at their best for table use.

LEA'S

The Pickle with the Home-Made Flavor

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

NO!

THE MAN WHO KNOWS "SALADA" TAKES NO SUBSTITUTES

HE KNOWS from experience that only the finest teas, from the finest tea-producing country in the world—the Island of Ceylon—are in "SALADA" Tea.

HE KNOWS he can trust "SALADA" to serve his customers with always the best tea, always perfectly fresh tea, all the time, now or years hence.

HE KNOWS "SALADA" is the maximum of quality at the minimum of cost. He knows that there are years of experience back of "SALADA" in buying, blending and packing teas. What the value of this experience is, is proved by the enormous sale that "SALADA" has.

HE KNOWS that he makes good profits and quick profits with "SALADA" because it is a quick and sure seller—sale absolutely guaranteed.

You could not sell him any other.

TRY "SALADA" NEXT TIME AND YOU'LL KNOW WHY.

"SALADA," Toronto or Montreal.

BRANSON'S

Concentrated Coffee

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying quality.

Large bottles.

Concentrated Coffee

A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, **London, S.W., Eng.**

Y. & S.
SCUDDER } **STICK LICORICE**
M. & R.

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

Agents

C. E. Paradis. - -	Quebec.	William Forbes, - -	Ottawa.
C. DeCarteret, - -	Kingston.	Geo. Musson & Co., -	Toronto.
J. W. Bickle & Greening, -	Hamilton.	S. H. Gillespie, - -	London
Carman Escott Co., -	Winnipeg.	R. S. Bedlington & Co., -	Calgary
Tees & Peerse, -	Edmonton.	Wilson & McIntosh, -	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:—

Jose Segalerva
Malaga, Spain

will be Ahead of his Competitors Because the MALAGA SEEDED RAISIN is

Superior in Richness and Flavor, and can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

YOU WILL MAKE A GOOD PROFIT

Agents for the Dominion

ROSE and LAFLAMME — Montreal and Toronto

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal **Toronto**

JAMESTOWN, 1907 agrees with ST. LOUIS, 1904 that

LIPTON'S TEA

was the best tea their judges could buy in the open market. ST. LOUIS gave LIPTON'S TEA not only the GOLD MEDAL, but also the grand prize, which was awarded no other tea. JAMESTOWN confirmed this by giving the GOLD MEDAL, their highest award, to

LIPTON'S TEA

The judgment of both these and previous expositions proves that the buyers and drinkers of

2,000,000

Packages of

LIPTON'S TEA

each week are also good judges of tea.

Sold in airtight tins only.

None genuine without the signature.

Thomas Lipton

THOMAS J. LIPTON

Canadian Office, 75 Front St. East, - - - TORONTO

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

Don't worry!

Have you any customers to whom you sell everything **but** Coffee? People who are content to buy their sugar and salt from you, but who go to the other grocer, round the corner, for their **Coffee?** What's the reason? Don't you give attention to the Coffee department of your business? There is no single line you handle that affords the all round profit to be got from an intelligent handling of Coffee. Perhaps you have never had the right blends.

Your Coffee Problem Is Solved

and you will have no further need to worry if you use the **White Swan** blend. It is a blend selected by experts who have spent a lifetime in the business. It is specially prepared for particular people, and its peculiar excellence always satisfies the most fastidious palate. The very tin, too, is high grade. You will soon get a profitable coffee trade if you handle it, and the profits that have been going "round the corner" will once again find their way into your till.

We will cheerfully mail samples on request.

The Robert Greig Co., Limited, Toronto

GREIG'S **White Swan** BRAND

Perennially Profitable!

The fact that so many grocers have found our

PURE APPLE JUICE

such a profitable line, is a strong reason why you should handle it. A trial order would convince you.

Write us to-day about this really fast selling and profitable line.

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE - - ONTARIO

"Pride of Canada"

This brand on a line of Maple Syrup or Maple Sugar signifies highest quality.

Years of study have made it possible for us to state that there is no brand of Maple goods on the market superior to **Pride of Canada.**

To fully realize the truth of our statement it is necessary that you should place a trial order.

Your customers will be quite as much pleased as yourself.

IT PAYS

Maple Tree Producers Association

WATERLOO, - - - P.Q.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

The thanks of the manufacturers of

STERLING BRAND PICKLES

are due to grocers of Canada for the large trade extended to these works in the year closed.

We wish the trade every prosperity in 1908. That prosperity will surely be enhanced by keeping these famous Canadian-Made pickles always to the front with their customers. A pickle that grows in favor as the years move on.

Order from your jobber or direct from the manufacturer.

The T. A. LYTLE CO.
Limited
124-128 Richmond St. West, Toronto.

"Non-Pareil Oil"

Highly Recommended by

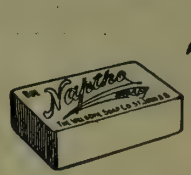
Leading Bakers and Confectioners

The most Economical and Satisfactory Oil

Kentucky Refining Co.,
Incorporated
Louisville, Ky.

J. M. BRAYLEY, Manager Montreal Branch,
322 East Notre Dame Street,
MONTREAL

Samples and prices on application. Phone Main 3938.



Naptho SOAP

MADE IN CANADA

In every walk of life there are men who stand out prominent among their fellows. They possess something which distinguishes them from all the rest.

It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

The Welcome Soap Co.
Limited
St John, - N.B.

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone. Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Ceylon Japan Tea

60-lb. Boxes Retail 30c. Splendid Value

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dirty and fly-specked.

Seems as if ***every successful*** retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy "just as good" kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED
Windsor, - Ontario

Smash the Freight Bills!

They kill profits. No man running a grocery to-day can shoulder big freight bills and succeed. Do not run the risk of failure by purchasing in Montreal, Quebec and outside places when we can supply you with **all** your needs at **better** prices than those quoted by houses in other places.

T. A. Bourque & Co., Reg., Sherbrooke, P.Q.
Proprietors of "DUCHESS" Brand Goods

The Best—Because the Purest!

We grow our own fruit, which goes from the tree to the jam-jar with the minimum of handling. Our expert gardeners see to it that our fruit reaches perfection. Then they turn it over to our expert Jam Makers who convert it in all its freshness and purity into

E.D.S. Brand Jams and Jellies

Absolutely no Adulterants used!

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Bee Brand Jellies Progressing

Orders already received for January indicate that the first month of the new year will be a record breaker for

Bee Brand Jelly Powders

From all parts of Canada we have received call for our famous, fast-selling 6 for 25c. powders.

Have you bought?

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - **MONTREAL**

White Moss

If you sell cocoanut sell the best and ***satisfy*** your ***customers.*** Our brand is the market standard and will satisfy you and your customers.

The Canadian Cocoanut Co. 613-619 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

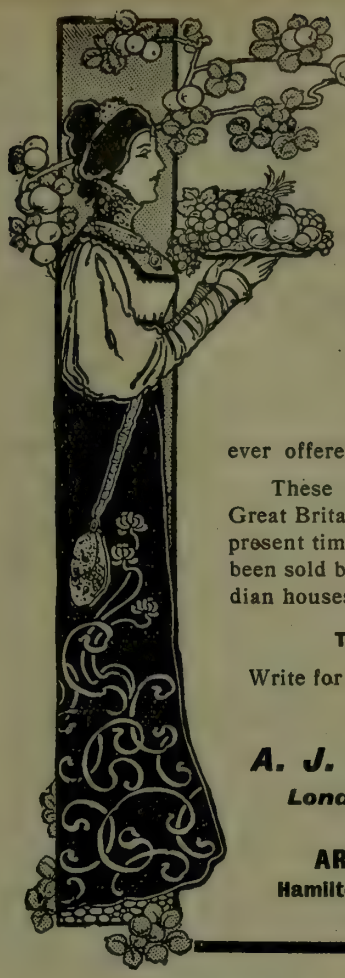
THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO



THE

MOST BEAUTIFUL

Line of

Xmas Cracker Novelties
Table Decorations and
Xmas Stockings

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON

Hamilton, - - Canada

Canadian Agent

Savons Francais

There is a continual call for high-class Toilet and Bath Soaps, and the grocer who is prepared to cater to this will make money.

He will obtain a greater margin of profit, and give greater satisfaction to his customers if he handles our pure soaps.

SAVONS FRANCAIS

C. PAGNUELO, Manager

1653 Notre Dame St. E. - MONTREAL

WE MAKE CANS

Good Ones

We are prepared to book orders now from manufacturers of Baking Powders, Syrups, Spices, Coffees and other canned goods.

Particular attention will be given also to meat packers requiring first-class cans. Our key-opening cans are largely used by the best packers.

Send for a few of our samples if you are not yet acquainted with our cans.

Address Us:

ACME CAN WORKS

Montreal

There is more in **"Club" Coffee** than the mere blending of the Coffee Bean. There is flavor, body and aroma. The finest selected Coffees only are used in preparing "Club Brand."

If you have desirable customers in now, sell them "Club Brand" Coffee.

ASK FOR SAMPLE.

S. H. EWING & SONS

96-104 King St., Montreal — Phones Bell Main 65 and 155

20½ Front St. E., Toronto — Phone Main 3171

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

INSOLVENT NOTICE

In the Matter of John McOrmond, Grocer, Haileybury, Ont.

Sealed tenders, addressed, "Tender in re John McOrmond," will be received by the undersigned for the purchase of ceded assets, en bloc or by tender, enumerated lots up to Thursday noon, the 16th day of January instant, 1908 :—

Lot 1 Groceries, per inventory	$2,549.12
" 2 Glass and crockery	565.59
" 3 Boots, rubbers, etc.	325.00
" 4 Dry goods	353.06
" 5 Hardware	97.09
" 6 Plant and fixtures	502.20
Total	$4,392.04

Stock sheets open to inspection at assignee's office, and the stock may be examined on premises by applying to assignee.

TERMS—A certified cheque for 10 per cent. must accompany each tender, same to be returned if tender not accepted; 30 per cent. cash on acceptance of tender; 30 per cent. in two months, and 30 per cent. in four months, secured to satisfaction of inspectors.

Lowest or any tender not necessarily accepted.

RICHARD PLEWMAN,
Assignee,
Haileybury.

ABSORBINE

will reduce inflamed, swollen Joints· Bruises, Soft Bunches, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use: does not blister under bandage or remove the hair, and you can work the horse. $2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, $1.00 per bottle., Cures Varicose Veins, Varicocele Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

NEW YEAR RESOLVES

are useless if they are not carried out. You have resolved to carry a full assortment of

Pernot's Biscuits

That is well. Have you ordered yet? Get prices and samples from us.

L. Fontanel & Co.

4-6 St. James St., MONTREAL

10 Rue Reamur, Paris (France)

Stock the Best. "KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St., Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey108 Princess Street.

The Importance of Purity

in Canned Goods cannot be over estimated. Nothing is more annoying to your customer than to discover that part of the contents of a can of vegetables she has bought from you, are unfit to eat. Every such occurrence is a knock at your reputation as a dealer in pure groceries. Consequently every grocer should stock the very purest brand of canned goods. Hundreds of grocers in Canada who stock

Burlington Brand

declare that it is the brand of perfect purity which never disappoints their customers. A trial order would convince ***you*** that such is not an exaggerated opinion.

The Burlington Canning Co., Limited Burlington, Ont.

Hundreds of Successful Grocers

throughout this broad Dominion are witnesses that Old Homestead Brand of Canned Fruits and Vegetables is the leading brand in the trade. They will tell you that Old Homestead Brand didn't get there by accident or mere talk. It took perfect purity and the acme of excellence in flavor to make Old Homestead Brand the most popular brand—the brand always in demand. Now we have got to the top we intend to stay there, and stay there by keeping Old Homestead quality at the high pitch of excellence which first gained for it the approbation of economical housekeepers and the praise of shrewd grocers. You will make no mistake if you **specify**

Old Homestead Brand

when ordering from your jobber.

The Old Homestead Canning Co.

Picton, Ontario

"Essex" Shipments

The rush of orders this season has given us all we could do to make shipments on time, and the out-go of goods all this month has been the biggest on record. It is easy to see that we're doing the business and that the better class of trade is with us. If you want any portion of the "Essex" line, you'll have to speak quick.

The Essex Canning and Preserving Co., Ltd.

Factory at Essex, Ont. 28 Wellington St. E., TORONTO, Can.

St. George's Baking Powder LIMERICK CONTEST

Advertising Matter Free to Dealers

We have arranged a Limerick Contest to further advertise St. George's Baking Powder.

$500.00 in cash prizes will be offered.

The advertising starts early in January and will continue until the contest closes on February 28th.

One of the conditions is, that every contestant must send in the trademark taken from a can of St. George's. This means that more people than ever will buythis famous Baking Powder.

In order to bring trade to your store, we have made large facsimiles of the Limerick advertisement, suitable for outside window display and also for store bulletins.

We send them free to dealers.

Write for as many as you can use—display them—and thus take advantage of the heavy advertising that will be done to push the sale of St. George's.

National Drug & Chemical Co., of Canada, Limited, Montreal

WE ARE

TEA SPECIALISTS

With a record of many years standing. If you want to build up a big Tea business place your orders with us.

Our travellers are on the road to see YOU now.

MINTO BROS., Toronto The home of the famous **"MELAGAMA" TEA**

2 in 1

SHOE POLISH

Does the work of Liquid & Paste Combinations
Combinación de Líquido y Pasta
TWO IN ONE
SHOE 2 POLISH
DOS EN UNO
BE TUN SUPERIOR
The F.F. DALLEY Co Limited
HAMILTON, CAN. NEW YORK
CONTIENE ACIDE AI TERREBENTINE

has come to stay

The popularity of 2 in 1 shows not the slightest sign of a lull. On the contrary, the sales are increasing every day. The reason is found in the fact that 2 in 1 is different from any shoe polish ever made before. It satisfies all the time. Not only does it polish shoes perfectly, but adds to their life by preserving the leather.

How is Your Stock?

The F. F. Dalley Co. Limited

HAMILTON, Canada BUFFALO, U.S.A.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Don't Experiment

with other foods said to be the same as or better than

Molassine Meal

No other food can prove that its use keeps HORSES, CATTLE, PIGS and POULTRY in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

Tartan BRAND

SIGN OF PURITY

Twenty-Fifth Annual Tea Sale

Bargains in every line. Our travellers have some good ones. Write or Phone for samples.

No. 596 Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous **VICEROY** for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

Quaker Salmon, Flats,	*$2.05 doz.*
Quaker Salmon, Talls,	*1.90 doz.*
Viceroy Salmon	*1.75 doz.*
Empress Salmon	*1.50 doz.*

M

Mathewson's Sons

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

None are better,
None pay better to

sell than

"Laurier" and "Togo" brands of

MATCHES

We show you bigger profits and save you more money on freight charges than any other maker—

We want you to write for particulars—It will pay you—

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

FISH

COD BONELESS FISH SALT HERRING

FULL RANGE PRICES RIGHT

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

"CAMP"

CAMP
Better than Good!
You may have got along well without "CAMP" Coffee but you will get along better *with* it. "CAMP" sells readily—is in constant demand—and yields a handsome profit to the distributor. Your customers know "CAMP" to be a thoroughly reliable and simply delicious coffee. Quickly made—taking but a moment, and economical in use, involving absolutely no waste. Test these statements by placing a trial order with
ROSE & LAFLAMME MONTREAL
Agents for R. Paterson & Sons 'Camp' Coffee Manufrs., Glasgow

COFFEE

Removal Notice

I would like to inform my numerous customers that I have secured new and larger premises at

5 Place Royale

where in future I will be found. My growing business has made necessary this move. I have purchased the property and am remodelling it to suit the needs of my trade.

The new premises will enable me to carry an even larger stock than before, and I will be better able to look after your wants.

Do not forget the address.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of Black Olives in barrels, Scotch and Holland Herrings in barrels, half barrels and kegs; California and Lima Beans.

JAPAN TEAS

"stand on their own merits; no country in the world can produce teas of such excellent quality, being the purest and healthiest beverages."

SHAW T. NISHIMURA, Sole Agent, - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

1908 is Before You

Will You Progress or Retrench ?

A New Year is here—full of possibilities, teeming with opportunities for increasing business and making twentieth century progress. WILL you progress or RETRENCH ?

Live grocers are looking about them--getting out of old ruts, changing their methods reminiscent of grandfather days to adapt themselves to modern conditions. They wish to make 1908 a year of record-breaking.

Are you anxious to succeed in 1908 ?

Dealing with an up-to-date, progressive wholesale house like HUDON, HEBERT & CO., LTD., you are able to keep abreast of the times in every respect. New goods are put before you **as soon as they appear**; staple groceries are Fresh, Clean and Wholesome. Wines and Liquors are the finest on the continent. Deliveries are prompt. Terms such as only business men can appreciate.

Perhaps we number you among our thousands of customers and good friends already. If so we are assured of your continued patronage, for we will always treat you as satisfactorily as we have in the past. If not yet buying from us we want you to send in a trial order that we may convince you that HUDON, HEBERT & CO., LTD., are in a position to serve you better than any other wholesale grocery house in Canada.

Our travellers are again on the road. If you cannot wait for the call of our representative in your district send in your order at once and it will receive immediate attention.

Wishing you the compliments of the season, we remain yours for increased business and prosperity in 1908,

Hudon, Hebert & Co.,

Limited

Wholesale Grocers and Wine Merchants

"The Most Liberally Managed Firm in Canada."

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Wagstaffe's Pure Orange Marmalade now ready for delivery

17 YEARS REPUTATION IN MANCHESTER, ENGLAND.

17 YEARS REPUTATION IN MANCHESTER, ENGLAND.

ONE LB. OF

WAGSTAFFE'S

FINE OLD ENGLISH

Pure Orange Marmalade

contains more tonic for toning up the system than 12 lbs. of other Marmalade that contains glucose, which clogs the stomach and impairs the Digestive Organs. NOT SO WITH

WAGSTAFFE'S Pure Orange Marmalade

which is made from real Seville Bitter Oranges and Pure Cane Sugar only, by special machinery and the best of experts.

WAGSTAFFE'S Pure Orange Marmalade

contains all the Aromatic properties of the essential oils that gives it such a piquant zest, which is so appetizing in a **Pure Orange Marmalade.** By using it, it will give tone to the Consumptive and the Invalid, and help to keep the strong in perfect health.

Be Sure to Get Wagstaffe's. Every Pound Guaranteed Pure

Sold in 1, 2, 5 and 7-lb. Packages

Wagstaffe's Jams, Jellies and Sealed Fruits Are Pure

Mr. Grocer, protect your customers' health by buying Pure Goods. See your wholesaler about these Pure Jams, Jellies and Sealed Fruits. They will show you a good profit.

WAGSTAFFE LIMITED, - HAMILTON, CANADA

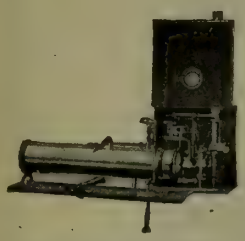
PURE FRUIT PRESERVERS

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.



MODEL E MACHINE

OUR No. 1 SINGLE ARC
500 Candle Power

OUR No. 3 SINGLE ARC
500 Candle Power

OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one with an entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesian supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast, all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**
LINDSAY, ONTARIO, CANADA.

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

A PROFITABLE LINE TO STOCK

HOLBROOK'S

Worcestershire

SAUCE

In Demand All The World Over

HOLBROOK'S LIMITED

CANADIAN BRANCH
25 Front St. E., Toronto
Canadian Manager - H. Gilbert Nobbs

Hygienic Canned Goods

We have a limited stock of

Hygienic Strawberries
Hygienic Red Raspberries
Hygienic Peaches
Hygienic Whole Beets

These goods are packed from extra selected stock, in gold lacquer lined tins, without any soldering in top or bottom; in consequence they preserve their natural color and flavor as well as if packed in glass, and the risk of breakage in transit, the lighter weight saves in freight and there is no fermentation as in glass packages. Try a sample case of each.

JAMES TURNER & CO., Limited

Hamilton, Ont.

Your Syrup Trade

To develop it;
To make the most of it;
To make it pay.
To make it a profitable part of your business—handle

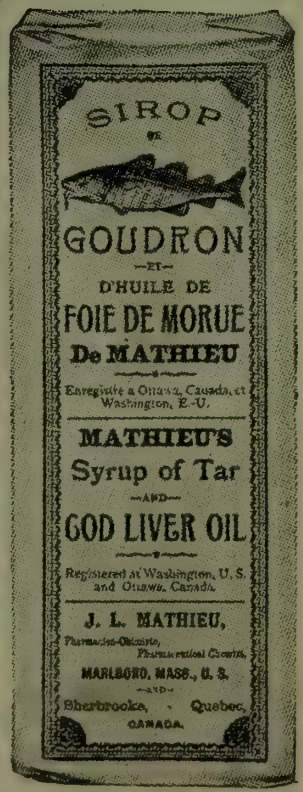
"GOLDENETTE"
Table Syrup

It sells all the year round and gives universal satisfaction and its exquisite flavor remains in the mind and heart of its users.

Freight paid on 5 case lots up to 40c. per cwt.

Imperial Syrup Co.

MONTREAL.



WHY YOU SHOULD SELL

Mathieu's Syrup

of Tar and Cod Liver Oil

Reason No. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customers' hands.

Mathieu's Nervine Powders is another good seller. Both are necessities in your business.

Mail that order to-day

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

Can We Afford to Be Dirty?

The Discriminating Public Will Buy From the Clean and Honest Grocer—It Will Pay to Sell the Best Goods and to Use Up-to-Date Methods in the Handling of Goods.

An article in the January issue of the Woman's Home Companion, one of a series, by the way, of a campaign designed to educate the public to buy from clean and reputable grocers, contains a good deal of information which should be read with interest by grocers in Canada. The article, which is headed, "Can We Afford to be Clean," though it is written for the consumer, shows the manner in which a buyer regards the goods sold and methods used in good and indifferent grocery stores. The examples cited therein are applicable in hundreds of towns in Canada. We are reproducing herewith the paragraphs which seem to be of particular value to our readers.

She is one of those delightful, old-fashioned housekeepers, aged twenty-eight, who still regards the Saturday-night bath as a family institution and who fights incipient pneumonia with onion poultices. Her income is small. Her energy and resourcefulness are boundless.

We stood before a model grocery in a summer resort within easy access of Philadelphia. This grocery was not the largest store in the little suburb—it was, however, a clean store. One window, sparkling like rain-washed crystal, was filled with glass jars containing preserved peaches, canned fruit in iridescent juices, maraschino cherries, mint jellies, etc. In the other were forts and barricades built of imported and domestic canned goods of standard brands, from the humble sardine to pate de foie-gras.

"The height of my ambition is to trade in that store. Only the summer colony folk can pay their prices, but if ever John and I get rich——"

The pause and sigh of happy anticipation were eloquent of the joys which that model grocery would then unfold. Whereupon we turned our backs on temptation, cut through an alley to the street where native marketers congregate, and entered a grocery—which was not a model one. The windows needed washing; so did the counters. Barrels were uncovered, dust filtered into everything, boxes of crackers and breakfast food, piled in hopeless confusion, were fly specked, and in many instances cartons were broken by careless handling, so that dust could enter unchecked.

A side of bacon lay on the ground near the meat block, and clerk after clerk kicked it aside because his hands were too full to pick it up. Flies swarmed on half a ham which lay on the meat block. The floor was as dirty as a combination of sawdust which had not been renewed for days, bacon rind, mackerel brine and tobacco juice could make it. I remembered my hostess' immaculate kitchen, and wondered.

Then her earnest tones broke into my thoughts:

The Lure of the Milk Pitcher.

"You're sure it is good tea? I would like to have that nice milk pitcher—Bobbie broke mine only yesterday—but I want good tea, too."

"The best package goods in the market, English breakfast and Oolong, perfectly blended, special for to-day, only seventy-five cents—and the pitcher."

"Well, I never paid seventy-five cents a pound for tea—but that pitcher certainly is lovely."

So the bargain was closed. The pitcher had won.

That night at supper the man of the house made a wry face and asked whether the tea had been boiled. The old-fashioned housekeeper looked at the new milk pitcher, and two lines came into her nice white forehead. Later, when we were doing the dishes together, she " 'fessed up."

"That is the first time I ever bought premium goods. John always says you can't get china and quality for one and the same price, but that horrid grocer would not sell me the pitcher. Well, I suppose I'll have to give the whole package to Mary Miller."

Admirable arrangement for Mary Miller, the washerwoman, but at least fifty cents must be charged to waste, for the pitcher could be bought at any china shop for a quarter or less.

It seemed the psychological moment for my experiment, so I said:

"Did you keep your sale slip with the prices of those groceries we bought to-day?"

With a moist hand she tossed me the slip of pink paper.

"To-morow, just for fun, we will take this list and go to the store where the summer colonists trade."

The old-fashioned housekeeper gave her tea towel a parting twist, flung it over a rack, and announced:

"Now, my dear woman, I don't intend to let you do anything reckless."

"For the good of the cause," I begged; and then she murmured something about folks with theories, and laughed like a child who had been promised a visit to the circus.

And on the morrow we went to the model store.

Here are the lists:

Sale Slip from Untidy Store.

1 lb. premium mixed tea	75c
1 lb. Our Own coffee (M. & J.)	34c
½ ib. American cheese	9c
1 pkg. macaroni	12c
1 salmon	12c
1 lb. prunes (Calif.)	12c
3½ lbs. gr. sugar	19c
1 jar sweet pickles	25c
1 bt. vanilla	9c
½ doz. lemons	13c

Sales Slip from Model Store.

1 lb. mixed tea, No. 3 quality	63c
1 lb. Mocha and Java coffe (ground)	30c
½ lb. American cheese	9c
1 pkg. macaroni	12c
1 salmon	12c
I lb. prunes	12c
3¼ lbs. gr. sugar	17c
1 jar sweet pickles	25c
1 bt. vanilla	10c
½ doz. lemons	15c

For her original purchases at the untidy store, my hostess paid $2.20. The duplicate order at the model store footed up fifteen cents less, or $2.05. Allowing that the milk pitcher was worth twenty-five cents on the face of the sale slip, she paid ten cents more for the goods purchased at the model store than for those bought at the less desirable grocery.

But the prices attached to the articles do not always represent their true household value.

Premium Tea.

To begin with, the "premium mixed tea," on examination by an expert, proved to be not a mixture of Oolong and English breakfast (a most remarkable combination, by the way), as claimed by the oily grocery clerk, but a low grade of Oolong and green, with a considerable proportion of what is known as "siftings," the whole worth not a penny over thirty-seven cents a pound. The sixty-three-cent mixed tea bought at the model store, was well worth in brewing strength and fineness of flavor at least double the inferior brand, and was a real bargain at its price.

But that is not the whole story. Every woman knows that when you use an inferior brand of tea you lose both flavor and strength, and the average housewife uses once and a half the quantity of cheap tea she would need of a better grade. However, if we leave this latter point out of the reckoning, the difference between the price charged for the premium tea, seventy-five cents, and its worth, thirty-seven cents, was represented by a china pitcher which could be dupilcated for twenty-five cents. Actual loss here thirteen cents, to say nothing of the difference in flavor.

The second purchase, "Our Own Blend" coffee, put up in an attractive tin can, proved to be not pure Mocha and Java, as was claimed, but a blend of Mocha, Java, Rio coffee and chicory, which could have been sold at a profit for twenty-five cents. The Mocha and Java coffee purchased at the model store came out of the test with flying colors,

two-thirds Java and one third Mocha, with no adulteration, yet it was sold at four cents a pound cheaper.

Now, I hold no brief for Mocha and Java coffee. There are many households where Maracaibo or Rio coffee at eighteen or twenty cents a pound is preferred to Mocha and Java at thirty, but this is not the question at issue. This particular housewife thought she was buying pure Mocha and Java coffee at thirty-four cents a pound, and instead she was receiving an adulterated article.

Perhaps the grocer knew this, or perhaps he had bought the coffee in all honest ignorance. But after long months of investigation, during which I have bought goods in all sorts of stores in many different parts of the country, the conclusion is forced upon me that not only is the average dirty grocer willing to force upon his customer an inferior article in return for a big profit, but he is forced to do so in order to make a living. This is a day of system in the grocery business, as elsewhere. System means order, and order in a grocery store requires cleanliness. The unclean grocer is not a systematic grocer, and the unsystematic grocer loses money in his buying in the conduct of his store, and in the treatment of his customers. The trade which he loses through untidiness and incapacity, to say nothing of the waste of stock through careless handling of his goods, makes it necessary for him to sell at a higher profit than the man whose store is run methodically, systematically and cleanly.

Oiled Paper Versus Thumb Marks.

To return to our price lists, the cost of American cream cheese at both stores was the same, as was the quality, but there was one important difference. The cheese from the model store was delivered in a wrapping of oiled paper. It had been cut with a clean knife. The cheese from the dirty store had been sliced with a rusty or dirty knife, which left a grayish-brown streak on one side of the piece, and there was an ugly thumb mark near the rind. This dirt my hostess sliced off with infinite care. We weighed these parings, and they tipped the scales at nearly an ounce. Provided my hostess received sixteen ounces to the pound, or eight ounces for nine cents, she lost nearly an eighth of the cheese bought at the dirty store, or more than a cent's worth.

The purchase of macaroni in the package could not be expected to produce startling comparisons between the two stores, because goods put up in packages even from a dirty store are protected against the rusty knife and the smutty thumb. The two batches of macaroni were therefore much alike in point of cleanliness and were just the same in price, twelve cents. However, our housekeeper was still being cheated out of two cents by trading at the dirty store, because there she had obtained American macaroni, which should sell at ten cents, at the higher price of the Italian brand. This wasn't a question of quality—many prefer the domestic brand prepared under our pure food laws—but it is a question of ethics.

Salmon at twelve cents a can at both stores showed practically the same difference in quality. There was half a cupful of waste, skin, bones and fat, in the can bought from the dirty store. The can delivered from the model store was solid, meaty and better flavored.

The difference between the two grades of prunes at twelve cents a pound was more marked. Those from the dirty store were obviously of an old vintage. They were shriveled, dusty and encrusted with bits of stick, stone and uncatalogued scraps of dirt. The rinse water from the first washing was indescribably dirty. They required three washings, and they did not "plump up" nicely in stewing. The prunes from the model store were not the finest sold in that establishment. They were offered as "seconds," but they were infinitely superior to the prunes described above. One washing sufficed; a few twigs, evidently of the prune tree, were dried in with the fruit, but there was neither dust nor stone. And by actual count there were four more of the better prunes to the pound than of the inferior.

At the dirty store, granulated sugar was sold at five and one-half cents a pound. At the better store it cost four and six-sevenths cents a pound.

The sweet pickles were priced the same at both stores, but one jar bore the label of a standard firm; the other bore no firm name at all, just a fancy label. The reason for this was obvious when we served the two grades of goods at the same meal. The pickles from the dirty store were soft and overseasoned. The pickles from the model store were firm and properly flavored.

The standard vanilla at ten cents a bottle was a third stronger than the vanilla in the nine-cent bottle—this by chemical test.

A Difference in Lemons.

The difference between the lemons purchased at the two stores was a revelation. Those from the tidy store were firm, yet full of juice. Those from the dirty store though apparently the same size, were either dry and hard or soft and pithy. The average lemon from the good store yielded two and one-half tablespoonfuls of juice; those from the cheap store produced less than a tablespoonful and a half, or a loss of seven tablespoonfuls of juice on half a dozen lemons.

Barring the ubiquitous milk pitcher, these figures prove that the housewife saved in cash, flavor and strength at least one-third by trading at the clean store.

It must be understood that these results were not obtained merely by careless shopping at the two stores, but through honest, practical household test of the articles purchased, backed by chemical analysis.

After it was all over, the old-fashioned housewife remarked that she had often wondered why she could not get the brands of corn starch, vanilla, cocoanut and chocolate used by her mother. She had actually begun to think that they were no longer on the market. She never dreamed that the untidy grocer, who had enjoyed her trade for three years, was foisting "seconds" or inferior makes of package and bottled articles upon her because his disorderly methods of doing business had forced him to squeeze an excessive profit out of each sale in order to support himself and maintain the business in which he was working industriously but unwisely.

It must not be said that all dirty grocers are unscrupulous. Many of them are either ignorant, lacking in judgment or easily influenced by the bland and specious arguments offered by unscrupulous jobbers and wholesalers. The man who does not display the intelligence and the good management essential to keeping a store clean generally lacks the intelligence and judgment to buy to advantage. Just as the slovenly housewife wastes the income placed at her disposal by a hard-working husband, so the grocer wastes his capital and stock by injudicious, unintelligent buying. He may not know that the package coffee which he sells at a few cents higher than his rival, the clean grocer, or the bulk coffee, in bean, ground or pulverized, is adulterated; but it is his business to know this.

One or Two "Specials."

A store whose untidy appearance is often overlooked because of its "sales," advertised a special in peas, two cans of A1 peas for twenty-five cents. The labels on these cans were non-committal as to the name and fame of the canning agents—a point on which you cannot be too careful to make sure that you have the guarantee of a standard firm. At a tidy store a can of the same size prepared by a well-known house was bought at the standard price for that brand, fourteen cents, and the two cans were compared. The "bargain" peas smelled almost rancid when the can was opened, so the juice was poured off and the peas carefully rinsed. Then the cause of the strong flavor was discovered. The peas were of various sizes, a full dozen of very large, hard yellow peas were discovered. The peas from the clean store were subjected to the same rinsing process, and were found to be of uniform size, a trifle larger than the French pea.

As we have seen before, this disaster might have been avoided by a careful housewife if she had known just the brand of canned peas she wanted, and had insisted on getting that brand. This is the safest way to trade at any store. When you find that your grocer is honest enough to give you just the brand you ask for, and no other—when, in other words, you know your grocer—then, and then only, can you afford to try a brand from his store about which you know nothing. Perhaps you have found the exceptional grocer who has invented some canning process of his own, the superlative merit of which will some

day win for his goods the fame which years of experience have awarded to the brand which you have always used and know you want. Perhaps, too, this is not so. At any rate, the grocer who, for the sake of a bigger profit, slips his own make of any prepared food in the place of a standard brand for which you have asked, is not honest enough to make his brand worthy of your patronage.

But how about the things which we prefer to buy in bulk? With these there is no hope except in the clean methods of your grocer. For instance, loose soda crackers at ten cents a pound, purchased at a clean grocery, proved crisp and palatable. The lid of the tin box holding the bulk crackers had been kept tightly closed. The same brand of crackers at the same price purchased at a slovenly looking store proved flat to the taste and moist to the touch.

Just one more example—butter. At a model store in October butter was purchased at thirty-two cents a pound—creamery tub butter of excellent flavor sweet and palatable. Just around the corner, in one of a great chain of untidy groceries, hung a sign. "Special to-day. Best Creamery Tub Butter at 29 Cents a Lb. Done Up in 2-Lb. Cartons. Only Two Cartons to a Customer."

Women were flocking to that sale and arguing volubly with the clerks for the privilege of buying just one more carton. Six pounds: Why, that will keep! A single carton was purchased and analyzed. It proved to be what is known as June butter, which had been kept in cold storage four months. In June butter is cheap, partly because milk is plentiful and partly because the cows, turned into fresh pastures, eat so many strong weeds that even the butter is tainted with the flavor. Butter which had been bought to sell at twenty cents a pound had been marketed, after lying four months in cold storage, at twenty-nine cents, and in competition with absolutely fresh, untainted creamery butter at thirty-two cents a pound. Which is the real bargain for the fastidious housewife? And how many women who carried home the precious two-pound cartons, "only two to a customer," wound up by turning their bargains into the jar which holds the cooking butter, or, more likely still, handing it on to some Mary Miller, to whom cold-storage butter is far superior to no butter at all.

In the face of all these examples and after months of earnest investigation, the Woman's Home Companion is convinced that not only can the economical housewife afford to trade with the clean grocer, but that she cannot afford to trade with any other. By withholding our trade from the dirty grocer, and giving it to the clean grocer, we have it in our power to make every grocer clean and honest—to eliminate the unsanitary grocery store, where dirt endangers the family health and substitution strikes at

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The firm of W. E. Woodward & Co., grocers, of North Hatley, Que., has been dissolved.

THE WEST INDIES AND CANADA.

Address by Sir Daniel Morris to Leading Body in Barbadoes.

Sir Daniel Morris, the Imperial Commissioner of Agriculture for the West Indies, who was in Canada during the summer and early fall, has been speaking enthusiastically concerning trade between Canada and the West Indies since his return to Barbadoes. From a recent issue of the Barbadoes Agricultural Reporter of Nov. 30th, which has been kindly handed us by Geo. Musson & Co., we cull the following paragraphs from an address given by Sir Daniel before the Agricultural Society and commercial body at Bridgetown on November 22.

Dealing principally with sugar, he said:

"The consumption of sugar is rapidly increasing in Canada. For the past five years there has been an average increase of 8,000 tons per annum. In a few years it is highly probable that Canada will be in a position to take all the sugar produced in the West Indies, which is estimated at 240,000 tons per year. During the past year Canada has imported 212,000 short tons of sugar. Of this 166,000 tons of refiners' and muscovado sugars were taken direct from the West Indies and British Guiana, all of which were admitted under the preferential tariff. Some 18,000 tons of refined sugars were taken from Great Britain. Besides about 6,000 tons of refiners' crystals were admitted under the preferential tariff from Fiji and landed and refined on the Pacific coast. Practically, therefore, Canada has imported 90 per cent. of the sugars consumed by it from British sources.

One important reason why the West Indies have found such a favorable market in Canada is that the German beet sugar is shut out, not only by being placed on the general tariff, but by having a surtax imposed upon it. Should this surtax be removed the result would be injurious to the West Indies. The general opinion in Canada is that while that country was taking 78 per cent. of the total sugar consumed direct from the West Indies and British Guiana under a preferential tariff, the return trade was comparatively small. As a result there was a feeling of disappointment in Canada. Canadians, on the whole, are very sympathetic towards the West Indies, and are prepared to help the West Indies, but it is not prepared to keep on doing so unless the West Indies, including British Guiana, come in as a whole and make some representations. It is necessary for the West Indies to obtain all possible information regarding the trade of each colony. The position should then be summarized with regard to sugar and other products and there should be taken into consideration what Canada can take from the West Indies and what it is desirable for us to take from Canada.

In his address Sir Daniel referred to two expositions he visited in Canada, at Toronto and Montreal. Either the reporter or the speaker became mixed, for, speaking of the exhibition in Montreal, the article goes on to describe minutely the exhibition at Toronto. Sir Daniel strongly emphasizes the benefit the West Indian growers and merchants would reap by sending their goods up to this exhibition.

PRESENTATIONS—GOOD CHEER.

Head of Firm and Manager Remembered by Red Rose Tea Staff.

There have been presentations, compliments and general good cheer flying around generously at the Toronto office of Red Rose Tea during the holiday season.

For instance, last Friday evening the firm's Ontario travelers surprised the head of their firm, T. H. Estabrooks, of St. John, who had been in the city for a week arranging business for the New Year, with the gift of a splendid dinner gong. The gift, which was made to Mr. and Mrs. Estabrooks, was accompanied with an address, illustrative of the travelers' appreciation of the firm's kindness and generosity during the year. Beside wishing Mr. Estabrooks and family "much happiness and prosperity," it hoped that "every time the gong was heard ringing they would think of the boys in Ontario." The presentation was made by R. Pratt, and Mr. Estabrooks, after he had recovered from his surprise, voiced his appreciation of the remembrance.

He showed it in another way, also, by inviting the travelers over to a luncheon at McConkey's at noon on Saturday, when good cheer and compliments were interchanged freely, the function being, as several present expressed, "a fitting wind-up to a good season's work.

At Christmas time, also, the travelers and staff of the Toronto office remembered their manager, Geo. Campbell and Mrs. Campbell, with a gift of a handsome Brown Betty deposit service, hand-worked in silver. Good feeling is certainly very evident in this firm.

Red Rose travelers made good use of their two weeks' holidays at the holiday season. For instance, Ben Miller and his bride were down at his home in Lindsay; Geo. Taylor was at Fingal and Port Stanley, and Joe Boyd was at his old home in Acton for a few days.

The place left open by the withdrawal of Walter Gaden from the Red Rose staff in Montreal, has been filled from the Ontario staff, J. W. Nobles, who has had a good many years' experience and is pretty well known, went down last week to make things boom at the Montreal office.

TRADE NOTES.

T. G. Crown, grocer, of Toronto, has sold to J. A. Rice.

P. G. Parrott, general merchant, of Utica, Ont., has assigned.

Baker & Co., grocers, of Montreal, have made an assignment.

Hugh McPhee, grocer, of Calgary, has sold to Reid & Winter.

Brooks & Brown, general merchants, of Abernethy, Sask., have assigned.

Bergeron & Lorange, grocers, of Montreal, have dissolved partnership.

Eoll & Clements, general merchants, of Fort William, have made an assignment.

Wm. K. McDonald, who has been conducting a grocery at Glace Bay, N.S., has assigned.

Toronto Experiences No Delay

Matter of Tea Inspector is of Little Interest, Say Local Houses—Satisfaction is Expressed With Present Methods, Particularly Since Arrangement to "Free" by Wire.

Considerable notice has been taken in The Grocer recently of the demands of the Montreal tea importers for a local tea inspector. With a view to finding out how the situation stood in Toronto a representative of this paper a short time ago called on a large number of the importers and his findings are given herewith:

The situation in Toronto seems very different and much more satisfactory than that reported by the Montreal firms. Almost without exception the Toronto dealers are quite satisfied with present arrangements, particularly since the new arrangement of "freeing by wire" was arranged by the Government. Some firms are exceedingly enthusiastic over the way this arrangement works and the concensus of opinion seems to be that nothing further could be done or is necessary to facilitate tea inspection as far as Toronto is concerned.

Speaking regarding the situation in Montreal, as shown by the representations of the trade there, the majority of importers expressed themselves as being unable to understand the cause of the difficulty. It was suggested that possibly the delay was caused in the local customs-house, either through the appraiser or the clerks. Looked at from a Toronto standpoint, no blame for the delay can be placed on the inspector at Ottawa.

Here is the way the matter worked out in Toronto, according to the testimony of several of the largest firms: Samples of the tea to be tested and taken from the shipments by the appraisers at, say, three o'clock in the afternoon. These are gotten off on the evening mail, reach Ottawa and are delivered to the chief inspector by ten or eleven next morning. If the inspector gets to work with them immediately and he seems to be pretty prompt in the matter, a wire "freeing" the teas tested reaches the Toronto importer sometimes by noon and usually by two or three o'clock the same day. Where the matter is not urgent and reply is sent by mail the return is, of course, not so prompt but in no cases recently has it taken more than two or at the most, three days to "free" any particular shipment and no delays such as the Montreal firms complain of have been experienced.

It is a fact, of course, that the Montreal houses import a much larger quantity of low-grade teas, which require inspection, than comes into Toronto. And this, some suggest, may have some bearing on the trouble. Otherwise, the matter seems inexplicable.

The opinions of several of the Toronto importers are given herewith:

R. C. Larkin, of the Salada Tea Co., says: "No, we have no trouble whatever in the matter of facilitating inspection. In fact, we are very pleased with the way the Government has handled the matter. Very frequently samples are taken from our shipments in the afternoon and a wire from the inspector at Ottawa "freeing" the teas examined reaches us at noon next day. I cannot understand what ground Montreal merchants have to object to the present system as they are considerably nearer Ottawa than we are in Toronto and should get their returns more quickly accordingly." Speaking of the inspectors at St. John and Winnipeg, Mr. Larkin continued: "They seem to be needed there as these places are so far distant from Ottawa and hence conditions will be different."

J. L. Watt, of Watt & Scott, brokers, said. "There seems to be no necessity for an inspector in Toronto. Indeed, the Government seem to trust us very generously in this matter. I have experienced no trouble whatever."

Fred Dane, grocery broker, said of the matter: "I have nothing to complain of. There have been no delays recently under the new method which has helped matters very greatly. I cannot see any reason for desiring an inspector in Toronto."

Geo. H. Campbell, Toronto, manager of Red Rose Tea, also expressed himself as well satisfied with present conditions. "We do not have much occasion to trouble the inspector," said Mr. Campbell, "but when the occasion has arisen the matter has always been attended to satisfactorily."

J. F. Eby, of the Eby, Blain Co., said "Those Montreal houses should raise the quality of their imports so as to escape so much inspection. Our firm has not experienced any particular difficulty in this matter but if Montreal is to have an inspector we ought to have one in Toronto also."

James Ince, of Perkins, Ince & Co., said: "We did experience some slight difficulty some time ago, but no trouble has been met with recently. The trouble in Montreal must be caused by delay on the part of the appraisers or in the local customs house."

J. W. Musson, of Geo. Musson & Co., said: "They do a very great deal more business in the lower grades of teas in Montreal than the Toronto houses. This may account for the delay there. We have heard of similar trouble in Toronto."

H. P. Eckhardt, of Eckhardt & Co., when questioned said: "We have had no trouble of the kind you mention and cannot see what is the trouble in Montreal."

Several other firms gave practically the same answers and from this it seems conclusively evident that there is not much interest in the matter of the placing of a Government tea inspector in Toronto.

The following letter, which has been received since the above was written shows the attitude of one Toronto house in the matter:

Editor Canadian Grocer, Toronto:

Dear Sir,—We have taken considerable interest in the series of articles you have been publishing re an inspector of teas for the ports of Montreal, Toronto, etc., and in justice to the customs department, we intended writing you sometime ago to point out that there is absolutely no delay caused by the Government with regard to the delivery of teas arriving in Canada.

We are able to get our teas the moment we have passed the entry, that is, if we can persuade the railway companies to hurry up and deliver them, the customs authorities being quite willing to hand them over without awaiting the report of the inspector at Ottawa.

Now, as this is so, and is distinctly stated in the Hon. Mr. Paterson's letter in your last issue, what earthly reason have importers to complain of delay in the inspection of teas?

We think the Minister of Customs deserves the best thanks of importers (and he has ours) for removing all restrictions, thus enabling us to get our teas promptly on arrival, whereas, in the United States, we cannot get them until they are examined and freed by either the inspector at New York or Chicago, which often takes days.

Yours truly,

P. C. Larkin & Co.

A GOOD CHANCE FOR THE RETAILER.

There is an advantage for the retailer to read the advertisements published in connection with the future moving of the firm of Laporte, Martin & Co., Limited. This week teas and canned goods are put forward with notable reductions in prices in order to avoid cartage and storage expenses. The retail trade has a great profit to secure by following regularly these weekly announcements.

J. W. Arnold was in Toronto last week. J. W. represents John Taylor & Son, soap manufacturers, in St. John, and was up at headquarters for the annual "talk."

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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A CRISIS IN TEA PRICES.

With the steady, though gradual, advance in the prices of teas in the world's markets during the past year, which have been noted from week to week in our market notes, the situation, as it stands at present, is critical and is exceedingly interesting to the retail grocer. Speaking generally, the prices of teas to-day are higher and materially so, than they have been at any time since 1899.

In common teas the difference in prices between January, 1906, and those quoted at present, show an appreciation of fully 100 per cent. The advances have been most noticeable on the lower grades of Indians and Ceylons. As an instance, common teas, which were quoted in the primary markets last year at 4 pence, cannot now be bought for less than 8 pence.

This means that while retailers were buying common teas for 16 and 18 cents last year, they are now paying 21 and 22 cents for the same goods. In most cases the consumer is getting teas at the same prices as a year ago. Who is losing?

Various reasons are quoted for those advances, but getting to the bottom of the matter the real reason seems to be that demand is increasing faster than production. Great Britain and the continent of America have largely increased their consumption in the last two years, and another most important factor, Russia, is becoming a great tea buyer. Returns up to November show that Russia's purchases of Ceylon and Indian in 1907 were fully 50 per cent. larger than in 1906. In the lowest grades the purchases of 1906 have been almost trebled. Last year Russia took practically the whole crop of fine China teas, even at the enormously high prices, and this growing business seems bound to extend.

Keeping this situation in view, it seems that in all probability there will be no immediate relief from the present high prices. They may go still higher, and, in any event, will remain at their present level for some months at least. Indeed, the opinion is expressed by some London firms who are usually conservative in their remarks, that no level can be expected for several years.

We must, therefore, consider, whatever fluctuations may occur, that a high level of price has been established on a permanent basis, and, according to this, the only relief to the wholesale and retail dealers will come from the establishment of a higher scale of retail prices.

The packers of tea whose selling price has been fixed, but whose cost has increased as the market advanced, have been doing business at a serious loss for some time past. This condition cannot be continued indefinitely.

Again, in Japans, which are not put up in packets, the profit to wholesaler and retailer alike, has been reduced to a minimum in the effort to maintain the same price to the consumer, and this also cannot go on very long. With these matters in view, retail dealers will see that in their own interests they must be prepared to establish a higher retail price.

The fact that the advance has been greatest on the lower grades of teas makes these grades relatively poor value and the retailer will be really giving the consumer better value for the money, and, at the same time, reaping a much better profit for himself by inducing his customers to buy higher priced goods. This will be true in even greater degree if the retail price of the lower grades is advanced from the present standard of 25 cents to 30 cents, as every cent additional paid in the first cost brings a tea intrinsically worth several cents more in actual drinking quality.

ANNOUNCEMENT NEXT WEEK.

The results of the grocers' Christmas competitions, both of the window dressing and advertising contests, will be announced in next week's issue, with reproductions of the various successful windows and of a couple of the advertisements. It was hoped that the matter could be included in this issue, but details of the contests could not be arranged in time to permit of engravings be made in sufficient time. Considerable interest was shown in both contests, entries being sent in from all parts of Canada, and next week's announcement will doubtless be looked forward to by a good many grocers and clerks.

AN ADVANCE IN SUGAR.

The feature of the week in the grocery markets has been a general advance of ten cents on all lines of sugars. The change seems to have been made in sympathy with the American markets, and the advance there is probably the result of speculation on the part of several New York refiners. With the high prices in raws, however, the small number of centrals operating in Cuba, and the rather unfavorable reports regarding the European beet situation, this advance was to be expected and sugar is now on a more satisfactory basis.

Prices now are almost exactly even with those quoted the corresponding week last year. Then, on January 12th, a drop to $4.20 was noted, and an advance on this followed shortly afterward.

As far as can be prophesied, the prices reached this week should be steady, for some months, at least.

AN UNEXPECTED BENEFIT.

Some of the larger grocers, who have the patronage particularly of the wealthy class, tell us that they have benefited instead of suffered from the recent brief period of financial stress. This seeming anomaly they explain by saying that this year the families of many of their customers who usually go to Europe or to the southern states for the winter, remained at home on account of the threatened crisis in financial matters and thus kept their grocery bills going. The result is as peculiar as it was unexpected, but it stands as another proof of the adage about the "ill wind that blows nobody good."

J. McFarlane, Calgary, Alta., has taken over the grocery trade of A. F. Mutton.

New Year Resolutions

Sensible Advice Given by a Toronto Preacher—"Don't Worry and Don't Stick too Close to Your Desk," the Lesson to Be Learned From the Experience of New Yorkers.

DON'T LIVE TOO FAST.

There is a lesson and a warning for business men in the fact that there were 186 deaths from heart disease in this city last week, says the New York Herald, an increase of thirty per cent. as compared with the corresponding week of last year, and that the figures for the entire twelvemonth will very nearly equal this ratio of increase.

While the average duration of human life has been lengthened three or four years during the present generation the number of deaths from heart disease in New York and other American cities has steadily increased. This is admittedly due to the stress and strain of modern life, but more than all to the "worry" it entails among business men.

As experts point out, the anxiety and strain caused by recent monetary troubles has undoubtedly been the cause of many recent deaths from heart disease, especially among men advanced in years. Heavy financial losses in some cases, in others worry over apprehended disasters that will never occur cause loss of appetite and sleeplessness and a general lowering of vitality which renders the subject an easy prey to any prevailing disease, or if the heart be weakened by a long period of improper living it gives way.

Physicians have long been preaching the doctrine that American business men live too fast. With the telegraph, the ocean cable, the telephone and other modern facilities the man of affairs can do in one hour work that formerly would have occupied six. It might be thought his working day would be correspondingly shortened. Nothing of the sort has occurred. The speed with which trade can be effected has simply accelerated his pace, and he not only works faster, but more hours than ever, with corresponding increase of business and responsibilities. To keep up this energy he eats too much, sometimes drinks too much—for a man who spends most of his working hours at his desk and takes no open air exercise. Physical deterioration is inevitable, and when a period of more than usual stress and anxiety arrives he is liable to succumb.

Even from a sordid money-grabbing point of view his manner of life is a mistake. The day's shooting, yachting, riding or golf and an occasional change of scene give new strength and vitality and a clearer brain. In perfect health and possession of all his faculties the man has an acuter insight for the direction of affairs and can accomplish more than if he spent the whole time in his office or counting room with his nose to the grindstone. The man who thus preserves his health pooh-poohs as mere spectres a host of things which otherwise would worry him into his grave, and he will be living, active and prosperous for a generation after the survivors among his unwise colleagues have passed into a wretched and enfeebled premature old age.

What American business men must learn is to slow down, take wholesome recreation and above all quit worrying, even over real troubles when they come, whereas most of them now worry over troubles that never come.

GO SOFTLY IN 1908.

Let them snicker at your New Year's resolution if they will, but make it, and publish it, and keep it.! said Rev. Byron Stauffer, of Toronto, last Sunday. Man goes forward by plodding and by leaping. It is a mistake to imagine that no one can get goodness in a single bound. There is the army mule's tug and the kangaroo's leap in a man's moral evolution. A man needs the mule's tenacity to keep the ground he has gained ; he needs the kangaroo jump once in a while when he decides to go forward. Make a leap onward and upward this New Year, and then doggedly hold the ground.

And what shall you resolve ? To work harder ? Well, maybe that is needed in your case. True, the man that really succeeds in making progress never did trust in the eight-hour day overmuch. But likely you're working hard enough. To save money ? Perhaps, it's for you, but my opinion is you're doing fairly well as it is. To save a little is the safe road to competency, but to try and save much is the sure road to misery.

But twenty-five hundred years ago a king wrote in the front of his diary these words : "I shall go softly all my years." It will do for you and me today and it may well be our New Year resolution for 1908. "I shall go softly." The same word is used once in the Old Testament where a man speaks of velvet. So the phrase means, "I shall walk in velvet shoes all my days." "I shall handle folks and problems with kid gloves during 1908."

I shall go softly, gratefully, not grumblingly ; humbly, not proudly ; thoughtfully, not rashly ; prudently, not recklessly ; gently, not roughly. Activity stands in danger of being boisterous. The touch of intensity is often harsh. The brisk word is sometimes brusque. In our physical strength we forget the power of kindness.

Make the resolution on account of the manners it will give you. If two countrymen, equally uncouth, were to be put into Toronto's finest drawing room, the quieter-voiced of the two would attract the least notice. The soft word will reform the world. Scolding won't do it. The shriek of the impassioned declaimer won't do it. But the kind word will be a lever that will lift a thousand times its own weight. The wind howled over the lakes the other week. With its roar it beached a few small craft and wrecked a steamer or two. But today ten thousand ships are awaiting the great arm of the silent moon in lifting the whole ocean in order to carry them from their ports ! Say it to-day: "During 1908 I shall go softly."

PASS THIS ALONG.

The following practical advice, printed on a card for enclosing in envelopes containing receipts for remittances, issued by the Penton Publishing Company, publishers of the Iron Trade Review, Cleveland, is worthy of being passed along by readers of this paper :

"If all business houses and business men in America will do their level best at this time to pay every bill, large or small, as fast as they can, it will help very materially in the prompt restoration of confidence.

"We are doing all we can to help our customers on the one hand, and on the other, the money you have sent us will be paid out by or before this reaches you.

"This money panic must quickly pass by, and then, with confidence restored, your customers and ours are going to begin to place orders, and the establishments which supply the best goods and seek the hardest for business, will get there first."

TEAM WORK.

No one thing is so essential to the prosperity of a business establishment as team work. By this is meant the performance by every member of the force, in every department, of his assigned duties promptly and cheerfully, and further than this the co-operation of one department with another.

There is no unimportant work in connection with the manufacture and sale of goods. Evety detail, no matter how apparently trivial, is essential.

These details are the result of experience and thought. They usually grow out of troubles which have arisen and must be guarded against in the future.

Orders are not issued for amusement or to provide somebody a job. They are intended to fulfill a definite purpose, and it is only by good team work in carrying them out, all along the line, that the house is kept running smoothly.

Good customers are often lost for a time—sometimes permanently—through a lot of insignificant little things, not important in themselves, but far reaching in their effect.

Business is made up of little things, and no one can say how comparatively important they are. Trifles make for perfection and nothing is perfect unless perfection is carried through all of its parts.

It is in carrying out the details, one man working with another, that team work counts.

*Grocery News from Coast to Coast

News of the Grocery Trade From All Sections of Canada—Business Somewhat Quieter After Holiday Rush, But Outlook is Exceedingly Encouraging.

CHATHAM.

Amid a circle of loyal and congratulating friends, around a table burdened with the choicest products of culinary skill, amid tasteful decorations, with a spirit of good cheer and happiness pervading all, Mr. and Mrs. V. J. Bosworth celebrated on the evening of Jan. 2 the fortieth anniversary of their wedding.

They were married in Newmarket, England, coming to this city 18 years ago. Until four years ago Mr. Bosworth was G.T.R. baggageman, and since then has conducted a prosperous grocery business on William street. Three of the five children were present, the remaining two sending congratulatory messages.

* * *

F. Charlan, tobacco expert of the Dominion Department of Agriculture, recently visited this section. He reports the tobacco crop much better than was anticipated at the outset of the season. Earlier planting and earlier harvesting are recommended.

* * *

Chris. Farrell has inaugurated his grocery business in his new brick block on St. Clair street.

* * *

E. Omstead, the Wheatley general merchant, has purchased the general merchandise stock of S. Anderson & Co., of Harrow. Mr. Anderson will return to Wheatley, from which place he removed some eighteen months ago to set up business in Harrow.

* * *

A. B. Lounsbury, who has for over twenty years conducted a successful butcher business at Wheatley, has purchased the butcher business of Mr. Torrance, at Leamington.

* * *

W. S. Downham, of Essex, has purchased the Harrow cheese factory and will operate it as a creamery next season. Mr. Cunningham will remain as manager.

* * *

An interesting point of law in connection with exempted industries has just been decided by Judge Bell, senior county court judge. Last June the county council, in passing their assessment equalization by-law, added $400,000 to the Wallaceburg assessment. Wallaceburg appealed against this decision. Though the judge has sustained the appeal, he has added $88,700 to the former Wallaceburg assessment. Wallaceburg, some time ago, passed a by-law exempting the Wallaceburg Sugar Co.'s premises and plant from all assessment over and above $20,000. The judge places the value of the building and taxable machinery at $108,700, and this, less the $20,000 already included, has been added to the Wallaceburg assessment. In a word, the judge holds that in towns not separate from the county local by-laws exempting industries from municipal taxation do not bind the county, and that such industries are liable for the county rate on their full assessable value.

* * *

Lamon Bros., bakers, are now issuing handsome aluminum bread tickets in place of the pasteboard tickets formerly in use. Aluminum is healthier, and means a saving in the long run.

* * *

W. Linder, of Toronto, representing Maconochie's, visited Chatham, Wallaceburg and adjacent points early this week. His friends in the trade—and they are legion—were immensely pleased to see his smiling face, and feel his warm handshake Mr. Linder reports business to be pretty good this trip, and has seen practically no trace of the depression so much talked about last fall. Incidentally, few things are more remarkable than the way the Maconochie products have come to the front in Chatham. A few years ago they were unknown outside a few stores. To-day there is not a store of any standing that does not handle them, and there is a steadily growing public demand. Evidently, Maconochie's turn out the "proper stuff."

* * *

The municipal elections on Monday decided that Ald. Wm. Potter is not to sit in the mayor's chair. The popular groceryman went up against a hard combination of circumstances, and had the bad luck to finish last in a three-cornered contest. Ald. Potter had many qualifications for the post. He was the hardest worker probably that the city council ever knew. Incorruptibly honest, and ready to stand up for his opinions on all occasions, he had given five years of faithful service to the city. Probably no man had ever so deservedly earned the post. This fact was admitted even by men who voted against him. His successful opponent, ex-Ald. Thos. Scullard, had many strong elements in his favor, and the contest just concluded is scarcely a genuine test of the regard of the Chatham public for "Bill" Potter.

* * *

But if they did not land the mayor's chair, grocerymen find consolation in the outcome of the aldermanic contest. J. N. Massey, chairman of the railway committee in last year's council, and one of the city's most progressive grocers, headed the poll, rolling up the phenomenal vote of 1,069. Ex-Ald. John N. Edmondson, the popular St. Clair street butcher, who went down last year, redeemed himself this year by winning second place, being only 50 votes behind Ald. Massey. Harry A. Andrew scored well for a new man, securing sixth place with 900 votes. Ald. Andrew's only previous experience in municipal affairs consisted of a year on the school board under the old ward system, and the big vote he secured in this year's contest from all parts of the city is very pleasing.

WHAT ONE MAN THINKS OF IT.

Here's what one man out West thinks of The Grocer.

"The MacLean Publishing Co., Winnipeg:

"Gentlemen,—We have been subscribers to your weekly newspaper, The Canadian Grocer, for about six months, and are very much pleased with it, in fact, we should have been taking it years before. It is worth five times the money."

J. McINTYRE & SON,
Revelstoke, B.C.

BARRIE.

The two by-laws which were voted on last Monday, the local option by-law and the Aerial Ladder & Auto Truck Co. loan by-law caused quite a lot of excitement in town, especially the local option one, which has been a fight all along between the hotelmen and merchants and the general temperance people. It was, however, defeated by a majority of 66. The other by-law was carried by a majority of 82, and Barrie will now have the only factory in Ontario where electric and hydraulic automatic fire engines will be manufactured. A few more of this kind will make us, now a city, into one of the best in the province.

* * *

Never before inside of one week did the price of poultry in general rise as it did from the holiday week till last Saturday. The Christmas turkey, that sold for 10c and 11c, jumped to 15c.

* * *

Robert Beath, who opened a grocery store on the corner of Mulcaster and Dunlop streets, last spring, has sold out to J. Colwell, of this town, and late turnkey of the Barrie gaol.

* * *

A. Jamieson, who has represented the R. Patterson & Son Co., of Brantford, for the last three years, has joined the staff of the Ogilvie Flour Milling Co., of Montreal. He will still cover his old territory and is now busy learning the

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

difference between confectionery and biscuits, and our genial Artie will have our best wishes for prosperity and success.

* * *

Among some of our merchants who will serve their term on our council this year are James Fair, 2nd deputy reeve; Wm. D. Bothwell, alderman for ward 3; John Little, alderman for ward 6; John Coffey, 1st deputy reeve. J. H. Bennet beat Richard Powell by a majority of 336.

* * *

The chickens, that sold for 8c and 9c, went to 12½c and even reached the 13c mark; geese from 8c to 10c, went to 12½c lb.; ducks in about the same proportion. Butter remains firm at 25c to 26c. The new laid eggs are beginning to make their appearance and are selling at 30c a dozen, while the others are selling at 20c a dozen.

* * *

Nearly every merchant in town reports a real good holiday trade, up to the average of other years, but most of them say that it has dropped off more suddenly than is usual, but they say that that is a good sign for an early good spring trade. We are not as badly off in the way of laid-off men as other places and it is very rarely that a good laborer is seen idle in town today.

GUELPH.

I have been asked to give a reason for the scarcity of money and for hard times in Guelph. The fact of the matter is that we positively have not got any hard times in Guelph. The grocers all report the Christmas trade as good and better in some cases than ever and are well satisfied. The first week in the new year has started off fine and some grocers report taking in more money than for a good many ordinary weeks previously. The public seems to feel that the backbone of the long winter is broken as soon as Christmas is over and have begun already to spend more freely, as is evidenced in the size of the orders being delivered in the city. The banks may not have so much spare capital, but there is a good reason for that. For instance, look at all those new factories, extensions to old ones, new machinery and also the large number of new houses, (the greatest in the history of Guelph), built this year. We cannot build new houses, shops, etc., and still keep our money in the bank. Keep it circulating and the banks will look out for themselves. The banks are all right, but the money was needed. We have it and have made good use of it and also have something to show for it. Besides, look at the large number of men we have kept busy the last two years on new buildings.

* * *

J. A. McCrea & Son did something unique in the way of business for a retail firm by buying a carload of oranges for the Christmas trade. That is the way we do it in Guelph.

* * *

W. H. Fielding has just completed putting in a beautiful oak platform and back in his store window. The back is all beveled mirrors and makes a handsome fixture, and was also made in Guelph by the Clemens Co.

Alderman Robt. Simpson, of the R. and J. H. Simpson Co., wholesale grocers, has been returned by acclamation. Alderman J. A. McCrea has decided to retire from his aldermanic duties, but we did expect to see him out for mayor.

* * *

Charlie Smye, of Balfour, Smye & Co., and Wm. Tobias, of Todhunter, Mitchell & Co., were the first two knights of the grip to make their appearance this year. Both got off to a good start on January 2.

* * *

We see and hear a good many comments on the large number of failures as seen in The Grocer lately, of grocers in the newer districts. Is it the fault of the grocers or the wholesaler? Some cracking good men go under in these failures each year, who, if given a chance would make good and it is very often the best of them are down and out as it is not frail concerns that are closed up always as the wholesalers know they can get more out of them by jollying them along, than closing them up, and the better man has property to help him to whack up and he has to do it, while the weak concern gets the extended time.

* * *

The 125,000 dollar by-law for the extensions to our waterworks plant was carried to-day by a majority of 737 and the Niagara power by-law was also carried by 870 of a majority on Monday, which shows the people's confidence in the good management of our commissioners.

* * *

There is a good movement started by a local grocer in insisting that all the fowl he buys have their heads off before marketing. His customers here all dropped in line and if others would take the matter up it would only be a short time till all the fowl brought on our local market would have the heads off. One leading shipper has also dropped in line and wants his with the heads off also. They certainly sell much easier and look far nicer and more salable. the family purse.

STRATFORD.

Just at present the merchants are experiencing the usual dull period, which prevails generally all over the land after the exit of the merry Christmastide. But when the dull period is expected, it does not become so black. It is when the dull seasons come with rude unexpectedness that the grumbling is heard.

But in this dull period (it does not last very long) how many grocers are there who grasp the opportunity to devote their attention to some particular part of the business, which, in the past, has been neglected and allowed to degenerate. The present season is a good time to make yourself generally useful in that department of your business. Figure out how best you can bring that particular unpaying and neglected part of the business up to the standard it should be at. Then go to work zealously and proceed to make it pay.

Then, again, immediately after the Christmas and New Year's trade is over is oftentimes a good time to take stock. Stock taking is a necessity to the essential success of any business and should be taken when the proprietor or business manager can best spare the time, and also when there is no great rush of business going on. There are a few grocers in this city who take stock several times a year. They are the successful merchants.

* * *

How important it is that the clerks in stores, groceries included, should know the value of being patient and of "keeping their heads" when waiting upon customers. Just the other day a customer entered one of the city stores and got flustered over a remark made by the clerk, whose patience was sorely tried by the same customer. The customer left the store in a rage and has not returned since. The man or clerk who allows himself to get angry too often says things he does not mean. The best thing to do is to hold that rebellious temper in check. It is costly in business. Not only do such incidents make unnecessary enemies, but they cost good, hard cash. The even dispositioned clerk is the one who draws the salary—the one who pleases the customer. Practice curbing that quick temper.

* * *

Since Christmas the market has not been very large. Last Saturday there were very few fowl on sale, and the market, on the whole, was rather "skimpy."

CALGARY.

The splendid weather which has prevailed throughout Alberta for the past month made business in all lines excellent. The season has been so mild and springlike that the ranchers have come in for their shopping for Christmas for a radius of a hundred miles. Merchants in all lines agree that in spite of the money stringency which is so much spoken of, cash receipts for the month of December exceeded all previous years.

* * *

As an indication of the business being carried on by the grocery trade in this small but growing city, one firm, Georgeson & Company, to-day received three carloads of coffee. The spice factory now being erected by this firm is nearing completion, the machinery is being installed, and everything will be ready to open up in three weeks. The company will grind their own coffees, spices and manufacture extracts, jellies, baking powders and all grocers' sundries.

* * *

Apples are plentiful. The trade is well supplied with Ontarios in barrels and Washingtons in boxes.

* * *

Japanese oranges are not at all satisfactory this season, the condition in which they have been received has been anything but good, and the importer

is complaining as much as the housewife is grumbling.

* * *

There is a great scarcity of butter and eggs here, the prices are high and the quality not at all good.

SASKATOON.

Once more the holiday rush is over and for the next two months business is expected to be comparatively quiet. Grocers interviewed by your correspondent state that the holiday trade has been better this year than ever. There was a good demand for fruit and poultry, and bon bons and confectionery found a ready sale. A good deal of local advertising was done just previous to the holidays by the merchants, which helped to bring customers to their stores. Stores are also decorated and made to look as attractive as possible, and in some cases extra clerks were engaged. Calendars are given away freely, the one issued by Currie Bros. being of specially good design. It is made up of four long panels which are tied together with ribbon, with three months on each panel, and one which will be appreciated by all who received it.

* * *

A branch of the Retail Merchants' Association of Western Canada has been organized here with P. H. Currie as president. Very little active work has as yet been done but one of the objects of the association will be to form a black list as a protection against people who get goods on credit and who fail to pay for them. It will also help in cutting out the credit system and this should be the aim of each member. To have a successful and beneficial association it will be necessary to have the co-operation of all the business men of the town.

* * *

A good deal is being said these days about doing business on a cash basis. That the cash system is the most businesslike way of transacting a business is very evident. It is also the safest in the long run. Whether a man maintains a cash system depends a good deal on how he meets his customers. No one can take blood out of a stone and no one can get money out of people who haven't got it, but people can be trained to always keep enough money on hand to puchase the necessaries of life. If it is to be cash let him nail up his colors and stick to them. This has been done by Freeman & Co., of this town. Miss Freeman, who conducts the business has had a good experience of the trade and anything she does not know about a general store is not worth knowing. Years ago credit was given but it was decided that all accounts should be closed. This was done and although many customers kicked, the business has been carried on along cash lines ever since. It was found that the people who objected to paying cash down were the people who were most likely to cause bad debts, and the other fellow was always welcome to their trade. That the cash system is coming more into vogue is quite evident. It would pay most merchants to do a strictly cash trade, turn down those who ought to be on the black list, save a book-keeper's salary and run no risk from bad debts.

* * *

The plans of the new milling and elevator company for Saskatoon are maturing. The company is composed of local men and a mill will be erected here. Elevators are planned for several other points but the headquarters of the company will be here and operations will commence as soon as the weather will permit in the spring. It is the intention of the proprietors in the meantime to erect an elevator at Deliske, another at Zealandia, and one in the vicinity of Lanigan. It is also possible that one will be erected at French on the new line of the Grand Trunk Pacific at some future time. Through the foresight of the promoters in thus establishing these elevators at various places in the vicinity they will greatly enlarge their field of operations and increase the volume of business in the city here. This season there was not enough room in the elevators to accommodate half the wheat brought in by the farmers so that there is ample room for an industry of this kind. If there was sufficient elevator capacity in the country districts in which to store the grain, the scarcity of cars would not be felt so much. It is gratifying to know that a few influential local men are the promoters of the enterprise and it is to be hoped that before next fall they will be ready for business. They evidently have the interest of the community at heart and deserve a fair share of the public patronage.

KINGSTON.

A great many think there will be a big slump in prices shortly. Many wholesalers are filled up with canned goods and many other lines and they are moving off slowly. Rolled oats went up by jumps but rolled back again. The 5-lb. packages Banner, Beaver, Quaker, etc., went up to $4.90, but you could get them right along for $4 or less. Certain lines of raisins, such as Malagas in 1-lb. packages, are sugared and look like last year's fruit, and many grocers would not handle them, but preferred going a little higher and getting California raisins, which turned out very satisfactory. Some currants sent in as cleaned, turned out very dirty.

* * *

Many wholesalers are cutting out a lot of accounts of the slow pay kind, like the wise gardener trimming his trees to have less fruit but of better and larger quality. It would pay many retailers to do a little trimming. There is too much reckless credit nowadays.

* * *

Sam Wilson, who made such a success of a cash store in Gananoque, has sold out to Smith Bros., and joined the Washburn Fruit Co., of Brockville. Bright prospects are ahead for this new firm, Mr. Washburn has had twenty-two years' experience and traveled a long time for Hart & Tuckwell. Sam Wilson has been in the grocery business since he was a very young lad and when in Kingston was popular and well liked by everyone, He is bound to succeed on the road.

* * *

J. Y. Parkhill has bought the imposing Oddfellows' block and intends moving into the corner part of it. It has great cellar room. He intends putting in a large refrigerator to meet the wants of his increasing trade.

* * *

Jas. Redden & Co. have placed a bacon cutter on their counter, and they are well pleased with it.

* * *

A by-law to make better roads in Kingston is to be voted on by the electors in January. We have very bad roads and the grocers' wagons know it.

* * *

One of the nicest calendars we get every year is from D. Stratton & Co., the fish dealers. It is generally a lady's head with a "salmon" colored hat on. Capital joke, but a lot of truth in it, nevertheless.

* * *

Chas. Saunders, Princess street, has notified the people through the press that on and after January 1st he gives no more credit. There are quite a few holding back who would like to come forward and do the same thing. If the grocers would do it there would be no trouble. The shoe dealers were unanimous in adopting the cash system and they are delighted.

* * *

The calendar fiends are around already booking orders for 1909.

* * *

The chocolate and candy trade for Christmas is not much good any more for there are too many at it, fancy goods men, druggists and others. Some have a big stock left over and many things are unsaleable and expensive. Better stick to staples. We all have a weakness for buying and the drummers know how to make one feel he needs the lines he offers. Grocers should be firm. A grocer told me on the market he thought he had about $3,000 stock, and found after taking stock he had over $5,000. He said: "I only need $3,000, and if I had the other $2,000 in the bank I could sleep better and get discounts."

* * *

Good butter is scarce. Most of the product has a stable flavor or turnipy taste. I am told that even turnips won't flavor if fed at the proper time.

* * *

W. P. Wood, Livingstone avenue, has sold out to Marshall Reid, who formerly ran a grocery store, but for many years was gate-keeper at the penitentiary. He is well acquainted in the district and should get his share of the trade in good things to eat.

* * *

A stone quarry has been opened up to give employment to those who cannot

get work. Many emigrants from old London wish they were back again. Many are receiving poor relief. They all claim to have been in good positions and were induced to come out by the Canadian agents, who told them they could pick up gold on the streets in Canada.

* * *

Two men were learning to speak French. One said, on parting, "Au reservoir." The other said, "Tanks." So good-bye for this time.

ST. CATHARINES.

Since the holiday trade has passed, at which time there were brisk sales, St. Catharines has assumed a peaceful aspect. The changeable weather, with bad and indifferent roads, has had something to do with the lull. Yet, on the whole, this town is no worse than other places.

* * *

John Parks has purchased the wholesale and retail grocery business from M. McGuire, on St. Paul street, west, and is conducting the trade on the same lines as his predecessor. Though M. McGuire & Company have disposed of their grocery business, they still continue the jobbing trade.

* * *

John McClive, late of His Majesty's customs, has branched out as a customs broker and real estate agent.

* * *

Among those who fell at the recent municipal elections, and which was not expected, was Ald. Charles A. Gibson, one of our prominent young grocers, who had been an efficient legislator during the year now closed.

* * *

William A. Sherwood was another grocer who fell in the municipal battle. This was the first time that Mr. Sherwood sought office, and, of course, his first defeat.

* * *

Ex-Ald. James T. Petrie, one of the leading grocers, concluded to offer himself as a candidate for municipal honors and was a successful winner, and heading the poll in St. George ward.

* * *

The mayoralty contest was most keenly fought, the contestants being Ald. John S. Campbell, barrister, and ex-Mayor W. B. Burgoyne, one of the Standard newspaper proprietors. Ald. Campbell was the winner, Mr. Burgoyne taking his defeat in good part.

TORONTO.

Now that the holiday rush is over, grocers have more time to "sit up and take notice." And among the many things they have made special note of is the fact that the purse strings of the consumers' pockets were not limited by the bogey of "hard times." Talk of financial stringency seems to be in high favor in certain circles, but finds little credit among Toronto's grocers. In concurrence with the reports of grocer correspondents all over the country the general opinion obtaining among grocers here bespeaks a highly satisfactory holiday season. Everyone can compare this year favorably with last year, while not a few claim increases. All lines of fancy fruits and eatables moved freely. Collections were good, which is another evidence of the inconsistency of the "hard times" argument.

* * *

A few weeks ago considerable comment was to be heard about the numbers of unemployed in the city and some harrowing pictures of their sufferings were drawn. It is gratifying to note that recently this cry has become weak. People are getting more sane and looking to the bright side of things. The grocers of Canada may justly feel proud of themselves for their optimism and hopefulness. Being in such close touch with the general public they, no doubt, have had a far-reaching influence in passing around encouraging words.

* * *

Out along College street there are a number of as fine grocery stores as could be desired. Bright, attractive windows, with goods well displayed, evidently are recognized in their proper light as business eye-openers. Especially so was this during the holiday season, when the results of artistic windows are so much in evidence.

One window that won much admiration and praise was that of J. Hickman, 374 College street. The proprietor of this up-to-date grocery has been for years in business in Toronto. But years have not affected his ardor and, unlike some grocers who have served many years of faithful service behind the counter, he is fully alive to the times and the demands of a fastidious public. The interior fittings are attractive. Everything is spick and span and creates a good impression on entering. In addition to handling groceries, this successful grocer manufactures an enviable line of marmalade and jelly, which has captured first prizes at the National Exhibition on several occasions and which, by the way, aided considerably in the success of his Christmas window.

GALT.

Trade has brightened up considerably since the opening of the new year, and the prospects are that the end of the present year will see an advance over the previous year. The factories are receiving numbers of orders and the number of unemployed men is steadily decreasing.

* * *

For the first time in a number of years a Galt grocer takes his seat at the council board. At the municipal elections on Monday, Mr. Pat Radigan, the popular Main Street grocer, was returned at the head of the poll for Ward One, the largest and most influential ward in the town. Mr. Radigan did not seek the position, and that his election is popular was evidenced by the hearty cheering with which he was greeted when he expressed his thanks in the town hall, after the meeting. For a number of years he was a member of the Separate School Board, and successful in his own business. He should be a valuable acquisition to the town council.

* * *

Geo. B. Elliott, another grocer, made a try for the Council, and while making a good run, was a few votes short of the required number.

PRINCE ALBERT.

"The Store of Plenty" as G. C. McDonald's new store is termed is now established in new quarters. Mr. McDonald conducts a departmental business and on a cash basis. The grocery department occupies the north side and extends back forty feet, and is well equipped in every way. The fittings were supplied by the Walker Bin Store Fixture Co., of Berlin, and are most convenient. Bins of all sizes are to be seen, from the small ones for spices to the two-barrel bins for flour and sugar. They are fitted with glass fronts which show the contents of each and are balanced so that they can easily be swung over when anything in them is required. There are two tiers of these bins and above them are the shelves for canned goods, etc. There are also a number of show cases and everything is dust and mouse proof. Mr. McDonald declares that he handles the best quality and selling for cash, can give a lower price. One feature of the store which will please the farmers is that when they bring in their butter and eggs they get cash down, and the chances are that they will leave most of it in the various departments before leaving the store.

* * *

Chapman's new cafe in the Baker block was thrown open for public inspection on Monday and found to be modern in every way. The rooms are furnished with mission furniture and a heavy cork carpet covers the floor. Near the entrance is a handsome soda fountain with mirrors and tile and marble fittings. In the summer ice cream and sodas will be served and in the winter hot drinks. A special Christmas dinner was served, the menu being of somewhat lengthy dimensions.

* * *

Generally speaking, the volume of business done in Prince Albert this year exceeded that of last, although the Christmas trade did not come up to its usual briskness. It is the general opinion that people did not spend money so freely during the holidays as they have been in the habit of doing in previous years, although quite a trade was done in toys, bonbons and goods of a suitable nature for gifts. Things are usually quiet for the first two months of the year but merchants feel that with the moving of the wheat and the loosening of the money market business should soon pick up again.

* * *

Within two days there were three outbreaks of fire in Battleford last week. The largest fire occurred in J. R. Chisholm's lumber office. The building, valued at $6,000 was destroyed, as well as the stock of doors, mouldings and lumber. J. Haywood had his store completely destroyed, including the contents, and several others suffered loss to some extent. The outbreaks are supposed to have been of incendiary origin and the council is making enquiries into the matter.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Sugar—Advanced.
Flour—Higher.

Montreal, Thursday, Jan. 9th.

Business put through last week was fair but trade has been somewhat quiet in most cases. At present writing, however, trade is picking up. Prices are firmly held on all staple lines. The market is considered to be in a very healthy condition. Sugar advanced 10 points within the week. The market is very firm but some jobbers are expecting a higher tendency.

The market for butter, cheese and eggs is strong at advanced price. The demand for these lines is fairly brisk.

TEA—At the present writing the demand for tea is quiet. Prices remain stiff.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 35
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon green—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Trade is very quiet in all lines of coffees. Mild coffees are getting more scarce and prices are advancing.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

SUGAR—The sugar market is very strong, both raw and refined. Friday the 3rd sugar advanced 10 points. At present there is a good demand.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Stationary prices prevail. There is a satisfactory demand for syrups and molasses according to the season.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 35½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Business continues quiet at normal prices.

Pure maple syrup, bulk, per lb	0 07	0 08½
Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09

DRIED FRUITS—Prices remain stationary with a very fair demand especially for prunes and valencia raisins. The activity, however, is not confined altogether to these two lines.

Currants—		
Filiatras, uncleaned, barrels		0 06½
Fine Filiatras, per lb., in cases	0 06½	0 06¾
" " cleaned	0 06¾	0 07
" " in 1-lb cartons		0 07½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 08	0 08½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 05½
Selected, per lb		0 06½
Layers, "	0 06½	0 07
Dates—		
Hallowees, per lb		0 05
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
California Evaporated Fruits—		
Apricots, per lb		0 22
Peaches, "		0 18
Pears, "		0 18
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		0 12½
Choice seeded, 1-lb. pkgs	0 12	0 12
Loose muscatels 3 crown	0 10	0 10½
" " 4 crown	0 11	0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 10
" " " 50-60's	0 09½
" " " 60-70s	0 09
" " " 0-80s	0 08½
" " " 90-100s	0 08

SPICES—The market is very quiet. Business limited. Prices unchanged.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

RICE AND TAPIOCA—The rice market remains unchanged. There is an official report to the effect that the Bengal crop will be some 3,000,000 tons short of last year. The demand is quiet. Tapioca is a little firmer in the primary markets. Locally, prices remain unchanged with demand quiet.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06½ 0 07½

EVAPORATED APPLES—No change in prices. Market is very quiet.

Evaporated apples	0 09½ 0 10

BEANS—There is very little doing in this line. Staple goods during the holiday season are always more or less neglected at this time.

Choice prime beans	1 90

RAW FURS—Prices remain unchanged. The market has a decided tendency to decline. Under present conditions it is hard to tell what the future will bring forth.

Mink	4 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—The demand for canned fruits is fair; moderate on vegetables. Sardines and salmon are picking up and are in good demand. Other lines are featureless.

TORONTO—The majority of wholesale houses report business better than it has been for several weeks. This demand extends to practically all lines. The Canadian canners have distributed among their customers this week a letter giving a review of the situation. Statistics taken from a couple of American journals regarding the aggregate pack in 1907 was 205,000 cases less than in 1906, a decrease of 21.5 per cent. In 2's corn the pack was 100,000 cases less, a decrease of 21.5 per cent. and the pack of peas is 50,000 cases less or 14.0 per cent. These figures, it says, correspond closely with their own estimates, and it seems probable that before the end of the season there will be more or less of a shortage in all these lines.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 20	1 17½
" preserved, 3's	1 42½	1 40
" standard, gal	3 27½	3 25
" preserved, gal	3 97½	3 95
Blueberries—		
2's, standard	1 17½	1 15
2's, preserved	1 67½	1 65
Gals., standard	5 17½	5 15
Grapes—		
2's Preserved	1 52½	1 50
Gals Standard	3 77½	3 75
Cherries—		
2's, red, pitted	2 27½	2 [illegible]
2's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack		7 65
Gals., red, standard		5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard		5 90
Gals. " solid pack		8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard		6 75
Gals, solid pack		8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	2 17½	2 15
2's, yellow	2 37½	2 35
2½'s, yellow	3 27½	3 25
3's, yellow	3 62½	3 60
3's, yellow (whole)	3 02½	3 00

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1823	1811	843
1866	1832	1867
1816	829	846
824		851

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REGINA, CANADA

2's, white	2 32½	2 35
2½'s, white	3 22½	3 20
3's, white	3 57½	3 55
3's, pie peeled	2 02½	2 00
3's, not peeled	1 77½	1 75
Gal., pie, peeled	7 52½	7 52
Gal., pie, not peeled	5 52½	5 50
Pears—		
2's, Flemish Beauty	1 92½	1 90
2½'s, Flemish Beauty	2 27½	2 25
3's, Flemish Beauty	2 42½	2 40
2's, Bartlett	2 12½	2 10
2½'s, Bartlett	2 47½	2 45
3's, Bartlett	2 62½	2 60
3's, pie	1 47½	1 45
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 77½	3 75
2's, light syrup's		1 45
3's, " "		1 95
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 09
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 37½	1 35
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 47½	1 45
2½'s, heavy syrup	1 72½	1 55
3's, heavy syrup	1 97½	1 50
Gal., standard	3 57½	3 79
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 57½	1 55
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50

VEGETABLE

Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red		1 10
2's, whole, " "		1 00
3's, sliced, " "		1 35
3's, whole, " "		1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's	0 97½	0 95
Gal., on cob		4 90
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Turnips—		
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Succotash—		
2's	1 27½	1 25
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 07½	1 05
3's, all kinds	1 27½	1 25
Gals., all kinds	3 77½	3 75

Baked Beans—	Per doz.
1's baked beans, plain, 4 doz	$0 50
1's " in tomato sauce, 4 doz	0 50
1's " in Chili sauce, 4 doz	0 50
2's " plain	0 80
2's " in tomatoe sauce	0 80
3's " in Chili sauce	0 80
3's " plain	1 00
3's " in tomato sauce	1 00
3's " in Chili sauce	1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe, Clark's, etc.

Catsup—			
2's tomato catsup, tins,	Red Cross		0 75
2's	"	Delhi	0 85
Gal.	"	Aylmer	5 00
Gals.	"	" (screw tops)	5 50
Gal.	"	"Tiger"	4 50
Gal.	"	kegs (10 gals.), per gal	0 45
Gal.	"	jugs	8 00
½-pts	"	Delhi "New Process"	1 00
"	"	Aylmer, "Canada First"	1 00
"	"	Simcoe, "Lynn Valley"	1 00
"	"	Lalor, "Monarch"	1 00
"	"	Delhi, "Epicure"	1 20
Pts.	"	Delhi, "Epicure"	1 50
Pts.	"	Red Seal	1 50
Qts.	"	Delhi, "Epicure"	3 00
"	"	Red Seal	3 00
"	"	Delhi "New Process"	3 00
"	"	Aylmer, "Canada First"	2 00
"	"	Simcoe "Lynn Valley"	2 00
"	"	Lalor, "Monarch"	2 00
"	"	Tiger	5 17

ONTARIO MARKETS.

POINTERS—
Sugar—Advanced 10 cents.
Beans—Firmer.
Cranberries—Declined.
Collections—Fair.

Toronto, Jan. 9, 1908.

As predicted in recent issues, business at the first of the new year has opened well. Wholesalers generally are quite enthusiastic this week over the orders coming in and regarding the outlook. A good many firms sent their travelers out immediately after New Year's Day and the business they brought in was in a good many cases surprising. The retailers seem to have bought on a hand-to-mouth policy during November and December and after the large holiday business which was done everywhere their stocks seem to be pretty low.

The financial side of the business also seems pretty satisfactory. Collections are good, so most of the houses report, and renewals have scarcely been requested at all during the last week.

The retailers seem to be recovering quite rapidly from the feeling of any impending financial difficulty and there seems to be every indication that there will be no bugbear to interfere with business during the year just opened.

The feature of the week has been the 10 cent advance in sugar, which is general, and appears to be a movement of sympathy with the American markets. Beans and evaporated apples are higher. Butter and eggs are firmer and cranberries, which have been exceedingly high since the season opened, have dropped from 50 cents to $1 per barrel.

TEAS—The local market continues quiet at the prevailing high prices.

Late advices from London, reviewing the situation, say :

"The average price of tea in 1907 was the highest since 1899. At first sight this would seem to imply good results for all producers, but this is not necessarily the case, because one of the chief features of the past year was the high price ruling for common grades. Undoubtedly gardens with this class of tea should be prospering, but as the price of medium kinds was unduly depressed, estates producing such teas will not do proportionately so well.

"Taking the industry as a whole, there seems every probability that the depression, which has ruled for many years, has at length passed away, for production has shown little increase during the past twelve months, while consumption, both at home and abroad, has materially increased, and very little additional land is being placed under tea cultivation."

Gow, Wilson & Stanton, in their last return, give some interesting figures in regard to production in the world's markets. They say :

"The output in India for the current season is likely to be rather below last year, while there has been an increase from Ceylon, the total from the two countries being about 417,909,335 lbs., while the year's consumption was about 422,637,000 lbs.

"Indian—The quality, although fully up to average, has not been as good as in 1906, when the crop from Assam was particularly good. Darjeeling flavor was not equal to that of last year. Dooars was hardly up to 1906, while Cachar and Sylhet have probably been rather better. Travancore should have done fairly well. The average price of Indian tea during 1907 was 8.32d., against 7.48d. in 1906, and 7.80d. in 1905; from 1st July to 31st December 1907, 8.34d. against 7.95d. in 1906 and 7.80d. in 1905.

"Ceylon—The quality has not shown material change, being of a satisfactory nature. Some of the higher grown estates have as usual given nice, flavory teas, while those in the low country appear to have derived benefit from the higher cultivation of recent years. Average price for 1907 8.00d. against 7.19d. in 1906 and 6.99d. in 1905, and from 1st July to end of December 7.91d., against 7.34d. in 1906 and 7.20d. in 1905.

"Natal—Another feature of the past year was the quantity of Natal tea sold in London. This is doubtless to some extent owing to the higher prices obtainable for this class of tea.

"Green Tea—Both India and Ceylon continue to manufacture this, but not upon the scale of some four or five years ago. The total exported from India during the year was about 1,500,000 lbs., and from Ceylon 5,250,000 lbs.

"Java—The output continues to increase and appears likely to show further advances during the next few years. Tea exported in 1906 was 27,760,000 lbs. The tendency of the quality has been towards improvement, owing to the number of gardens planted with Indian seed. These teas are now largely used in home consumption. Average price during 1907 7.37d., 1906, 6.00d. and 1905 5.70d.

COFFEE—Business locally is quiet at steady prices. In regard to the general situation Willett & Gray, in their weekly review, say :

"The speculative markets have ruled steady, but in consequence of the holidays the business done of late was unimportant. In the actual market, however, quite considerable transactions have been put through by some of the larger houses in the trade, who not only wish to be provided for the improvement in business, but appear to attach

due importance to the better sentiment that prevails regarding the general position of coffee. The merchandise is carried with greater ease financially than any other commercial commodity, and the relation of production to consumption is such that a heavy reduction of stocks must occur from month to month. As an evidence of the commencing smaller crop movement the stocks at Santos and Rio have decreased during December about 500,000 bags, and the markets there as a result are firmer, with a good demand. In fact, there is a large inquiry for nearly all grades of good quality, selections bringing increased premiums.

"This foreshadows a closer competition from consuming markets, for it is well known that the range of selections in port stocks in this country and in Europe is very limited, outside the Government coffees, and these are firmly held out of the market, with no idea of selling them unless at much higher values than now and until the trade shall seek the coffee at those prices. The Government project is strongly adhered to and is now much more apparent of ultimate success, since it was based upon decreased production now so certain, when two crops together (the current and next Rio and Santos crops) will probably be no more than the one large season of 1906-07, and consumption larger from year to year. In the meantime the mild coffee countries report smaller crops, and especially this season.

"The coffee trade starts the new year with good prospects on the natural influence of supply and demand."

SUGAR—An advance of 10c on all grades was made at the end of the week. This seems to be in sympathy with the American markets, and the advance there seems to be the result of speculation on the part of New York refiners. The long-looked-for official estimate of the Cuban crop was issued last week by Messrs. Guma-Mejer. They estimate that there is sufficient cane to make a crop of 1,165,000 tons. This estimate is somewhat in excess of that of some of the principal planters. In any case, the quantity named may be regarded as the maximum production attainable under the most favorable conditions.

Following are present quotations at Toronto :

Paris lumps, in 50-lb. boxes	5 35
" in 100-lb. "	5 45
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 45
Berlin granulated	4 40
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Business is quiet at old prices.

Syrups—	
Dark	
Medium	0 35 0 36
Bright	0 38
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " 1 " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

DRIED FRUITS—Stocks locally are reported light though a small business is being done at steady prices. Late mail advices from Sarnia report Valencia raisins firmer. Other reports state that stocks have been reduced to between 40,000 and 25,000 quintals.

	Per lb		Per lb
Prunes, Santa Clara—			
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 11		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 13 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana			0 10 0 11
" Fancy			0 11 0 12½
" Extra fancy			0 14 0 15
Valencias, new			0 06½ 0 07
Seeded, 1-lb packets, fancy			0 12
" 16 oz. packets, choice			0 11½
" 12 oz. " "			0 09
Dates—			
Hallowees	0 05 0 05½	Fards choicest	0 08 0 09
Sairs	0 04	" choice	0 08½

NUTS—Some lines of walnuts which were late in arriving for the holiday trade are being disposed of at easier prices. Otherwise the market is firm.

	Per lb.
Almonds, Tarragona, per lb	0 [illegible]
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—Business is slightly more active with good outlook for the present season, but there is nothing new in the situation.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 23 0 25
Allspice	0 16
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

RICE AND TAPIOCA—Only a quiet staple business is being done. Prices are unchanged.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 06
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07½ 0 07½
Carolina rice	0 10
Tapioca, medium pearl	0 07

BEANS—Beans are firmer again under active business. Prices are fully 20c above last week's quotations.

Beans, hand picked, per bush	1 60 1 75
" prime No. 1, "	1 50 1 60
" Lima, per lb	0 07

EVAPORATED APPLES — The tone is a little firmer this week, with a little better demand. Prices have advanced half a cent.

Evaporated apples	0 08½ 0 09

HIDES AND WOOL—The situation is pretty much on a par with that of last week and quotations are unchanged.

Hides, inspected, cows and steers, No. 1	0 05
" " " " No. 2	0 04
Country hides, flat, per lb., cured	0 04 0 04½
Calf skins	0 07 0 08
Kips	0 06
Lamb skins	0 70 0 80
Horse hides, No. 1	2 25
Rendered tallow, per lb	0 05 0 06
Horse hair, per lb	0 27
Wool, unwashed	0 10
" washed	0 20
" rejections	0 15

SOME NEW MARKET REPORTS.

Cotton, dropping; particularly in shirt collars in warm weather.

Groceries, with a downward tendency; all good groceries have this tendency, particularly sugar and preserves.

Mackerel, without change; but they have a good many greenbacks among them.

Oats, dull; the horses are of quite a different opinion. So are all young gentlemen who "feed their oats."

Flour, quiet; except when mixed with yeast; then it rises and is anything but quiet.

Shingles, steady; when they are well nailed down; otherwise the wind is apt to blow them off.

Pork, heavy; it should never be eaten for supper as it is apt to produce nightmare.

Corn, active; all corns are particularly active as the season advances.

Whisky, unchanged; except when made into whisky punch.

Wool, quiet; except when people get into each other's wool.

STOCK-TAKING DINNER.

On Friday evening last, the staff of W. G. Patrick & Co., manufacturers' agents, Toronto, were very hospitably entertained at the residence of the firm's head, it being the occasion of their annual stock-taking dinner. A pleasant feature of the gathering was the presentation of a water-color to Mr. Patrick, made on behalf of the staff by F. J. Blackburn, an evidence of the esteem in which the recipient is held by his employes.

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Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.
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CHEESE

We can interest you in this line. Note the markets and see how prices are advancing. We would not advise buying on speculation, but you cannot do better than buy now for what you may require. Our stock includes White and Colored Canadians, both in large and twin sizes. Canadian and English Stiltons, in prime condition. Limburger, both imported and domestic.

Our travellers start out this week. We shall be pleased to have you book sample orders with them.

F. W. Fearman Co.
Limited
Hamilton, Ont.

At Breakfast Time

many a man is liable to be irritable. If his ham or bacon hasn't got just the tenderness and flavor it ought to have, he tells his wife not to get any more of "this stuff" but to try "another grocer." A case of the sins of the packer being visited on the grocer. However, it shows you can't be too particular about the brand you handle. It's a wise grocer who handles

CORONA BRAND

HAM AND BACON

It is the brand which never fails to please.

We have no retail stores.

The Montreal Packing Co.
LIMITED
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Provisions of Purity

are necessary in these days of pure food agitations. You make no mistake when you go to your customers with the "purity" argument. The best argument of the quality which can be attained by provisions is to sell your customer

Ryan Brand Provisions

They are convincing proof of the deliciousness of purity. The government food inspector has declared Ryan Brand to be perfectly pure.

Write Now for Prices!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Both cheese and butter have been gradually growing firmer during the last two weeks and this week has seen a further appreciation. In regard to cheese this seems to be the result primarily of the fact that the Canadian market is known to be none too well supplied. It is readily admitted that stocks are low and with this and the estimates of the lower than usual make in England the situation, just now, in the middle of the winter, with receipts exceedingly light, is rather precarious.

Receipts of cheese last week amounted to 127 boxes, as against 256 boxes in the corresponding week a year ago. Total receipts for season May 1st, 1907, to 4th January, 1908, were 2,052,978 boxes, against 2,347,720 for the same period a year previous.

The receipts of butter for the week ending Jan. 4, 1908, were 976 packages, in comparison with 1,857 a year ago. Total receipts for season, May 1st to Jan. 4, 1908, were 405,906, as against 600,521 during the same period last year.

Creamery is quoted about 2c above last week's prices. Dairy is somewhat more plentiful and has advanced a cent.

THE PROVISION SITUATION

The dullness in the Canadian hog markets still continues, though the situation is slightly better than at last report. Notwithstanding the fact that prices offered have been gradually climbing up the farmers still seem to be indifferent as to selling their hogs and deliveries have been exceedingly light.

Prices offered in Ontario are much in advance of those in the United States where deliveries even at the lower levels are quite free. "Why," said a large local packer to The Grocer yesterday, "if this condition of affairs keeps on here the American packers will be dumping hogs in here on us before we know what we are doing." The situation is very peculiar but will probably be relieved shortly.

The British market is still depressed and is about on the same basis as during the last two or three weeks. The Danes still keep shipping about the usual supplies, last week's killings being about 35,000.

Prices offered for hogs locally are as follows: F.O.B. country points, $5.50 to $5.60; fed and watered, $5.75, and off cars at factory, $5.90 to $6.

The American situation is summed up by the New York Journal of Commerce as follows.

"The past week has witnessed increased activity in future hog products on increased receipts of hogs. Packers have been free sellers of products, without apparently raiding the market to break hogs further, the present basis of prices seeming to be acceptable to both farmers and packers. Stocks of lard decreased sharply during the month, but there was only a small falling off in pork and a sharp gain in meats of all kinds. Home consumption has been reduced by the late panic, while the cash trade are carrying no stock beyond immediate wants. There has been some improvement in the demand for domestic cuts of meats since the new year, as stocks had been nearly exhausted previously and there is a better jobbing demand and packers are holding prices more steadily than for the last few weeks, but they have not recovered from the recent decline. Exporters have taken a little city lard and some beef, but otherwise have done very little."

MONTREAL.

PROVISIONS—There is a fair demand for pure lard, with very little excitement in compound. Pork, hams and bacon in bbls. are somewhat neglected. Prices remain unchanged.

Lard, pure, tierces	0 11½	0 12½
" 56-lb. tubs	0 12½	0 12½
" 20-lb. pails, wood	0 12½	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12½	0 13
" " 3-lb. "	0 12½	0 13
Lard, compound, tierces, per lb.	0 09½	0 10½
" " tubs	0 09½	0 11½
" " 20-lb. pails, wood	0 10	0 10½
" " 20-lb. pails, tin	0 09½	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 11½
" " " 5-lb. "	0 09½	0 11½
" " " 3-lb. "	0 10	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 50	22 00
Canadian short cut clear	21 00	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—Fresh roll butter is scarce. Market is very firm. Stocks of creamery butter are being reduced very fast. The make of winter creamery is limited and this caused the advance in price of from 1 to 2 cents over figures ruling one week ago.

Creamery, fall make, boxes	0 29	0 30
Creamery, winter make, boxes	0 28	0 29
Dairy, tubs	0 23	0 25
Fresh large rolls	0 24	0 24½

CHEESE—The cheese market is steadily growing firmer. Stocks are light. Tuesday's price over cable is 63s. 6d. to 64s.

Cheese, old	0 15½	0 16½
" new, large	....	0 13½
" " twins	....	0 14

EGGS—The market for eggs is decidedly firmer. Stocks of storage eggs are fast being reduced as there are scarcely any new laid eggs on the market. A few weeks ago when prices were low in the United States there were rumors to the effect that several cars were to be imported but the market there has again advanced considerably and this together with the quality of American stock, will prohibit any importation.

New laid	0 35	0 40
No. 1 candled	....	0 22
Selected cold storage	0 26	0 27
Pickled	0 21	0 22

HONEY—The honey market is featureless. Prices remain unchanged.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—There is a good demand for poultry, particularly fresh killed, unfrozen poultry.

Turkey, per lb	0 13	0 14
Chickens and fowls, lb	0 07	0 09½
Geese	0 08½	0 09½
Ducks	0 10	0 11

TORONTO.

PROVISIONS—The market continues dull. Demand is slow on the whole. Prices rule about the same. Lard is steady. No brisk business is being reported. This is natural on account of the season. Some activity is noticeable in beef products.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 14½	0 15
Medium hams, per lb	0 13½	0 14½
Large hams per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb	....	0 16½
" pea meal	....	0 17
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	....	0 11½
" tubs "	....	0 12
" pails "	0 12	0 12½
" compounds, per lb	....	0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—A firmer feeling is in evidence. Creamery is scarce and is selling higher at an advance of 1 and 2 cents. Dairy is plentiful and remains unchanged.

	Per lb.	
Creamery prints	0 29	0 32
Creamery solids	0 28	0 29
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—A much firmer market is reported this week. Storage eggs are becoming scarce. New laid eggs are not arriving in sufficient quantities to offset the reduction in storage. There is some talk of American eggs being brought over but it is hardly probable that such an undertaking would prove profitable. Selects have advanced a point.

Eggs, candled	0 22	0 22
" selects	0 26	0 27
" limed	....	0 22

CHEESE—Firmer prices may be looked for. Supplies are short. The demand is somewhat better.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13½

HONEY—No improvement has hap-

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36-39 BOUSECOURS MARKET, MONTREAL

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street, E., Toronto

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

pened. The market is dead. Prices are unchanged.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—There is a market shortage of all kinds of fresh fowl. Very few live fowl are arriving. Turkeys are especially scarce. Prices have advanced several points all round for good quality big prices can be easily obtained.

Live Weight.

Spring chickens, per lb	....	0 10
Old fowl	....	0 07
Ducks	....	0 08
Geese	....	0 08
Turkeys	0 10	0 12

Dressed weight.

Spring chickens, per lb	0 10	0 12
Old fowl	0 07	0 08
Ducks	0 10	0 11
Geese	0 10	0 11
Turkeys	0 13	0 18
Squabs, per doz	...	2 50

LONDON CORRESPONDENCE.

The chief event of the week in the grocery trade is the advance of ten cents in sugars. Coffees are also a little higher and the prices of teas are fully maintained. In other staples there is very little change.

* * *

Wholesalers who have figured up business of the past year express themselves as most gratified with the showing, increases being general. One firm offered a gold watch to the traveler bringing in the most orders during the year and the result of the competition that ensued is seen in a most substantial increase all round. Travelers are all out on the road again after the holidays, and every one of them is optimistic as to the outlook. Collections are fairly good.

* * *

The two big grocery manufacturing concerns appear to be flourishing as never before. Gorman, Eckert & Co., in their new and larger premises, find increased business equal to their enlarged facilities and should they outgrow them they will be equal to all emergencies. The London Spice and Grocery Company is another concern that has had a good year, their sales having been some ten per cent. in excess of last year. They, too, regard the outlook as bright; in fact, throughout the trade here the feeling is one of optimism.

* * *

The assignment is announced of R. J. O'Neil, grocer, West London. The evident cause is that there were too many in the business in the former suburb. There are still four grocery stores over there and enough to meet all needs.

* * *

The chief business to come before the Retail Grocers' Association at the regular meeting on Wednesday night is the proposal to admit travelers to membership and the annual banquet. Regarding the former there seems, as far as can be learned, no objection to taking in the men with the grips. As for the banquet it is proposed to make it a big affair, and a strong committee of arrangements will be appointed. The function will likely take place before the snow leaves.

* * *

There does not appear to be the amount of fresh sea fish in the stores that has been seen in other winters. Ordinarily at this season of the year, fresh cod, sea herring, etc., are easily obtained; this year people have to be satisfied with haddies and canned goods. The latter, for some reason or other, appear to have lost favor and sell very slowly, so that the haddie has the call. The mild weather is given as the reason for the scarcity of fresh sea fish.

* * *

The London branch of the Ontario Vegetable Growers' Association held its annual meeting on Saturday afternoon. It was decided to hold a series of educational meetings throughout the winter, at which speeches will be delivered by government officials and others.

WILL THEY PAY IN SUGAR?

Peculiar Situation Among Beet Growers in Ontario.

The growers of sugar beets in Ontario county are facing a queer situation. A rather fair acreage was sown last year and the beets shipped to the Berlin factory in good order. No returns were got from the company as yet, and the latest reports are that the farmers will have to take their pay out in sugar. Tae company claims that sales are dull and that the banks will not advance on the sugar.

This means much to many tenant farmers, who have been expecting to pay their rents and fall expenses with these returns. Other farmers have gone extensively into the growing of beets, and they feel the inconvenience great. One person, near Pickering, has about $700 coming to him, and if this has to be paid in sugar, it would mean a great inconvenience and loss.

Many questions are being asked by farmers as to the legality of the thing. Will the farmers have to accept the sugar or nothing ?

BUSINESS IS BUSINESS.

Chicago News :—"You butchers certainly have a snap," remarked the grocer.

"How do you figure that out ?" queried the man behind the meat block.

"Why," answered the grocer, "you weigh the bones with the meat and charge meat prices for them."

"Well," rejoined the butcher, "I don't see where I get the bulge on you. When you sell cheese don't you weigh the holes and get cheese prices for them?"

C. L. Nicholson, general merchant, of Riceville, Ont., has assigned.

The grocery store of S. M. Fleet, Ingersoll, was damaged by fire last week.

CLARK'S
Canned Meats

With the New Year begun there stretches before you season and opportunity for the building up of a large new patronage.

To win and hold such trade you must stock the leading and best lines of foodstuffs.

Clark's Canned Meats

will form the basis on which you may begin. Secure a full stock. You will never regret it.

DROP ME A LINE FOR PRICES

WM. CLARK - MONTREAL

Manufacturer

A LITTLE Better Than Other Brands

THE CHEAPEST BACON

on the market.

Consistent with Price.

If you stock

O'MARA'S BACON

You are assuring Prosperity in

THE NEW YEAR.

JOSEPH O'MARA

PALMERSTON, - ONTARIO

REINDEER condensed COFFEE

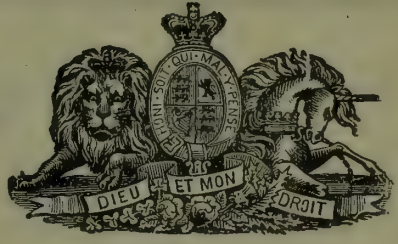
Hot Water Only — Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors To H. M. King Edward VII



There is only **one**

BOVRIL

Look to your stocks. This is the best season for trade. Do not miss it.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

DEATH OF TORONTO WHOLESALER.

Wm. Scott, of Scott Bros., Grocers, Passed Away Last Week.

On Thursday, January 2nd, death claimed another victim in the person of William Scott, of Scott Bros., wholesale grocers, Toronto. A few days previous he had been at his usual work when he was attacked with pneumonia and passed away suddenly. His death removes a prominent figure in business life.

For forty years Mr. Scott has been in close touch with the grocery and provision trade of Toronto. He was first associated with Thos. Davidson in the produce business and also in the manufacture of soap on Front St. east under the name of Davidson & Scott, and after the death of the former he continued in partnership with Wm. Davidson. Eventually he established the wholesale grocery firm of Scott Bros. and continued as head of the firm until his death. Mr. Scott leaves a widow and three sons.

A BARGAIN IN TEAS.

Before moving, the firm of Laporte, Martin & Co., Limited, in order to reduce cartage and storage expenses, have decided to let the retail trade have the benefit of a notable reduction in the price of its teas and other merchandise, which will be advertised in succession in this paper.

Fussell's

GREEN BUTTERFLY BRAND

Fresh Cow's Milk

IN STERILIZED TINS

Recently Analysed, gave - - - **3·71** % Cream.
A DUTCH Milk shewed - - 2·3 % ,,
A GERMAN Milk produced - 2·6 % ,,
The Recognised MINIMUM is - 3 % ,,

Insist, therefore, on Fussell's Norwegian Milk.

Pint Tins and "Traveller's" size (one-man rations).

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents { John W. Bickle & Greening, - Hamilton, Ont. / Carman Escott & Co., - - Winnipeg, Man. / J. S. Creed. - - - - Halifax, N.S.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

Blended Flour gives the best results. This is a fact which has been scientifically proved. It is also a fact that the best blended flour on the market is

BUDA

"The Flour of Quality"

Although the quality of Buda Flour is the very acme of Perfection, it is not prohibitive in price. The price, like the quality, is "Right." Why not join the ever-growing army of successful grocers who handle Buda Flour? Write to-day for our lowest prices.

J. B. HARTY

PICTOU, N. S.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CEREAL MARKETS FIRMER

Flour Markets Very Strong With Some Advances—Cereals Recovering After Holiday Dullness—Inspections Continue Large.

The markets generally are recovering more or less rapidly from the dullness experienced during the holiday season. Grain of all kinds has advanced slightly and the flour markets have recovered very rapidly and at time of writing are exceedingly strong. Prices have advanced at Montreal and eastern points but Ontario as yet continues on the old basis, though it may follow suit at any time.

Wheat inspections at Winnipeg on Monday were as follows: No. 1 northern, 6 cars; No. 2 northern, 11 cars; No. 3 northern, 46 cars; No. 4, 34 cars; No. 5, 39 cars; No. 6, 29 cars; winter wheat, 19 cars; other grades, 86 cars. The receipts were 270 cars, as against 256 last year. Other receipts were: Oats, 52 cars; barley, 7 cars, and flax, 16 cars.

The visible supply of wheat in Canada in passage between Toronto and Winnipeg and to the United States increased 1,820,000 bushels, compared with an increase of 1,041,000 in the corresponding week of 1907. Corn increased 994,000 bushels, compared with an increase of 1,204,000 a year ago. Oats increased 904,000 bushels. The supply of wheat at elevators in the two countries now is estimated at 48,481,000 bushels more than in 1907.

World's shipments during the week were approximately 7,963,000 bushels, compared with 8,680,000 bushels last week and 9,312,000 a year ago. With the exception of Russia, all of the various countries reported decreases. There were again no shipments from India.

Wheat on passage to Europe decreased 144,000 bushels, while corn increased 566,000 bushels.

The expansion in the milling industry in Western Canada during 1907 was remarkable ,and if it continues to develop at a similar rate during the next few years, the West will receive a double return on a large portion of its wheat crop. No less than 13,600 barrels have been added to the daily capacity of mills west of the great lakes, an increase of about 40 per cent. The daily out-turn of flour now amounts to 46,222 barrels, compared with 32,677 barrels a year ago.

MONTREAL.

FLOUR—The flour market is very strong in tone. The Ogilvey Co., Montreal, made an advance of 15 cents per bbl. on Monday, Jan. 6th. Good local demand.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 25
Glenora	5 65
Manitoba spring wheat patents	6 25
" strong bakers	5 55
Five Roses	6 10

ROLLED OATS—Rolled oats continue fairly active. The market is steady. Prices remain unchanged.

Fine oatmeal, bags	3 20
Standard oatmeal, bags	3 20
Granulated " "	3 20
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	2 90 2 95
" 80-lb. bags	2 75 2 80
" bbls	6 10 6 20

FEED—Feed is quiet and steady with a fair demand. Manitoba shorts lower.

Ontario bran	22 00 23 0
Ontario shorts	24 00 25 00
Manitoba shorts	23 00 24 00
" bran	22 00
Mouillie, milled	26 00 31 00
" straight grained	27 00 33 00
Feed flour	1 50 1 70

TORONTO.

FLOUR—The market is very strong, and has improved considerably in tone since last week. As a result of local conditions, however, prices have not yet advanced, though advances have been made locally in wheat, and in flour at other Canadian points.

Manitoba Wheat.

90 per cent. patents	5 40 5 60
85 " "	5 15 5 20
Strong bakers	5 10 5 15

Winter Wheat.

Straight roller	4 90 5 10
Patents	5 20 5 40
Blended	5 25 5 30

CEREALS—Business continues dull at old prices with supplies quite large enough for the demand. The situation is due to improve, however, in a short time.

Rolled wheat in barrels, 100 lbs	3 00 3 15
Rolled oats, in wood, per bbl	6 65
" in bags, per bag 90 lbs	3 00 3 20
Oatmeal, standard and granulated, per bbl	6 65
" " " " in bags, 98 lbs.	3 40

SEIZED HAMILTON TEA.

United States Government Brings Action to Confiscate Large Shipment.

Recent news advice from Buffalo note that the United States Government has brought action in the United States District Court there to have declared forfeited thirty-one and a half cases of Ceylon tea seized at that port on May 14th last by Collector of Customs, Murray. The tea was brought into the country from Hamilton, Ont., by the firm of Balfour & McLaren.

It is claimed by the Government that the tea was first landed at New York in 1906, and because it was inferior in purity and fitness for consumption was rejected by the United States Board of General Appraisers and exported out of the United States to Canada. The Government alleges that this was an attempt to reimport the tea into this country after it had been condemned.

ON TOP

There is no doubt of the fact that

Mooney's Perfection Cream Sodas

are at the top of the trade. More grocers stock them than stock the other kind, for the simple reason that there is more money in so doing.

Mooney's Perfection Cream Sodas make the customer wish for more, because they are so crisp and delicious. Every cracker in the package is the same—perfect.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S
POWDERED INSTANT
GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J.& G. COX Ltd
Gorgie Mills
EDINBURGH

DEATH OF DR. F. J. SMALE.

Assistant General Manager of Davies Co. Succumbs to Operation.

The news of the death of Dr. F. J. Smale, assistant general manager of the William Davies Co., Toronto, on Friday, Jan. 3, was received with regret, not only by his associates and friends in the provision trade but also by a large circle of Toronto citizens.

Dr. Smale had been in poor health for some time and was forced a couple of months ago to leave business for, as was expected then, a short period. Six weeks ago he underwent an operation in Toronto but this not proving successful, he was taken about two weeks ago to a specialists' hospital at Rochester, Minnesota, and as a result of a second operation there he died on Friday, Jan. 3rd.

Dr. Smale was well and most favorably known among members of the packing trade. After an excellent education with scholarships which afforded him opportunities for technical work in Germany, he was employed for some years as lecturer in chemistry on the staff of the University of Toronto. Seven years ago he entered business life, beginning as chemist in the employ of the Wm. Davies Co. Here his talents and striking personality at once made a success and he was later promoted to the position of assistant general manager.

Outside of business Dr. Smale's admirable qualities gained him the regard of all who knew him. He was a man of sterling principle and this with a brilliant mind made up a most striking personality. He leaves a widow and four small children.

The funeral was held on Monday afternoon from the family residence, 76 Glen Road.

A BOOKLET ABOUT CREAM.

The Canadian Grocer has received from Fussell & Co., the manufacturers of the "Butterfly" brand of cream and canned milks, an interesting little booklet entitled "All About Cream and 70 Useful Recipes."

This is a neat little brochure, printed in red and black, with an attractive pale blue and gold cover. The earlier pages are devoted to a chat about cream, wherein it is claimed that the "Golden Butterfly" brand of cream is not in any way a substitute, but the genuine article, put up fresh and mechanically treated in sterilized tins. Not only can it be used for every purpose to which fresh dairy cream is put, but it is stated that it constitutes an excellent infants' and invalids' food. There is a couple of pages of testimonials from the press and other sources, followed by seventy recipes, demonstrating how Fussell's Pure Thick Cream can be used with sweets, soups, fish, savouries, etc. The latter part of the booklet deals with Fussell's "Green," "White," "Silver" and "Red Butterfly" brands of natural, cream, evaporated and condensed milks. Copies of this booklet for distribution may be had on application to the firm's headquarters, 4 Monument St., London, England and by mention of this journal.

GATHERING OF TRAVELERS.

Three New Men Added to Melagama's Toronto Staff.

The offices of Minto Bros., proprietors of Melagama Tea, Toronto, were pretty well filled on Saturday by a gathering of the firm's travelers after a couple of weeks' holidays.

Three new men have been added to the traveling staff recently, Robertson Morton, and Messrs. Percy and Dailey of Buffalo, and these were there with the old men.

F. J. White, the company's manager, who has just returned with Mrs. White from a two weeks' trip to Atlantic City and other points across the border, spoke to the "boys," telling something of the growth of the firm during the last two years and instilling some new enthusiasm for the work of the new year.

R. Y. Fish, general merchant, of Linwood, Ont., has made an assignment.

The National Matza and Biscuit Co. has been recently incorporated with a capital of $40,000. The object of the company is to manufacture all kinds of foodstuffs and supplies used in Jewish festivals. The head office will be in Toronto.

FOR SALE

FOR SALE—About ten tons pure maple sugar. Woodman & McKee, Coaticook, Que.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

Flour, Grain, Feed, Seeds, etc.
Send your quotations
The leading Quebec Flour and Grain House.
C. A. PARADIS, - Quebec

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., *QUEBEC.*

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street *MONTREAL*

CALEDONIA MILLS
POT AND PEARL BARLEY AND FEED
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

There Is Only One Relish

that really meets the requirements of the high class trade, and that is

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

The next best sauce is far behind Lea & Perrins'. So far behind, indeed, that Lea & Perrins' is in a class by itself. Might as well try to run a butcher shop without beef as a grocery without Lea & Perrins'.

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1837

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

A REMINDER FOR 1908

The trade of Canada has been so encouraged by the consumers' demand during the past thirty years for

Mott's

"Diamond" and "Elite" brands of

Chocolate

that they are the easiest sellers of all domestic or imported chocolates. All jobbers sell them.

John P. Mott & Co.,

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McLaren, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

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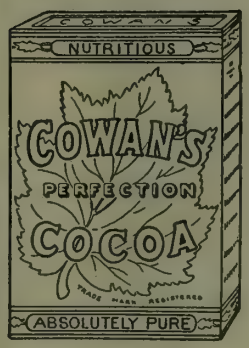


"There is only one Best Cocoa on the market, and that one is Cowan's."

Such is the verdict of hundreds of satisfied users of Cocoa. And that is why so many dealers find it very profitable to push the sale of

Cowan's Cocoa and Chocolate

"The Purest and Best"

The Cowan Co., Ltd.

"Balmoral"
Regd.

Scotch Marmalade

Pure as the Crystal Spring

Will make New Friends for You

New Season's now ready for delivery.

J. W. WINDSOR
MONTREAL

THREE GOOD THINGS FOR SHIPPERS
of Groceries, Canned Goods, Liquors, etc.

Warminton's Clutch Nails
for strengthening and repairing boxes.

Warminton's Pail Hooks
for Candy Pails, Lard Pails, etc.

Warminton's Strapping
for binding cases.

Save you more in a month than will pay for a year's supply.

J. N. WARMINTON
Patented Shipping Specialties
207 St. James St., Montreal, Canada

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

ESTABLISHED 1841

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

THREE THINGS ARE ESSENTIAL TO THE MAKING OF A GOOD BROOM

FINE GREEN CORN, PERFECTLY DRY HANDLES, AND EXPERT WORKMEN. WE HAVE THEM ALL AND THE RESULT IS

"PANSY" BROOM

THE MAKING OF "PANSY" BROOMS.

REMOVING THE SEEDS FROM THE BROOM CORN.

You may have the finest of green corn, but if you put it on a green wood handle the handle will shrink and allow the head of the broom to become loose.

Our handles, although supposedly dry when received from the mill, are kept for months and then put through a specially constructed dry kiln to ensure their being absolutely bone-dry. That is the reason the handle of a "Pansy" broom never becomes loose.

If you do not already stock them, order a sample Six Dozen. You will repeat it.

H. W. Nelson & Co., Limited

Office and Warehouse: 92 Adelaide St. W.

Toronto, Ont.

Factory: 15, 17, 19, 21 Jarvis St.

NAVEL ORANGES

are now well colored and in fine shape. We offer for this week:

1 car Extra Fancy Golden Flower Brand
1 " " " Rose "
1 " " " Sunflower "

Buyers of oranges know these are the best out of California.

We have also lots of Lemons, both Messina and Californian. Florida, Bahama and Jamaica Grape Fruit; Figs, Nuts, Dates, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

DON'T

run away with the idea that "Redland's" means everything in oranges. True, it's California's best district, still there are some poor oranges here and many indifferent packers. But get good packers and Redland's Extra Fancy fruit—then you get something superb.

A beautiful example of what Redlands can produce is contained in every box of our

"Golden Flower"

BUY IT. TRY IT.

Grown and Packed by

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Cranberries Weaker and Quotably Lower—No Noticeable Changes in Vegetables—Fish Business Brisker.

A lull is to be observed in the fruit market. This is natural after the heavy holiday buying. Business will likely be slow for some time. Oranges are steady and firm. Mexicans have advanced some points. Murcia oranges, a sour, Spanish variety, somewhat like Valencias, are on the market. The first shipment of Arizona navels has arrived. Lemons are fairly steady. A decline in the price of cranberries is to be noted. This is not unexpected, as the ruling prices have been too high for the retailer to handle them profitably.

Vegetables are rather slow. Potatoes have a firmer tone. No advances have resulted. A steady demand exists for all lines of domestic vegetables. Imported lines are arriving freely, and meeting with a fair demand. California celery is selling well.

Business is brisker in all lines of fish, and shows a marked improvement. Ciscoes and whitefish are scarce. Shipments of herring, halibut and cod arrive regularly.

MONTREAL.

FISH—The demand for fish during the last two weeks has been quiet, owing to the holiday season showing preference to turkeys, chickens and geese. However, trade is now rapidly picking up and shaping round again. Quotations show many changes over those ruling one week ago.

Fresh and Frozen Fish.

Haddock, express, per lb	0 06½	0 08
Halibut, express, per lb	0 08½	0 09
Mackerel, " "		0 09
Dore, "	0 07	0 08
Pike, lb		0 05
Cod fish, l		0 04
Steak cod, lb		0 05
Whitefish, lb	0 06½	0 10
B.C. salmon, lb	0 08	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 8½
New tomcods, bbl		2 2
Sea herring, bbl	1 5	1 85
Smoked and Salted—		
Haddies, boxes, per lb		0 08½
Kippered Herring, 50 in box		1 10
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06	0 09
Bonsless fish, 20-lb. boxes, bricks		0 05
Boneless fish, 25-lb., boxes, per lb.		0 05½
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal		1 70
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Boiled lobsters, lb		0 18
Live lobsters, lb		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 00
No. 1 Nova Scotia, per bbl		5 25
" " per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs		6 50
Green cod, per bbl		6 00
Medium " " "		7 50
Large " " "		8 00
Labrador Salmon, ½-bbls		8 50
No. 1 salt eels, lb		0 07½

TORONTO.

GREEN FRUITS—Business is quieter which is only natural after the hum of holiday trade. Oranges are firmer, though no noticeable advances have resulted. What is claimed to be the first solid car of Arizona navels arrived during the week. Murcia oranges, a sour Spanish variety, are being quoted. Lemons remain steady at old prices. Grape fruit is in fair demand. No material change is reported in bananas. Almerias are moving fairly freely. Cranberries, which have been unusually high, have taken a drop and are being quoted much lower.

Oranges, Florida's, new	2 25	2 50
Oranges, Mexicans, new		1 75
" navals, new	2 50	3 00
" Valencias	2 50	5 00
" Murcias		1 75
" Arizonas		3 50
Lemons, California, 240, 300, 360, 420	3 00	3 00
" Messinas, new crop	2 25	2 75
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	3 75	4 00
" No. 2 "	2 75	3 00
" lower grades	2 00	3 00
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Quinces, per basket	0 50	0 60
Cranberries, per bbl	7 00	10 00
Almeria grapes, per keg	5 50	6 00
Tangerines	3 00	4 00

VEGETABLES—The market is featureless. The demand is fair for all lines and is quite satisfactory for this time of the year. Potatoes are firmer, though no advances are noted. Turnips, cabbage and parsnips are selling well. Some fine early carrots, beets and onions are on the market.

New Brunswick Delawares, per bag		0 90
New potatoes, Canadian, per bbl	0 85	0 90
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz		0 75
Beets, per bag	0 90	0 95
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 75	0 80
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 50
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 00
Cucumbers, imported, per doz		2 50

FISH—Business has improved and is becoming brisker. A cold wave of weather would stiffen still the demand. Prices are about the same. There is a slight scarcity of ciscoes and whitefish. Oysters are being handled very satisfactorily.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per bbl		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 05
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08

The Lake of the Woods Milling Company is issuing an excellent calendar, rich looking and unique in design. It is a work of art. Grocers showing they are legitimately in the trade by mentioning The Canadian Grocer, may receive one.

APPLE SHIPPERS BLAMED.

Liverpool Buyers Complain Seriously of This Year's Grading.

For some little time past there has been a strong feeling of disappointment among Liverpool fruit buyers in regard to the grading of Canadian apples, says a recent number of the Liverpool Journal of Commerce. It is understood that some representation has been made to the Canadian Agricultural Department. In the course of an interview on the subject with a representative of the Liverpool Journal of Commerce, Mr. William A. Crouch, of Messrs. Smith & Crouch, said :

"So far as the quality of the Canadian apple crops is concerned, the reports which were sent to us have turned out correct. But unfortunately the packing has been worse than can be remembered for many years. This is unfortunate in the extreme, because for some years past we had been able to rely upon Canadian apples as regards quality, packing and grading. This year however, grading is seriously at fault, whilst the barrels are incorrectly branded, which causes endless inconvenience and annoyance, insomuch as practically every barrel has to be opened and examined before a dealer dare send it from his store.

"Such a rigid examination as we now have to enforce was unnecessary in previous years, as well known brands could always be relied upon to turn out up to the original sample. On the grading system that was adopted Canadian apples were branded No. 1 and No. 2, the former being the first quality and the latter the second quality. This year in many instances the barrels branded No. 1 turn out No. 2 and very inferior even at that. How this can occur with the supervision that is supposed to exist in Canada it is difficult to understand. The general result, however, is that the various fruit trade associations will enter vigorous protests to the Canadian authorities, who are supposed to supervise the packing of apples previous to shipment, whilst packers branding barrels unfairly will be mulcted in heavy fines. There can be no doubt that the results this year show a serious laxity somewhere, and its continuance will mean serious financial trouble for growers, packers and shippers."

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

THIS WEEK

has been a banner one in our ***Fish Department.*** More fish sold by us this week than ever before in same time.

Everything Fresh and Good

Smelts, Sea Herrings, Lake Herrings, Halibut, Sea Salmon, Lake Trout, Whitefish, Lobsters, Oysters in shell, etc.

CALIFORNIA CELERY

Headquarters for this vegetable. Fresh cars regularly.
Phone 6565

WHITE & CO., Limited
Hamilton and Toronto

"LITTLE"

Suppose, even (as some competitors state) "St. Nicholas" are only a ***"Little"*** the Best. Don't you need that ***"Little"***—Don't that "Little" mean more satisfaction and money for you—Don't it mean it will pay you a ***"Little"*** better to handle "St. Nicholas."

W. B. STRINGER & CO., Sole Agents, TORONTO

Oranges—Navels, Floridas and Mexicans.
Lemons—Californias and Messinas.
Almeria Grapes—Fancy quality at specially low prices.
Grape Fruit—Fancy Bahamas, all sizes.
Bananas—Fancy, Ripe, Yellow Fruit.
Oysters—Best Long Island and Baltimore Standards.
Haddie—Syda and Cousins and other best brands.

Let your orders come to us and get the good goods and at the right prices.

HUGH WALKER & SON
Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"BRONCO"
Brand
NAVEL ORANGES

8 to 10 pounds more fruit per box than most brands, showing conclusively the solidity of pack and genuine goodness in each box.

Every Box sold with our guarantee.

If you want the Best, buy "Broncos."

White & Co.
Limited
Sole Distributors
Toronto

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

MEMBERS MAKE MERRY.

Montreal Board of Trade Celebrate Passing of the Year.

Members of the Montreal Board of Trade made merry on 'Change, December 31, for the time being forgetting that they were sedate business men with extensive interests commanding their care and attention. From the oldest member to the newest, from the president down, everybody forgot about, and cared less for the price of corn, the sugar market, the metal situation, to become a boy again.

They gave the old year a vigorous push as they annually do. There was singing, piano playing, a snowshoe race, and a tug-of-war, to say nothing of the "fluctuating" grain which was flying in all directions, some of the time virtually "raining."

The tug-of-war was between the bald-headed men and those with hair on their head. When this was announced a great many donned their headgear, while those with a luxuriant growth ostentatiously took their hats off. The bald-headed team won. "Jack" Reid, the tea man, was on the winning team, and is now trying to explain to his friends how he comes to possess a fine head of black hair. Perhaps the fact that he has good pulling strength will explain matters, when considered with the fact that bald-headed men were very scarce when the call for volunteers was made.

THE KINNEAR HOCKEY TEAM.

Officers Elected at Annual Meeting Last Week.

The hockey enthusiasts of the T. Kinnear Co. have been busy recently, and at the annual meeting on Monday evening, December 30th, the year's outlook was outlined.

Among other business the following officers were elected:

Hon. President, Thomas Kinnear; Hon. Vice-President, James McLean; President, W. B. Campbell; Vice-President, A. E. Cutler; Secretary-Treasurer, G. H. Rennie; Captain, Tom H. Kinnear; Patrons, F. Anderson, A. G. Fleming, W. J. Ramsay, J. Weater, B. Keyes, A. H. Lawson, G. J. Gould, E. G. Bingham, Geo. T. Morris, J. B. McRae, E. J. Peters, J. G. Hardill.

The Kinnear team will be a strong one this year, and it hopes to wrest the championship of the Toronto Wholesale Grocery League from the Grocery Brokers, last year's champions.

GAVE DINNER TO STAFF.

Toronto and Winnipeg Members of Holbrooks, Limited, Enjoy Dinner and Theatre Party.

The blending of all the good things that go to make up Holbrooks' Sauce must have an inspiring effect upon its representatives, if the dinner given by its Canadian manager, H. Gilbert Nobbs, to the company's Manitoba agents, Brock & Kirkland, is a criterion. The dinner was held in the French room of the St. Charles, Toronto, on Thursday evening last, and a jolly time was spent. Afterward, Mr. Nobbs, who is characteristically an enthusiast, gave a stimulating address to the staff, encouraging them to more active work in the New Year.

Afterward the party adjourned to the Royal Alexandra Theatre and occupied a couple of boxes for the performance of "The School for Scandal."

Those present included H. Gilbert Nobbs, Canadian manager; W. H. Seyler, of The Canadian Grocer; H. Musham, superintendent of demonstrators; Mr. McLean, representative for Western Ontario; A. Smith, city representative; Mr. Lewis, Eastern Ontario; Mr. Porter and Misses Langton and Davis, demonstrators.

NEW SOAP WORKS FOR TORONTO.

Local Firm Will Probably Erect Large Factory Shortly.

There have been a good many rumors going about lately that E. W. Gillett Co., Limited, Toronto, are going into the soap business. This rumor has every title to credence, as the original Chicago house has been noted as one of the most prominent soap firms in the Western States. With their knowledge and experience in the manufacture of soaps and their consistent advertising methods the new soap will be heard of.

TRADE NOTES.

D. S. Hart, grocer, of Sydney, N.S., has made an assignment.

W. J. Bailey, Didsbury, Alta., has taken over the grocery of N. B. Good.

The firm of Temard & Harris, grocers, of Medicine Hat, Alta., has been dissolved.

J. H. Ogelsby, general merchant, of Killam, Alta., has been succeeded by B. F. Fox.

Martin Bros., Brandon, Man., have taken over the grocery business of Martain & Johnston.

Your order solicited for
CUBAN ORANGES, sweetest on the market
CUBAN GRAPE FRUIT, and anything in fruit and early vegetables
THE DAWSON COMMISSION CO., - TORONTO

J. V. DE YBARRONDO & Co.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^D ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &^C
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

Time NOW to Begin Plans for Easter Trade

¶ Of course you want to sell more FISH than you did last year and there is no earthly reason that we know of why you shouldn't; and the fish that will pay you a good profit for handling them and assure satisfaction to your customers are

Halifax and Acadia PREPARED CODFISH PUT UP IN PACKAGES

¶ Our agents will help you to have a good window display if you speak to them right away.

Atlantic Fish Companies, Limited

LUNENBURG - N. S.

A. H. Brittain & Co., Agents, - - Montreal
Milne & Gunn, " - - - Vancouver
Stuart Watson & Co., " - - Winnipeg

Better Late than Never!

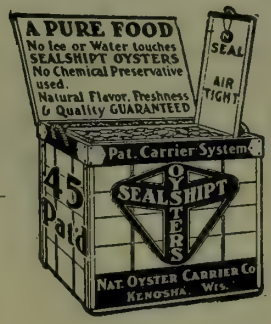
Start in the New Year by asking your wholesale grocer for Brunswick Brand of Canned Goods. All the leading wholesale grocers sell Brunswick Brand.

Wishing you the compliments of the season, we are,

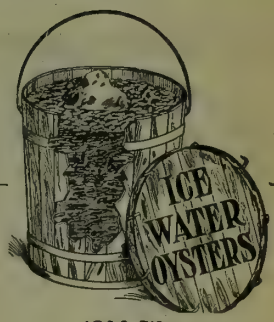
Yours Respectfully,

Connors Bros., Limited

Black's Harbor, N.B.



(New Way)



(Old Way)

If you want to make more MONEY write us about our

Sealshipt Oysters

It is a new idea, bound to bring you the high class oyster trade of your locality.

It will pay you to write about it **NOW**

NATIONAL OYSTER CARRIER CO.

KENOSHA, = WISCONSIN

Haddies, - Kippers, - Bloaters

Frozen Sea Herring, Haddock and Cod
Halibut, Salmon, Lake Fish
Boneless and Prepared Fish
Salted and Pickled Fish
Oysters in Bulk and Shell

Large Assortment. Close Prices

Price List Mailed on Request.

THE LARGEST FISH WAREHOUSE IN CANADA.

P. O. Box 639.
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

FISH! FISH! FISH!

New lines for this week :

Winter-caught **Pike,**
Flounders,
Tom Cods,
Frozen Sea Herrings,
Salt Trout

We have thirty other varieties of fish. Write us for quotations.
For PRICES and QUALITY we can't be beat.

THE F. T. JAMES CO., LIMITED

Wholesale Fish and Oyster Distributors **76 COLBORNE STREET, TORONTO**

F. T. JAMES, Manager

H. C. ROWE & CO.'S

Long Island Native

OYSTERS

Few people realize the amount of labor and capital required to produce a first-class grade of cultivated oysters. To obtain their proper size they must be 5 years old; be transplanted at least twice when they become too thick to other grounds; the grounds must be continually patrolled and dragged to capture the spear fish, which pierces the young oyster and destroys it. They must be gathered, opened, washed, measured, shipped, practically the same day to ensure freshness.

What is finer than choice Oysters?

Ask for "Long Island Natives"

White & Co., Ltd.

Toronto and Hamilton

Sole Distributors

LONDON CORRESPONDENCE.

Wholesale trade is now experiencing seasonable quietness, stock-taking being the order of the day in the warehouses. Payments are generally good, and travelers will return to the road on Thursday, full of confidence as to the future.

* * *

Retailers, who have figured up the results of the Christmas trade, report receipts to be about equal those of a year ago. One well-known Richmond street grocer remarked: "There is scarcely a dollar difference between our receipts this season and last." Said another: "Business has been even better with me this season than last—at least, my books show it." In other lines of trade business has been far less satisfactory than a year ago. One grocer explains this thus: "You see, the Christmas sales of the dry goods, the hardware, and other dealers are largely what might be termed extra purchases—that is, goods intended as presents, and if people run short of funds the effect is more seriously felt in those lines than in ours. The grocer deals almost exclusively in necessaries, which, of course, people must have. Moreover, the man is hard up indeed who will stint himself in eatables at this holiday season; so that we feel the money tightness very little." Retailers, as a whole, are optimistic as to the future.

* * *

In the eastern and southeastern sections of the city are a few grocers who rely for trade almost entirely upon the employes of the big industries near by; when any of the latter close down the grocer feels the pinch. Just now several factories have ceased operations, presumably for stock-taking, and if they do not resume pretty soon there will be an impairment of credit among the idle ones, which cannot but be to the disadvantage of all concerned.

* * *

Chas. H. Lee, who until a few months ago conducted the New York store, (grocery), on Dundas street, has purchased an interest in the Canada Spice & Grocery Company, and is now acting as assistant manager of that concern.

* * *

A prominent resident of St. Thomas is trying to interest London capitalists in a proposition to establish another big canning factory here. He has had wide experience in the canning business, and is interested in several of the largest companies in the province. It is understood a meeting will be held shortly with the object of forming a company.

* * *

Some price-cutting is being openly done in the outskirts of the city, but, to their credit be it said, none of the members of the Retail Grocers' Association are concerned in it. Efforts are being made to bring the offenders to time.

* * *

The Travelers' Club held its annual meeting on Saturday night, December 28th, and elected these officers: Hon. president, Hon. C. S. Hyman; Hon. vice-presidents, H. E. Buttrey, Donald Ferguson, C. W. McGuire; president, John S. Townsend; first vice-president, S. F. Glass; second vice-president, A. H. Brener; secretary, F. J. Lind; directors, Geo. H. Detlor, Frank Lawson, H. W. Lind, J. N. Wood, A. H. Moran, F. S. Fisher, J. M. Ferguson, E. Paull; auditors, J. T. Green, J. R. Spry. The finances of the club were found to be in a splendid condition. C. W. McGuire, J. L. Whitehead and F. J. Lind, the retiring president, auditor and secretary, respectively, were during the evening made the recipients of handsome presents.

HOCKEY SEASON BEGINS.

Schedule of Games in Toronto Wholesale Grocers' League.

An enthusiastic meeting of the subcommittee of the Toronto Wholesale Grocers' Hockey League was held on Monday evening to arrange the schedule of games for the year, which is given herewith. As will be seen, the first game is to be played to-night, from 9 to 10 p.m., at Varsity Rink, between the Brokers, last year's champions, and T. Kinnear & Co. C. S. Morrow, the league's official referee, will be on hand.

The schedule is as follows:

January 10th—Brokers at T. Kinnear & Co.
January 17th—James Lumbers Co. at Brokers.
January 24th—T. Kinnear & Co. at James Lumbers Co.
January 31st—T. Kinnear & Co. at Brokers.
February 7th—Brokers at James Lumbers Co.
February 14th—James Lumbers Co. at T. Kinnear & Co.

The games ought to be mighty close this year, and should draw a good deal of interest, as there will be several new faces on each team.

Pugsley & Bailey, general merchants, of Waskada, Man., have been succeeded by W. A. Pugsley.

John L. Stewart, representing Thomas J. Lipton in British Columbia, was in Toronto last week. Since opening up trrade in Lipton teas across the Rockies Mr. Stewart has met with good success,

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—By a wholesale commission firm handling teas and grocery sundries, energetic man one with the knowledge of teas preferred Apply stating age, experience and salary expected to Box 173, CANADIAN GROCER, Toronto.

WANTED—A young man, several years experience with a leading wholesale flour, grain and provision dealer, having splendid connections amongst wholesale and retail grocers, and best bakers of city and District of Quebec, desires engagement as selling agent for flour millers and wholesale houses; reference furnished. Address Box 174, CANADIAN GROCER, Toronto. (4)

TRAVELERS WANTED.

WANTED—Two grocery travellers with established connections (preferred), one for North Shore and Soo Branch and Owen Sound and Teeswater branch. Apply by letter giving, confidentially, full particulars. Eby-Blain, Limited.

SITUATION WANTED.

SPECIALTY SALESMAN, disengaged; good ability, appearance and references; grocery experience. Box 175, CANADIAN GROCER, Toronto.

The Perfect Pipe Tobacco Is

T. & B.

This is the declaration of hundreds of smokers who refuse to smoke any other brand. The grocer who is wise enough to stock **T. & B.** is bound to have a profitable tobacco department because the demand exists, and **T. & B.** customers are regular customers. **T. & B.** is mild and fragrant and has a delicious flavor. No dope in **T. & B.** It never clogs a pipe or bites the tongue.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Cigars That Sell

To be a popular seller a cigar must possess that uniform quality which will ensure its lasting favor with particular smokers.

Royal Sport and Hogen Mogen

Cigars

have always been regarded by exacting smokers as first in their class.

The Sherbrooke Cigar Co., Sherbrooke, Que.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

TRADE NEWS OF NEW BRUNSWICK

New Year's Trade Good, Though Business is Now Quieter—Oatmeal Declined—Fish Receipts Continue Light.

St. John, N.B., Jan. 6.—There has been somewhat of a lull in business since the holiday season, and merchants are recovering from the strenuous work incident to supplying their customers with the good things demanded at the festive season. As was the case with Christmas, the New Years trade was about equal to previous years, and now that the rush is over accounts are being sent out and preparations made for stock taking.

* * *

The majority of the wholesalers have finished taking stock and the travelers have again resumed their pilgrimages to various points in the Maritime Provinces.

* * *

There has been little or no change in prices lately. Oatmeal has dropped 25 cents a barrel, and middlings, in carlots, is off somewhat. Oatmeal is now quoted at $6.25 to $6.30 for roller, and $6.75 to $6.85 for standard. Granulated cornmeal is offered at $4.25 to $4.50. Manitoba flours are offered at $6.75 to $6.85, and Ontarios at $5.65 to $585. Sugars hold firm, and are quoted as follows: Standard granulated, $4 to $4.50; Austrian granulated, $4 to $4.10; Bright yellow, $4.20 to $4.30; No. 1 yellow, $3.90 to $4. Paris lumps, $5.10 to $5.25; pulverized, 5¾ to 6 cents.

* * *

The receipts of fresh fish during the past week have not been up to the mark, as the weather has been unfavorable. All down the bay, high winds and gales have prevailed, as well as rough, thick weather. No increase is looked for until after the middle of January. Many schooners have taken up lobster fishing. There has been no marked change in price and the demand is light.

* * *

Local retailers report a good business in oysters, which, owing to the scarcity, sell at 75 cents to $1 a quart, the latter price for P.E.I. stock.

* * *

Fred. McAndrews, who has for some years been traveling representative for the White Candy Company, has resigned to accept a similar position with Ganong Bros., St. Stephen, in succession to the late Fred. Hutchinson.

DINNER TO TRAVELERS.

New Brunswick Firm Entertains Salesman and Presentation Follows.

The home of Harry W. de Forest, the proprietor of the Union Blend tea establishment, was the scene of a very enjoyable gathering on Friday evening, December 27, when he entertained his salesmen at dinner. A pleasing feature of the event was the presentation to Mr. de Forest of a very handsome picture, entitled, "Troubled Waters." During the evening plans for the new year were talked over and some very excellent musical numbers were rendered by members of the staff. Several congratulatory addresses were made and the function proved very enjoyable.

Those present were: Mr. Mattheson, of the Boston branch; Mr. Sellers, of Newfoundland; Mr. Chapman, of Maine; C. H. Howell, the local manager; Noel F. Sheraton, bookkeeper at the St. John office, and Messrs. Brown, Ellis, Sinclair, Clements, Williams and Chesman, the Maritime Province representatives for Mr. de Forest.

During the morning following this function the members of the staff called upon Manager Howell and presented him with a nicely framed picture, as a token of their good will. Mr. Howell, though taken completely by surprise, expressed his appreciation in a brief but appropriate address.

TRADE NOTES.

Theo. Labatt, vice-president of the St. Lawrence Sugar Refining Company, is holidaying in South America.

John Grimm, of the Grimm Manufacturing Company, and president of the Maple Tree Producers' Association, was in Cleveland for the holidays.

L. L. Stewart, representative of John Taylor & Son, soap manufacturers in Montreal, called on The Grocer in Toronto last week.

W. C. Murray, representative of E. W. Gillett Co., Limited, in Montreal, was in Toronto last week and reported that business was very encouraging.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

20 years of progress of the firm of
JOS. COTE
Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.
Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.
We have 6 travellers who are continually on the road at the disposal of our customers.
Branch: 179 St. Joseph St. Phone 1272, 2097

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

NOVA SCOTIA TRADE EXTENSIVE

Something About Business With West Indies—Business Prosperous in All Lines —Sugar and Molasses Imports.

Halifax, N.S., Jan. 6.

The grocery trade in Halifax during the holiday season was very good, but since then the usual quietness at this time of the year has prevailed, and will likely continue for some weeks. The grocers are now busily engaged in taking stock, and putting their stores in shape after the rush of business.

In every particular, Canada's trade with the West Indies during 1907 exceeded that of any previous year. Not only was the business done in the usual line away ahead of former years, but several new lines of trade were opened up and an extensive business was done. Last year, for the first time, Canadian sheep, poultry, swine and cattle were sent to the West Indies, while in return cotton was received here for the first time.

* * *

Business has prospered in all lines, said W. A. Black, of Pickford & Black's steamship line. "The importations of fruit have been well above the average, particularly bananas, oranges and pineapples. More sugar has come up than in any previous year, while the importations of cocoanuts and peanuts have also been large. Cotton has been brought here for shipment to England during the past year. This is an entirely new industry in the West Indies, and its success will prove a great benefit to the islands.

* * *

Agricultural products, particularly flour, oats and butter, were also the chief items of export during the past year. A new departure has been taken by the Governments of Trinidad and Tobago during 1907 in importing swine and poultry for the government experimental farms. Choice stock only was wanted, and as much of this was secured at the Maritime Winter Fair at Amherst, N.S., this opens up another possibility to the farmers of the Maritime Provinces.

* * *

Many choice beef cattle were also imported during the year. Another article shipped for the first time was barrel staves, of which a considerable quantity was sent south. "The outlook for trade in the islands is very bright," said Mr. Black, "and one of the chief reasons why Canadian merchants are finding an increased market there, is the improved methods in shipping."

* * *

"Canada would benefit by a reciprocal trade arrangement with the West Indies," said Mr. T. M. Cutler, manager of the Acadia Sugar Refining Company, to The Grocer correspondent. "But to what extent I am unable to say until such arrangement is given a thorough test."

"There is no reason why Canada's trade with the southern British colonies should not be largely increased," declared Mr. Cutler, but to bring this about our transportation facilities will have to be very greatly increased. At the present time the steamships and the railways are unable to handle the business expeditiously, and until there is some improvement along these lines any trade arrangement would not bring about the desired result. Of course, faster boats and a weekly service in place of a fortnightly service would be bound to improve trade, but these fast steamers would, no doubt, have to be heavily subsidized, as there may be periods during the season when full cargoes would not be available.

"Then, again, the railways cannot commence to handle the business. In fact, at the present the railways have all they can do to keep up with the business. It is true that some improvements have been made at Halifax, the line double-tracked from here to Windsor Junction, and also another section from Painsee to Moncton, which relieves to some extent the congestion that existed in the past, but before freight passing through this port can be handled promptly, the whole section of the line will have to be double-tracked, and more motive power procured.

"The Maritime Provinces are the natural ports for the handling of all West India traffic for Canadian points. Some time ago," said Mr. Cutler, "the Canadian Government offered a preference on West India products landed at Canadian ports, but owing to the lack of transportation the most of this freight has been lost to our ports. Instead it has been taken to New York and carried on to Montreal. The handling of large quantities of West India products through Maritime ports would build up the business, and give a large amount of employment to our laborers. Besides, business men want their goods delivered promptly, and the transportation companies must keep abreast of the times."

* * *

The total imports of raw sugar at the port of Halifax for the year ending December 31, 1907 from the British West Indies and British Guiana, were 45,880 tons, a decrease of 3,464 tons, as compared with those of 1906. The imports of molasses show an increase of 3,313 puncheons, 847 tierces, and a decrease of 7,547 barrels.

* * *

W. A. Major, R. G. Dun & Co.'s manager in this Province, in his annual review of trade, says: Nova Scotia, on the whole, appears to be upon a substantial basis—the manufacturer and wholesale trade, have, for some time, been preparing for a temporary financial tightness, and the majority of the retail storekeepers are not stocked up beyond prudent limits. There has also been less of a speculative movement apparent during the past three or four years, and the Province will likely come through the winter in at least as good, if not better, condition than that of any of the other Provinces—with the exception perhaps of Prince Edward Island, where crops and business conditions have been maintained fully up to the average. Failures increased somewhat in number and liability over those of 1906, although outside of two or three, none of the embarrassments were of great importance —in fact, a good many of them had been pretty well discounted for some time previous.

In groceries, the year's business was at least up to 1906—the distribution from Halifax city is believed to have been larger than ever before.

Crops have been plentiful. In the fruit districts there will be a large amount of money distributed this winter as a result of the ready demand, good prices, and profitable shipments.

Fishery conditions have been good. The catch was larger than last year, but the unfavorable weather operated against the drying, and this has caused a quantity of damp fish being thrown on the market, and the movement was slow with prices ruling low. The stock of fish marketed in good condition has been working off, however, at a reasonably good price.

Payments generally have kept up well throughout the year.

TAKES OPTIMISTIC VIEW.

Concerted Action by Business Men Will Quickly Relieve Situation.

F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Company, Montreal, in speaking to The Canadian Grocer the other day, voiced the opinion of many leading business men in speaking of the present rather strained financial situation. He said that there could be no doubt as to the ultimate outcome, as Canada, being a young country with a magnificent future ahead of it, was bound to resume its former triumphant march of progress, and this setback in financial affairs could not be regarded as more than a temporary halt. Much of the talk going around was entirely too pessimistic in tone, and not what was to be expected of modern business men. While there was ground for a certain degree of pessimism, nevertheless an optimistic vein would do untold good at the present time. The powerful newspapers of the country were many of them staunch supporters of the pessimistic brigade, unfortunately, instead of being leaders in the movement to restore confidence. There were some papers, however, which were doing the right thing, and these deserved the highest measure of praise.

In the opinion of Mr. Thompson, concerted action on the part of business men would do almost everything towards quickly bringing affairs back to their normal condition, while on the other hand continued "blue ruin" talk would do great harm and retard improvement.

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Price $25.00

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal,
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London. Ont.

Boston Special

Absolutely Automatic

The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.

To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

CLERK HIRE COSTS MORE THAN

Allison Coupon Books

The time the books save is worth many times their cost.

This fact alone is enough to warrant their general use. But there is the added advantage that the account keeping is done better and business friction eliminated.

If a Man Wants Credit

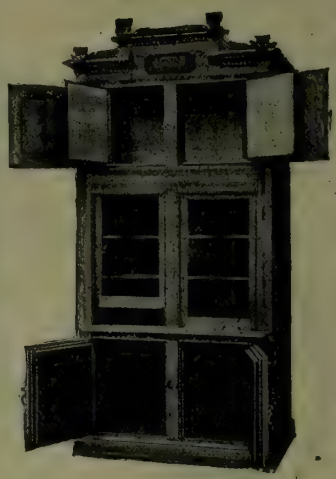
for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents



Still the Best on the Market

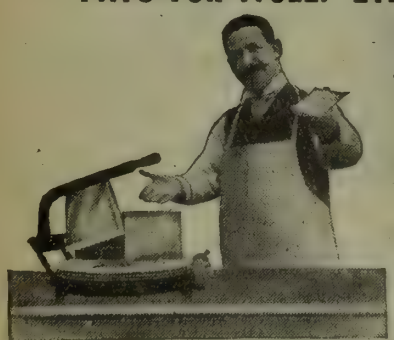
Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

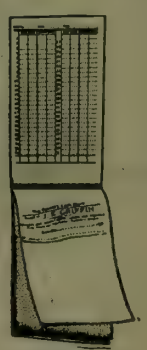
Many Dollars a Week

are lost by grocers, through disputed items in the statements. By using our simple

"DUPLEX"

COUNTER CHECK BOOK

you can prove your case and get your money every time. No friction, no loss, when our "Duplex" is used.



A POST CARD WILL BRING FULL PARTICULARS.

The Carter-Crume Company, Limited

Toronto, Ontario

Reduce Your Bookkeeping

Break away from the fetters which have bound you to the "old regime" of bookkeeping.

Don't work overtime to get out the accounts, or search vainly through a pile of books to discover a mistake. Install a modern Crain Loose Leaf System. It will reduce your bookkeeping.

Handy Self Indexed Ledger with all live accounts instead of a bulky bound one half full of dead or closed accounts. The work is simplified. The accounts are always up to date.

Write and tell us what is the nature of your business and we will show you how to improve your office system.

Crain

LOOSE LEAF SYSTEMS

THE ROLLA L. CRAIN CO., Limited, - Ottawa.

Branches: TORONTO, MONTREAL, WINNIPEG.

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
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8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price $2.00 Postpaid

12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,

10 Front St. East, - - TORONTO, CAN.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

You'll want the best for 1908

In

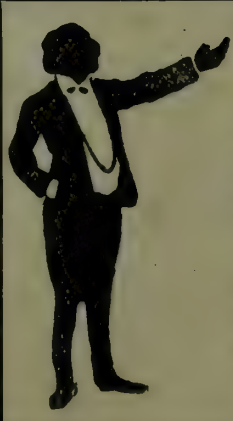
SHINO STOVE ENAMEL and SIMPLEX SHOE SHINE

You have **2** staple lines of unsurpassed merit. They show you a large profit.

Send post card for sample and particulars.

EDWARD HAWES & CO.

209 Front St. East, TORONTO



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

UPTON'S

New Season Orange Marmalade

Now ready

UPTON'S

UPTON'S

Made from our own importation

FINEST SEVILLE ORANGES

UPTON'S GRAPE FRUIT MARMALADE

is delicious. Have your customers try it.
They will be pleased with it.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 10, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	5 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$0 95
" ½ lb.	1 40
" 6 oz	1 95
" ½ lb.	2 75
" 12 oz	3 85
" 1 lb.	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

			Per doz.
Trial size,	6 doz.	in case.	$0.90
4-oz. "	4	"	1 35
6-oz. "	3	"	1 80
8-oz. "	3	"	2 35
12-oz. "	2	"	3 55
16-oz. "	2	"	4 55
32-oz. "	1	"	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

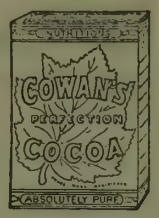
Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼ lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Condensed cocoa cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" " "	0 19
London Pearl per lb	0 24

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb	0 38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 40
Vanilla ¼-lb., 12-lb. boxes per lb.	0 35
Parisian 8s per lb	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s, ½'s, 12 lb. boxes per lb.	0 33
Diamond, ¼, 7's boxes per lb	0 28
Perfection, 2 c. size, 2 doz. in case per doz	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Chocolate—

Marie buds, 5-lb. boxes, lb.	0 31
Vanil a wafers, "	0 35
" " non; ariel 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homeopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4	doz. to case	.....	per doz.,	$ .90
½ "	"	4	"	"	2.40
½ "	"	2	"	"	4.75
1 "	"	1	"	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ¼'s (for cooking)	$0 32
Prepared cocoa, ¼'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ¼'s	0 32
" Navy ¼'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors..21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 43
Breakfast cocoa, ¼, ½, ½, 1 & 5-lb. tins	0 43
German Sweet chocolate, ¼ and ½-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lb's. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 27½
¼ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails.	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21		0 17
Best Shredded	0 18		....	0 16
Special Shred	0 17		....	0 15
Ribbon	0 19		....	0 17
Maroon	0 17		....	0 15
Desiccated	0 16		....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 39
" " ½-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

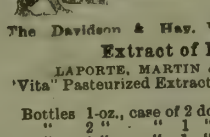
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent, The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

					Per case.
Bottles	1-oz.,	case of	2 doz	.....	$3 20
"	2 "	"	1 "	.....	3 00
"	4 "	"	1 "	.....	4 50
"	20 "	"	½ "	.....	4 75
"	20 "	"	1 "	.....	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Jams and Jellies.

BAGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON
Prices on application.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

New and Revised Storage Rates for 1908

NOTICE

DECEMBER 31ST, 1907.

"We beg to advise our customers that all the rates quoted prior to this "date have been cancelled, New and Revised Rates will be furnished on "application. All goods now in store will remain at the present rates, "unless otherwise advised."

We wish our many customers a very Happy and Prosperous New Year, and an extensive and profitable business during the year 1908.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Gray Nun Street, MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Jelly Powders

List price

"Shirriff's" (all flavors), per doz 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½	20-lb. tins	1 20
½-bbls.	0 09½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 09½	" 5-lb. "	0 10½
20-lb. Pails	2 00	" 10-lb. "	10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 74
Dulce large cent sticks, 100 in box...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Orange jelly marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Preserved ginger marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green fig " 1 " "
Green fig and ginger " 1 " "
Lemon " 1 " "
Grape fruit " 1 " "
Prices and special quotations.

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ¼-lb. tins ..... "	2 50
" ⅛-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F.D ½-lb. tins .....per doz.	0 85
" ¼-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch," 1-lb. glass, per doz.			1 50
" " 2-lb. "			2 70
" " 4-lb. tins, "			4 65
" " 7-lb. "			7 35
"Shredded," 1-lb. glass, per doz...			1 80
" 2-lb. " "			3 00
" 7-lb. tins, "			8 00

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. " }.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20
" " black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish..... "	10 20

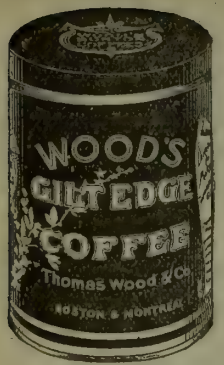
Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 [illegible]
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½



ESTABLISHED 1879

It is an old English saying that "of a good beginning cometh a good end."

We have witnessed many a "good beginning" both at this season and a later date in the year, and the words have proved true.

For the "good end" always came to the grocer in the shape of increased trade and great profit when he "begun" by adopting

WOOD'S COFFEES

as his leaders.

There is, however, no "end" to the volume of trade an enterprising man can work up with these fine and famous goods and our telling methods.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 400 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs. per case	3 00
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

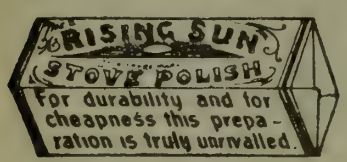
pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Alberon Gloss, 1-lb. packages, 40 lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$1 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED. Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, ½s	$0 20	$0 25
" " ¼s	0 21	0 26
Green Label, ½s and ¼s	0 22	0 30
Blue Label, ½s, ¼s and ⅛s	0 30	0 40
Red Label, ½s and ¼s	0 36	0 50
Gold Label, ¼s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½s and 1's	0 22	0 30
Orange " ¼s, ½s and 1s	0 30	0 40
Pink " ½s & 1's tins	0 35	0 50
Red " Dominion blend, ½s and 1's	0 44	0 60
Gold " Afternoon blend, ½s and 1's	0 50	0 70

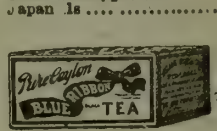
Blue Label, 1s	$0 19	$0 25
Blue Label, ½s	0 19½	0 25
Orange Label, 1's and ½s	0 22	0 30
Brown Label, 1's and ½s	0 26	0 40
Brown Label, ½s	0 30	0 40
Green Label, 1's and ½s	0 35	0 50
Red Label, ½s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

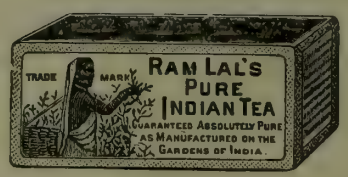
"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 25	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail
Yellow Label, 1's and ½s	0 20	0 25
Green Label, 1's and ½s	0 22	0 30
Blue Label 1's and ½s	0 25	0 35
Red Label 1's ½s, ¼s and ⅛s	0 30	0 40
White Label, 1s, ½s and ¼s	0 35	0 50
Gold Label 1's and ½s	0 42	0 60
Purple Label, ½s and ¼s	0 55	0 80
Embossed, ½s and ¼s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 120 ¼-lb. }	0 35
" " 120 ¼-lb.	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " " ¼s	0 55	0 80
" " " ⅛s	0 42	0 60
" " " 1 lbs. & ½s	0 40	0 60
" " " 1 lbs. & ¼s	0 35	0 50
" " " 1 lbs. ½s & ¼s	0 30	0 40
" " " 1 lbs. & ½s	0 25	0 30
" " " ½ lbs.	0 21	0 26
" " " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 75c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur de Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 76
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D-4 " fancy "	3 95
F-4 " wire "	3 65
G 3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 0
No. 2, "	7 50	No. 3, "	6 5

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme
Montreal and Toronto

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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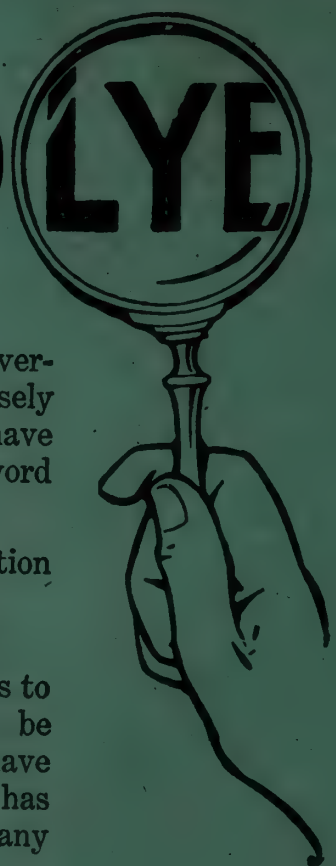

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BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

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Every Canadian who wishes to trade successfully with the Old Country should read

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Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Cheap goods at any price are not what you want as a reputation builder.

If you handle **Canadian Canners'** goods you will keep your old customers and make new ones.

"Aylmer," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and **White Rose"** Brands are all **guaranteed** as to **quality.** They have been popular brands for over a quarter of a century.

Fruits and vegetables of these brands are canned only when at their best for table use.

A New Style Package
QUAKER OATS

The grocers are not the only people having trouble this season.

The Oatmeal millers have been busy trying to keep up with the advance on grain—no easy thing to do with the unusual markets this Fall. It has been difficult enough on bulk Rolled Oats, but on package goods of fixed weight sold at a price which seldom varied from year to year, it proved a harder problem for the miller.

It finally became necessary to advance the price of Quaker Oats, a thing which has rarely been done in the history of this well known brand.

Now, another change has been necessary; to avoid a higher and awkward price to the consumer, the weight has been reduced to one and one-half pounds net,

And the Price Proportionately Reduced

For a short time, until the stocks of the old size package in the hands of the trade are consumed, there will be two sizes at different prices on the market.

If your stock of Quaker Oats is low, place an order with your wholesaler at once, or send it to us, naming the jobber through whom you wish it invoiced.

The Quaker Oats Company

Manufacturers of Quaker Oats Quality Cereals

PETERBOROUGH

22 PER CENT.

Our increase in Canada alone in 1907 over 1906 amounts to 22 per cent. and this in our sixteenth year. This means for every four pounds we sold in Canada in 1906 we sold five pounds in 1907. Surely, this must be of interest to every grocer selling Tea in Canada. It speaks the confidence the consumer has in the merchant who always sells the best. It shows that the Tea trade is coming year after year to

"SALADA"

The following figures tell a story of progress, and "the history that **"SALADA"** has made" in the past sixteen years as the Tea of absolute reliability. What can speak more strongly for its quality?

The figures below are all branches combined in United States as well as Canada.

We had 123 per cent. increase in 1893 over 1892
We had 145 per cent. increase in 1894 over 1893
We had 115 per cent. increase in 1895 over 1894
We had 85 per cent. increase in 1896 over 1895
We had 86 per cent. increase in 1897 over 1896
We had 39 per cent. increase in 1898 over 1897
We had 34 per cent. increase in 1899 over 1898
We had 18 per cent. increase in 1900 over 1899
We had 15 per cent. increase in 1901 over 1900
We had 11 per cent. increase in 1902 over 1901
We had 25½ per cent. increase in 1903 over 1902
We had 12 per cent. increase in 1904 over 1903
We had 18 per cent. increase in 1905 over 1904
We had 23 per cent. increase in 1906 over 1905
We had 18½ per cent. increase in 1907 over 1906

No firm or corporation in the world ever gave such cup quality.

Our 18½ per cent. increase in 1907 over 1906 amounted to more pounds of "SALADA" than our total output was in the first five years we were in business.

By far the largest tea trade in America. Highest Award and Gold Medal, St. Louis, 1904.

THE "SALADA" TEA CO.

National Licorice Co.

Brooklyn, N.Y.

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R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

Molasses Molasses

Extra Choice Porto Rico Lion	Extra Fancy Trinidad
Fancy Trinidad	Choice Barbados
Fancy Barbados	No. 7 Choice West India Molasses
Open Kettle Circle 6	No. 4 Strong Bakers
Open Kettle Circle 7	No. 1 Golden Cane Syrup
No. 5 Special	No. 2 Golden Cane Syrup
Extra Choice Porto Rico Beaver	

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

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Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:—

Jose Segalerva
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will be Ahead of his Competitors Because the MALAGA SEEDED RAISIN is

Superior in Richness and Flavor, and can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

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YOU WILL MAKE A GOOD PROFIT

Agents for the Dominion

ROSE and LAFLAMME Montreal and Toronto

Quality

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"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

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AGENTS
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Packages of

LIPTON'S TEA

Are now sold **EACH WEEK**

and the sales are steadily increasing. This recommends to every jobber, every retail grocer and every consumer that **merit only** could have made **Lipton's Tea** the leading package tea in sales **all over the world.**

Sold only in airtight tins

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This is a line the grocer need never hesitate to offer his customers. The customer who once commences using these famous Canadian-made pickles will ask for them each time as she makes up her list of "home wants."

Keep well stocked for the New Year, ordering from your jobber or direct from the manufacturer.

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Limited

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There is an

Enormous Difference

between Sealshipt Oysters and the other kind. And it is a difference which, if you grasp the opportunity, will enable you to corner the high-class oyster trade of your locality. Here is the difference.

Ordinary oysters come in wooden tubs, mixed with chunks of filthy ice and other unhealthy substances inadequately covered by a loose dust and germ admitting lid. That's why the ordinary oysters are so flabby and flavorless. But

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KENOSHA, = WISCONSIN

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CANADA'S STANDARD

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REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

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Manufacturers!

Do you want your goods

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ARTHUR NELSON, Manager.

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DELICIOUS

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GREIG'S WHITE SWAN BLEND COFFEE

That is just the point—its peculiar excellence always satisfies. It is the kind critical customers come back for—the kind that **stays** sold.
The 1-lb. decorated square tins are just as high-grade as the coffee itself. Try a lot and see how your coffee trade will grow. We depend on our first sale to make the second one.

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GREIG'S White Swan BRAND

VJV

Grasp This Opportunity!

The fact that so many grocers have found our

PURE APPLE JUICE

such a profitable line, is a strong reason why you should handle it. A trial order would convince you.

Write us to-day about this really fast selling and profitable line.

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"Pride of Canada"

This brand on a line of Maple Syrup or Maple Sugar signifies highest quality.

Years of study have made it possible for us to state that there is no brand of Maple goods on the market superior to **Pride of Canada.**

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Pays you to find out what you can do with us by getting our prices on

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4 FREE PHONES USE THEM.

Rice,
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Our travellers will show and quote goods.

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It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

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REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
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Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

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ALWAYS PURE!
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UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

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ARE THE ACME OF PURITY

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Hot Water Only — Required for

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A SPLENDID SELLER

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We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

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BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

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MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.

MODEL E MACHINE

OUR No. 1 SINGLE ARC
500 Candle Power

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500 Candle Power

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500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one withan entirely seamless copper tank.

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Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**
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Shirriff's Highly Concentrated Pure Fruit Essences

are goods that should be handled by all high-class grocers. They are bought by people who want real, unadulterated fruit essences. Moreover, the profits are really worth having. Write us for prices.

Imperial Extract Co. - 18-22 Church St., Toronto

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DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely skeptical about trying another coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"**Diamond E.**" will put **new** life into your **Coffee Trade—Try it** Backed by a reputation of over half a century.

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Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
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Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

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The Essex Canning and Preserving Co., Ltd.

Factory at Essex, Ont. **28 Wellington St. E., TORONTO, Can.**

NEW YEAR RESOLVES

are useless if they are not carried out. You have resolved to carry a full assortment of

Pernot's Biscuits

That is well. Have you ordered yet? Get prices and samples from us.

L. Fontanel & Co.

4-6 St. James St., MONTREAL

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STOCK THE BEST.
"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

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The Merchant introducing those lines to his customers MAKES NO MISTAKE

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Have you ever stopped to consider whether or not you could attain a higher degree of success as a grocer ? Have you ever thought out the reason why some grocers were more successful than others ? There are many reasons, but the main one is : a reputation of selling really good goods at reasonable prices. Such a grocer gets the confidence of his public, and can hardly help succeeding. Are you well posted on the quality of the goods you handle ? It is important that you should be—especially about canned goods. One bad can may alienate a lot of customers. But if you handle the best of all canned fruits and vegetables—

Old Homestead Brand

you will gain increased friendship with every can that passes over your counter. We have set a pace in purity which we must keep up. Consequently every can of Old Homestead Brand is an example of unalloyed purity and excellence of flavor.

BE SURE OF YOUR PERMANENT PROFITS BY ORDERING OLD HOMESTEAD FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton, Ontario

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

FIGS

We are clearing a few cases of Fine Eleme fruit at very attractive figures.

SEE OUR TRAVELLERS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

The Perfect Shoe Polish Is

2 in 1

Does the work of Liquid & Paste Combinations
Combinación de Líquido y Pasta
TWO IN ONE
SHOE 2 POLISH
DOS EN UNO
BE TUN SUPERIOR
The F.F. DALLEY Co. LIMITED
HAMILTON, CAN. NEW YORK
CONTAINS NO TURPENTINE OR ACID
CONTIENE ACIDE NI TERREBENTINE

This is a fact which cannot be successfully disputed. Not only does a rigid chemical analysis bear it out, but the unanimous declarations of thousands of satisfied users and dealers echo it increasingly. It shines shoes as no other polish can, and at the same time acts as a leather preservative.

Better Renew Your Stock !

The F. F. Dalley Co.

Limited

HAMILTON, Canada BUFFALO, U.S.A.

EASY

Easy to buy and easy to sell—that's

'Camp' COFFEE

No coffee sells so well. No coffee pleases so well. No coffee pays so well. Have you stocked it yet? Order to-day from your wholesaler. You will not regret it.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
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Don't Experiment

with other foods said to be the same as or better than

Molassine Meal

No other food can prove that its use keeps HORSES, CATTLE, PIGS and POULTRY in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

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CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
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25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

Tartan BRAND

SIGN OF PURITY

Twenty-Fifth Annual Tea Sale

Bargains in every line. Our travellers have some good ones. Write or Phone for samples.

No. 596 Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous **VICEROY** for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

Quaker Salmon, Flats,	*$2.05 doz.*
Quaker Salmon, Talls,	*1.90 doz.*
Viceroy Salmon	*1.75 doz.*
Empress Salmon	*1.50 doz.*

M

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ESTABLISHED 1834

It is Profits You Want in 1908

One of the most staple articles in your business is

Matches

Now **"Laurier" and "Togo"** brands show you a better profit than you can make on any other brands.

Write for our special prices and terms.

The Improved Match Co., Limited

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

In every trade there is generally one firm whose goods are considered the standards for that particular line.

For Coffees it is

CHASE & SANBORN

Montreal

EVERY JAR ALIKE

"BALMORAL"

Reg'd

Scotch Marmalade

THE BEST THAT'S MANUFACTURED

Finest Seville Oranges and Pure Granulated Sugar.

An easy seller.
Shows a handsome profit.

Prices and terms
That will be of interest to you.

J. W. WINDSOR

MONTREAL

1908

Begin it Well

To succeed in your business this year you must be able to satisfy your customers at all times.

You can only do this if you are served by a wholesale house with facilities for supplying you with the best groceries at all times. Deliveries must be prompt and complete, and prices right.

We can serve you to your entire satisfaction.

SEND US A TRIAL ORDER.

S. J. CARTER & CO.

WHOLESALE GROCERS

58 McGILL ST., MONTREAL

BEFORE MOVING

We desire to reduce our stock to its minimum in order to reduce our cartage and storage expenses before moving into our new storerooms; this has induced us to make large reductions in our prices, especially in all our lines of

Dried Fruits and Nuts

CURRANTS

½ c/s Cleaned Currants Loose
¼ c/s Cleaned Currants Loose
Barrels Filiatras Currants uncleaned
½ c/s Filiatras Currants uncleaned
Cleaned Currants, 1 lb. pkgs., c/s 36 s.

VALENCIA RAISINS

Palares Fine, c/s. c/s 28 lbs.
Palares Selected, c/s 28 lbs.
Aranda F.O.S., c/s 28 lbs.
Trenor 4 Crowns Layers, c/s 28 lbs.
Trenor Selected, c/s 28 lbs.

SEEDED RAISINS

G. and S. Brand, 1 lb. pkgs., c/s 36 s.
Winner Brand, 1 lb. pkgs., c/s 36 s.
Gold Brand, 12 oz. pkgs., c/s 45 s.

LOOSE MUSCATEL

Bevan Malaga, 3 Crowns, Box, 22 lbs.

SULTANA RAISINS

Sultana Raisins, loose, box, about 25 lbs.

TABLE RAISINS

Empress Clusters, box 22 lbs.
Empress Clusters, ¼ box, 5½ lbs.
Princess Clusters, box 22 lbs.
Princess Clusters, ¼ box, 5½ lbs.
Duchess Clusters, box 22 lbs.
Duchess Clusters, ¼ box 5½ lbs.
Duchess Clusters, 1 lb. pkgs., box 20 lbs.

PEELS

Morton Orange Peels, box 7 lbs.
Morton Lemon Peels, box 7 lbs.
Morton Citron Peels, box 7 lbs.

PRUNES

G. and S. Brand, 50/60 box 25 lbs.
G. and S. Brand, 60/70 box 25 lbs.
G. and S. Brand, 70/80 box 25 lbs.
Webbfoot Brand, 30/40 box 25 lbs.
Webbfoot Brand, 40/50 box 25 lbs.
Webbfoot Brand, 50/60 box 25 lbs.
Webbfoot Brand, 60/70 box 25 lbs.
Webbfoot Brand, 70/80 box 25 lbs.
Webbfoot Brand, 80/90 box 25 lbs.
Webbfoot Brand, 90/100 box 25 lbs.

EVAPORATED FRUITS

Apples, c/s 50 lbs.
G. and S. Peaches, box 25 lbs.
G. and S. Pears, box 25 lbs.
G. and S. Apricots, box 25 lbs.

DATES

Hallowie loose, c/s about 60 lbs.
Excelsior, 1 lb. pkgs., c/s 36s.

FIGS

3 Crowns, square box about 10 lbs.
4 Crowns, square box about 10 lbs.
6 Crowns, square box about 10 lbs.
5 Crowns, umbrella box 12 lbs.
Figs in bags, about 30 lbs.

NUTS

Tarragona Nuts, bag about 100 lbs.
Filberts Nuts, bag about 120 lbs.
Pecans Nuts, brl. about 150 lbs.
Brazil Nuts, bag about 150 lbs.

PEANUTS

Coon Brand, green and roasted.
"G" Brand, green and roasted.
Sun Brand, green and roasted.
Bon Ton Brand, green and roasted.

SHELLED ALMONDS

Britz Brand 3 Crowns, box 28 lbs.

SHELLED WALNUTS

No. 1 Shelled Walnuts c/s 55 lbs.

Imported Canned Fruits and Vegetables of the celebrated "Soleil" Brand. We have a large stock which we desire to dispose of before we move. This stock is made up of Green Peas, Beans, Asparagus, Soups, Carrots, Medleys of Vegetables, Celery; Assorted Fruits: Apricots, Pine Apples, Strawberries, Raspberries, Peaches, Medleys of Fruits, Jams, etc. Our prices are bound to draw the attention of all prompt and wise buyers. They are bound to command a rapid sale.

For all information, quotations, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal

Stock Taking Sale

Bargains in the following lines:

FIGS.—3 to 7 Crown, in 10-lb. boxes.

CURRANTS.—Clean, in half cases and 1-lb. packages.

DATES.—Golden Holloway.

PRUNES.—in 25-lb. boxes. 90/100, 80/90, 70/80, 60/70, 50/60, 40/50, 30/40.

RAISINS.—Valencia and California Muscatel.
2, 3 and 4 Crown.
California Seeded Raisins, in 12 and 16 ounce packages.

SALMON.—A limited quantity of **Fraser** river **Sockeye,** flat tins, at **$1.60** per doz.
Also Pink Salmon, in tall tins, at $1 per doz.

TEAS.—We can sell you Green and Black, costing you from 17 cents upwards.

All the above lines are offered at attractive prices, which it will pay you to investigate, as they are genuine bargains. Send us your requirements and we will send you prices.

HUDON & ORSALI

Wholesale Grocers, MONTREAL

ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

"PANSY" BROOMS

ARE MADE ONLY IN ONE SIZE AND WEIGHT.
THEY ARE HIGH-PRICED GOODS BUT THEY ARE WORTH THE MONEY.

THE MAKING OF "PANSY" BROOMS.

If your broom trade has not been as satisfactory as it might have been, try urging your customers to buy only high-grade brooms.

The highest grade broom made is the "Pansy." A customer once using one will always ask for them.

BRINGING THE CORN TO MARKET.

How would you like to haul fifty miles by ox team?

IF OUR TRAVELLERS DO NOT REACH YOU, DROP US A LINE.

H. W. Nelson & Co., Limited

Office and Warehouse: 92 Adelaide St. W.

Toronto, Ont.

Factory: 15, 17, 19, 21 Jarvis St.

Marmalade Marmalade

ROBERTSON'S SCOTCH,	1-lb. Jars, 7-lb. Tins.
MACONOCHIES'	1-lb. Glass 7-lb. Tins.
CROSSE and BLACKWELL'S	1-lb. Glass, 1-lb., 2-lb., 7-lb. Tins.
KEILLER'S	1-lb. Glass.

A FULL LINE OF ABOVE BRANDS IN STOCK.

PRICES RIGHT. QUICK SHIPPERS.

WARREN BROS. & CO., Limited, TORONTO

TRADE MARK KEYSTONE BRAND REGISTERED

Place your orders for

Brushes and Brooms

now and be

"Johnnie on the Spot"

when the Spring trade begins

KEYSTONE BRAND--THE STANDARD

Stevens-Hepner Company
Limited
Port Elgin, Ont., Canada.

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

STOVE POLISH

The best and cleanest form of Stove Polish is Black Lead, easier handled, gives better results.

James Dome Black Lead

is the best Stove Polish that can be used. Contains no dirt nor makes dust. Gives a lasting brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents.

AETNA
Self-Heating Soups

We are making a "Special" of this seasonable line. If our travellers don't call write us.

JAMES TURNER & CO.
LIMITED

Hamilton, Ont.

Your Syrup Trade

To develop it;
To make the most of it;
To make it pay.
To make it a profitable part of your business—handle

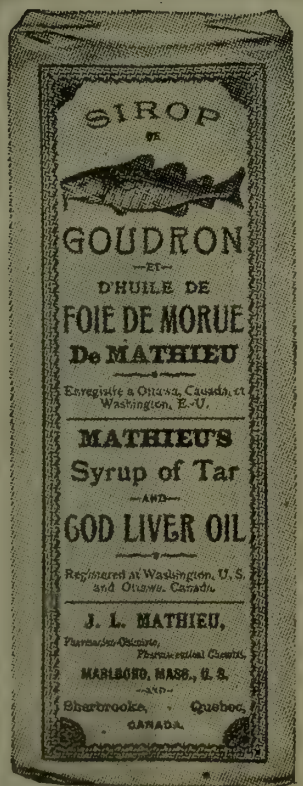
"GOLDENETTE"
Table Syrup

It sells all the year round and gives universal satisfaction and its exquisite flavor remains in the mind and heart of its users.

Freight paid on 5 case lots up to 40c. per cwt.

Imperial Syrup Co.

MONTREAL.



WHY YOU SHOULD SELL

Mathieu's Syrup

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine.

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

Prize-Winning Christmas Windows

Results of The Grocer's Recent Competition With Reproductions and Descriptions of the Favored Entries—Awards Go to Grocers' Clerks in Brantford, Walkerton, Brandon and Toronto.

The judges faced a mighty big pile of photos of grocery windows when they started in to do their work of selection last week. And quite a task it was. There were big photos and little photos, some mounted and some prints all curled up. There were some taken by the best photographers in the various towns from which they came, and some, and not the worst ones, either, snap shots by amateurs. There were windows filled with candy, and windows filled with fruit, some with goods all enclosed in glass cases, some where the currants and raisins and nuts and figs and dates and oranges, and etc., etc., all lay in heaps or in boxes. Some windows were exclusively displays of groceries. Others had Santa Clauses with fat packs on their backs, or chimneys with suggestive-looking bulging stockings of both long and short variety, hung in front to attract and were incidental displays of the good things in the store as suggestions. The windows here reproduced, which, by the way, are very different in nature, are good representations of four of these styles.

The judging was done on a basis as follows: The first consideration was the real attractive power of the window, which, after all, is the main thing, how many people it will bring into the store, and secondly, the artistic ability displayed in the process of dressing was considered.

It will be remembered that this year the contest has been carried on under new lines, namely, the entries were divided into two classes, Class I. including those from cities and Class II. those from the towns and villages, with a view to putting the contestants, as far as possible, on an equal basis. Accordingly the prizes have been awarded as follows:

Class I.

1st prize—Window dressed by J. C. Ecklin, clerk with J. Blood, 419 Yonge street, Toronto.

First Prize Window, Class I., Dressed by J. C. Ecklin, Toronto.

2nd prize—Window dressed by Delmere D. Butler, clerk with Fred C. Harp, 104 Dalhousie street, Brantford.

Class II.

1st prize—Window dressed by Iden Tolton, with Whitehead & Huether, of Walkerton, Ont.

2nd prize—Window dressed by E. A. Reed, clerk with W. Dowling & Co., of Brandon, Man.

There was not a great deal of margin between these and the best of the other windows in each class, but after careful and lengthy consideration the judges unanimously agree on these as the best from both standpoints before mentioned. Quite a few really good windows were handicapped by being represented by very poor photographs, several contestants mentioning that conditions of light, etc., made it impossible to secure good pictures. In every case, however, this difficulty was taken into consideration by the judges. One of those here reproduced seems to have been affected by some outside lighting, but this, fortunately, did not interfere with the best part of the window display.

Descriptions of the prize-winning windows, as sent in by the contestants, are given herewith.

Regarding window No. 1, J. C. Ecklin who dressed it, writes as follows:

"Round the inside of the window was an evergreen trimming, with a sprig of holly here and there, covering all woodwork. Along the front of the window was placed a layer of the best quality of currants, on which was spelled, in loaf sugar, the two words, 'Xmas. Cheer,' while back of this was placed three platters of table raisins, with a bottle of cherries sitting behind them. The floor of the back part of the window was covered with cranberries inlaid with boxes of dates placed in zigzag form. Two rows of boxes were set back of this, one step higher than the other, which was covered with white bunting. On the first row a box of Huntley & Palmer's biscuits were placed at each end, topped by a bottle of

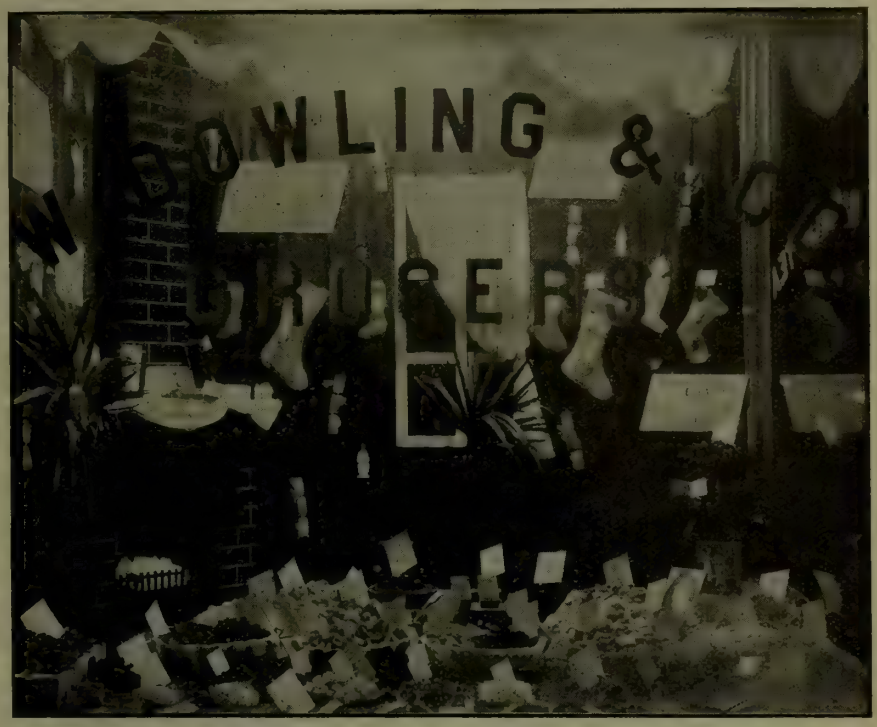
Second Prize Window, Class I., Dressed by Delmere D. Butler, Brantford.

wine, while next to these were placed two platters of mixed fruits, and next to these were two pyramids of Goodwillies' fruits, and comb honey, while in the centre was a platter of Huntley & Palmer's mixed biscuits. The back row was finished with a pyramid of canned tomatoes at each end, topped by a bottle of cherries, while next to these were two glass globes, one filled with shelled walnuts and the other with shelled almonds, and next to these were boxes of figs. In front of these were placed boxes of crystallized fruits. In the centre was a pyramid of Goodwillies' pears and comb honey. On the side shelves were placed pyramids of figs, package raisins and extracts."

The second prize window in Class I. was sent in by Fred. C. Harp, the employer of Delmere Butler, the winner. No description was enclosed, but, as may be seen, the window brings out strongly the Christmas idea, with its white pillars decorated with holly and Christmas bells, and with the motto, which is somewhat amateurish-looking, by the way, on the beam across the top. This feature has been worked out very well, indeed, and with the bright colors introduced, the window must have looked exceedingly well. The candy and nuts in the base of the window may induce buying, but from an artistic point of view they look as if they were simply dumped in and left to take care of themselves. Much more shapely and attractive-looking piles might very easily have been made. One good feature of this window is the use of plainly-printed price tickets, and we venture to say that those pails labelled 20 cents a pound sold a good deal of candy during Christmas week.

In Class II. Whitehead & Huether, the Walkerton grocers, have forwarded the following description of the 1st prize window, dressed by Iden Tolton :

"The bottom of the window is dressed with re-cleaned currants and select Valencia raisins, divided by a row of good large navel oranges, with two small pyramids of oranges on either side and one large one in the centre, and a five-pound box of dessert raisins in front nearest the street. The background is made up as follows : Banked up to orange cases with package figs and centre of window has three cases dates and two more boxes of dessert raisins and a large glass jar of shelled walnuts, all topped off with a vase of fresh carnations. Price tickets are on everything, although they do not show very plainly in photo. In fact, it is quite difficult to get photo without some shadows or reflections. Price tickets on currants and raisins read as follows : 'Choice re-cleaned currants, 3 lbs. for 25c.' 'Choice Valencia raisins, 3 lbs. for 25c.' "



Second Prize Window, Class II., Dresse d by E. A. Reid, Brandon.

First Prize Window, Class II., Dressed by Iden Tolton, Walkerton.

E. A. Reed, clerk for W. Dowling & Co., Brandon, Man., sent in a candy window, with a suggestive-looking chimney and fire-place, stockings and all, as an added attraction. Mr. Reed's interesting description of the second-prize window is as follows :

"As candies, etc., are one of our leading side lines, the entire window is devoted to such. The absence of fruit and bottled goods is accounted for by the extreme cold, making it necessary to have the interior of the window almost as cold as out-doors to avoid it frosting over. The very attractive color effect of the window is lost in the photo, the background being of red cheese cloth hung with white of the same, and bright colored novelties, as the photo shows. The grate or fire-place is of red cloth over a wooden frame, painted with white ink to represent brick, the fire being an electric light covered with red paper, topped with lumps of coal and alum, having a very striking resemblance to a real fire. On the mantle shelf are fancy boxes of chocolates, while under it are hung four filled stockings to represent Santa Claus' work. The bottom is of different varieties of nuts, to represent a tiled floor, on which are placed baskets and dishes of candies, nuts, raisins, boxes of chocolates, etc. Everything has the name and price on it, the name being there makes it much easier for the person to know what they want when entering the store. The cards are of white, printed in blue. Altogether the window has a very attractive, as well as pleasing, appearance, more especially when the lights are on. It was very much admired by

the children, as well as grown-up people, and served well the purpose for which it was trimmed—that of selling Christmas candies, etc."

Some of the Other Windows.

Mention may very justly be made of several of the other windows submitted in each class. Very many of them have points of excellence which ought to be noted.

The Barnsdale Trading Co., of Stratford, submitted a series of windows, several of which deserve reproduction, though, unfortunately, the photographs will not permit of satisfactory cuts being made, A small window, especially, with a jolly-looking Santa in the process of going down a big chimney to a fiire-place below, as a centrepiece, showed considerable ingenuity.

Dan McClean, "The Kash Grocer," of Owen Sound, submits a window which is more than filled with Christmas groceries. The window offers a multitude of suggestions, but shows rather too many lines of goods.

Bruce & Sanderson, 377 Parliament street, Toronto, sent in a photograph of their splendid store front, showing a couple of excellent windows, but as the photograph was not of the windows, exclusively, it could scarcely be entered in the contest.

In Class II. there were also a large number of good windows, not one whit less better dressed than the ones from the cities.

Fink Mercantile Co., of Cranbrooke, B.C., submitted a particularly attractive window, showing crockery, bottled goods and well-built pyramids of Wagstaffe's jam pails. This was one of the best windows received and would have been among the prize-winners except that it could scarcely be regarded as complying with the conditions of the contest, in that no distinctly Christmas goods were displayed.

A window from J. B. Kemp, Pembroke, shows an attractive display of Batger's tinned goods, Goodwillie's jams and seasonable fruits and Christmas goods. While the window has many commendable features, its arrangement might be somewhat criticized.

J. H. Langhton, Parkhill, sent in an excellent window, built up mostly of bottled and package goods and dates, figs, raisins, etc., in boxes. While giving an impression of cleanliness and excellence of goods in the store, the window is rather stiff in treatment.

A Christmas window sent in by Harry Young, of Carne's grocery, Victoria, B. C., while it arrived too late to be considered in the contest, is particularly worthy of mention here. Of a distinct Christmas nature, it includes a small house covered with cotton wool, to represent snow, open at one side to show the interior, while a miniature Santa, standing to one side, adds to the effect.

It would only be a pleasure to mention the good and bad points of all the windows sent in, if that were possible. The ones which have been treated seemed to particularly deserve it. We wish to thank, however, all who took part in the contest. The large number of clerks who participated by dressing a special Christmas window, shows what an important feature of a grocer's business this department of window display has come to be.

One of the Winners.

J. C. Ecklin, the winner of the first prize in Class I., whose photograph is shown herewith, is a bright young man only nineteen years of age. This is not the first prize Mr. Ecklin has won in The Grocer's window dressing contests. Last June, while working in Goderich, he won a prize in one of this paper's monthly contests. Shortly afterwards he came to Toronto, and, judging by results, seems to have been doing good work in the city.

THE ADVERTISING CONTEST.

In The Grocer's Christmas advertisement contest, after a good deal of consideration by the judge, W. F. Ralph, advertising specialist with the MacLean Publishing Co., the prize has been donated to Rowat & Co., 234 Dundas St., London, on an ad. prepared by R. J. Donahy, the firm's advertising manager. The runner-up in the contest was an ad. sent in by Bradley & Sons, of St. Catharines.

It was our intention to reproduce the

J. C. ECKLIN
Winner First Prize, Class I.

winning advertisement in this week's issue, with two or three of the leading entries, but with the large space devoted to the Window Dressing Contest, it would be impossible to do the matter justice. By holding this matter till next week's issue we will be able to present it in a much more interesting form than would now be possible.

HOLD-UP IN WINNIPEG GROCERY.

Daring Robbery by Ruffians at Busy Time of Evening.

The following item, from a recent issue of the Winnipeg Tribune, will be of interest to brothers in the trade :

"A daring hold-up that reads like a narrative from the lives of Dick Turpin or the James' boys, occurred shortly after seven o'clock Saturday evening, in the grocery store of W. B. Frances, 19 Salter Street.

The manager, A. H. Holt, was alone in the building at the time when two men walked in and commanded him at the point of the revolver "to hold up his hands and make no outcry or they would blow a hole through him." One of the ruffians held the gun trained on the head of the manager, while the other went behind the counter, opened the till, and abstracted funds to the sum of $74 in bills and currency, a portion of which had been placed there but a short time before by one of the collectors.

"The man who held the revolver was the larger of the two and he held the collar of his coat together with one hand at his throat, while his eyes were shaded with a peaked cap. The smaller man went about his work with an air of bravado that stamped him as an old-timer at the business. He did not take the trouble to turn up the collar of his coat and his cap was thrown jauntily back on his head.

"When they had rifled the till they backed out of the store and running down the street, ran into a dark alleyway.

"The police were immediately notified and acting on the description furnished by Mr. Holt are making every effort to locate the hold-up artists."

MAKING CANADIAN CONNECTION.

French and Italian Firm Extending Business Here.

The importance of pure olive oil for household and manufacturing purposes makes the visit of M. Squeglia, managing director of the English department of the firm of Sassesno, Piccon & Maunier, of special interest to the Canadian trade, both wholesale and retail. The headquarters of the firm are in Nice, France, and Bari, Italy. Being growers, manufacturers and exporters of olive oils, their business is world-wide. The oil is used by all the big sardine packers in France, who send their goods to Canada. The firm has never had direct connections with Canada, though their products have been handled by different firms. Arrangements are now being made to divide the importing trade into groups, covering the wholesale grocery, drug and Syrian trade.

J. Russell-Murray, 6 St. Sacrament street, Montreal, is the Canadian representative of the firm and all enquiries regarding the above French and Italian oils should be sent to him.

WILL REPRESENT BUSINESS INTERESTS.

Montreal Wholesaler Will Contest Election on New Lines.

S. J. Carter, head of the firm of S. J. Carter & Co., wholesale grocers, Montreal, has been induced to offer himself as a candidate for alderman, running in the interests of the Business Men's Committee of the Board of Trade. Mr. Carter is well known as a public spirited citizen and a great temperance worker. His nomination among others, is the outcome of a movement in Montreal to interest more business men in municipal affairs, a step which The Grocer has long advocated.

THE SITUATION IN THE WEST

Wheat Markets Stronger Under Keen Demand — Possible Removal of Grain Exchange From Winnipeg with Probable Results.

By our Special Winnipeg Correspondent.

The situation in wheat circles continues to be one of great interest, as the market is developing steadily along the lines that have been indicated from week to week in these articles, that is, one of increasing strength, as British buyers and home millers realize that the amount of wheat still in farmers' hands is very small, compared to the same date last year. Thornton, of the Commercial Record, of Duluth, has asked to go on record as stating that the amount of wheat in interior elevators and farmers' hands in the western States is the smallest since 1888. This would not be true of the Canadian west, because of the tremendous increase in wheat areas in the intervening years since 1888, but it is entirely true to say that in proportion to the crop raised the amount in farmers' hands is the smallest since 1888. During the week there have been some serious fluctuations of the American market, but the feature of the Winnipeg market has been its steady strength and the keen demand for cash wheat and the constant shrinkage of the amount of contract wheat coming forward. A striking instance of this was noted on Friday. The inspections showed the receipt of nineteen cars of contract wheat on Thursday and when the market opened on Friday morning one well-known broker came on the floor with buying orders for twenty-three cars of contract grade, he secured the nineteen cars, but was unable up to closing to fill the balance of his order.

Another feature of the market has been the rapidly increasing demand for low grades for export and the consequent narrowing of the spread between No. 4, 5, 6, and the lowest contract grade, No. 3. It is expected that next week will see a greatly increased demand for number three, now that the spread between three and four has narrowed so materially.

Receipts from interior elevators have kept up fairly well all week and, of course, are more than treble what they were this time last year. The weather is simply ideal, no railway company could ask for better weather for the movement of cars and the railways are certainly doing their best, over 100 cars daily have left the head of the lakes during the week. Receipts at interior elevators are not in proportion to the outward movement and many interior elevators have been closed owing to the small receipts and the utter impossibility of operating them at a profit, or, indeed, operating them without a heavy loss.

Trading in coarse grains has begun to move again more freely and the demand for the last few days of the week was decidedly brisk, with a good upward movement in prices. Receipts of coarse grains are light and offerings small.

The wheat market is not the only thing that has engaged the attention of grain men and business men generally during the past week. The report of the Royal Grain Commission has been received and proved interesting reading in many respects, in none more so than their report that the operations of the Winnipeg Grain Exchange are altogether fair and honorable, and in the interests of the farmers as well as of the grain trade. There are a number of recommendations and amendments suggested, one that will meet with almost universal endorsement and that is that the terminals at the head of the lakes be owned and operated by the Federal Government.

But even interest in the report of the Grain Commission has paled before the introduction into the local Legislature now sitting, by Premier Roblin, of an act to amend the charter of the Grain Exchange. The act is brought at the request of the Manitoba Grain Growers' Association and has been drafted by them. It is so sweeping and radical in character that were it to pass, as it now stands, it will practically put the Exchange out of existence, as the present membership would certainly not attempt to work under such a charter. No Canadian bank would attempt to finance men operating under such a charter, as there is not sufficient protection. The bill has passed its second reading and has been referred to the Committee on Agriculture to hear representatives from both sides. The Grain Exchange are, very wisely, saying nothing for publication as to what they intend doing. There was a largely attended meeting of members held on Thursday afternoon last, when the discussions were of a very lively character. It was learned privately that it was resolved to fight the bill tooth and nail, and no doubt this will be done. Just now the Grain Exchange and the Grain Growers' Association are both political footballs and are being made use of for purposes of the next election and it would be hard guessing just what will happen with the bill.

There is a side of the situation that the Grain Growers' Association and farmers generally never appear to have considered and over which the citizens of Winnipeg do not appear to have been any more alert to the interests, but which the towns down by the lakes have seen and prepared to act upon. It is this. The grain trade of the Canadian west would never have been operated under a provincial charter, only, of course, in the old days, when the charter of the Winnipeg Grain and Produce Exchange was obtained apparently no one realized how big a thing the grain trade would grow to. In this way the anomaly has arisen of the grain trade of three provinces, two-thirds of which is exported out of the provinces and a large part of it beyond seas being operated through a Grain Exchange with only a provincial charter, which is subject to amendment at the request of the people of one province only. Long ago the Winnipeg Grain and Produce Exchange should have had a Dominion charter, then, if amendments were required they would have been made in accordance with the needs and wishes of the whole Dominion and not of one province only. With so much agitation stirred up and the near approach of a general election, it is quite easy to understand that the time is not opportune for the present Exchange to ask for a Dominion charter, that would be making themselves the football of Dominion, instead of provincial, politicians.

What, then, is likely to happen should, for political reasons, the present proposed bill of amendments be passed by the Manitoba Legislature? It is more than a probability that the big export houses and the old line elevators, who have already large interests at the head of the lakes, will move their offices from Winnipeg altogether and establish themselves at the head of the lakes, presumably Port Arthur, for the reason that some three years ago the Board of Trade of Port Arthur secured charter powers that would enable them to run an exchange and clearing house. If the big houses go all the brokers and commission men will follow and it is quite among the possibilities that the inspection office will be moved to the head of the lakes.

Of course, the lake towns would be delighted and would welcome the grain men with open arms, indeed, there are whispers that grow louder as the days pass, that overtures have been or are about to be made to secure the export and line elevator houses.

To be strictly truthful, the grain business could be operated, on the whole, quite as well, possibly better, from the head of the lakes than from Winnipeg, but the loss of the Grain Exchange and all the grain trading business to Winnipeg would be a most serious one, far more serious than the average citizen realizes, while it is questionable whether there would be any corresponding gain to the farming community.

It would take away from Winnipeg an enormous amount of the banking business, besides some 150 firms that do business in a large way. It would be an immense loss in prestige, and all for what? Sifted to the bottom, the whole grain growers' grievances peter down to the lack of adequate car supply and careless farming that produces weedy crops of low-grade that are difficult to handle.

In addition to the removal of the Grain Exchange proper, with all its adherents, it would mean the curtailment of milling industry at Winnipeg, for though the present mills would be retained and operated, the head of the lakes would present a more attractive field for the erection of other mills, there is cheap power in plenty and there is no doubt that a sample market would be one of the first things established in connection with such an exchange. The malting companies would give Winnipeg the go-by, they are dissatisfied now because Winnipeg is not an order point for barley, and this difficulty would be entirely gotten over by establishing themselves at the head of the lakes.

The whole question is one of grave seriousness and it is a matter of profound regret that it could not have been adjusted aside from party politics.—H.

A very attractive calendar has been produced by W. H. Snook & Co., of Truro, N.S. The calendar contains a capital picture of their store and also pictures of noted places in that vicinity.

THE CANADIAN GROCER

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The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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A LOSING PROPOSITION.

Are you selling a 25-cent package tea, Mr. Grocer? Hundreds of you are, and you're losing money on it every day. You may not realize this, but you will if you stop right now and figure it out.

Considering the small percentage of profit you are making and the low grade of tea, which must be more or less unsatisfactory, that you are handing out to your customers in every one of these 25-cent packages, it would pay you to drop that line at once. In any event, don't let the travelers load you up with any more of it.

With the present unusually high prices of teas all the world over a satisfactory quality cannot be supplied in packages at 25 cents per pound. It may have been possible a few years ago, with teas at perhaps 50 per cent. of the present price. The advance has made this an impossibility and in addition to the fact that tea itself has advanced must be considered the fact that lead for packages, paper for lining, and wrappers, and the cost of lithographing and printing of wrappers has increased enormously during recent years.

All the wholesale firms handling 25-cent pound packages admit that they are losing money on these, and that the retailer also is selling them to disadvantage. And yet they still keep on doing their best to unload this line.

The situation is a very peculiar one, but it only seems to need a small amount of co-operation and agreement among the larger Canadian houses to provide the remedy, which is not far to look for. Thus far some spirit of jealousy seems to have kept these houses from making any overtures toward co-operation, but the situation must be dealt with shortly and the sooner the better, both for wholesaler and retailer.

SOME NEW YEAR'S ADVICE.

The following paragraphs, clipped from a recent issue of the Peterboro Review contain some advice which can be applied with value to all lines of business.

"In St. John's Church, on Sunday evening last, the rector, Rev. Canon Davidson, made an appeal to his congregation—as is his custom on the first Sunday in each new year—to settle all their small bills, and larger ones, too. He strongly advised his hearers to wipe out all obligations and commence 1908 with a clean slate. The admonition is certainly opportune and apropos, and if lived up to would result in a more pleasant and satisfactory order of things all around. If merchants and others are kind enough to extend credit to you, do not abuse this privilege and keep the one who has obliged you waiting month in and month out for his money. If the business man does not receive a settlement from his customers, he is not in a position to pay the wholesale house, and the wholesale house cannot square up with the bank. An irksome and undesirable state of affairs is thus created, throughout the whole medium of trade and business relations by certain people well able to discharge small debts neglecting to do so. Do not procrastinate. Your bill may be small, but when several such amounts are owing the merchant, in the aggregate they total a large sum. It is well in these matters just to sit down and think.

"Do unto others as you would be done by and consider that if you were a merchant would you not sincerely wish all people to settle up with you. Now, carry this thought into action and practice. Business would lose one-half of its terrors, disappointments and drawbacks if customers at the beginning of each year would make an honest, earnest effort to liquidate all indebtedness. If you cannot do so entirely, do so in part.

"Canon Davidson's appeal is timely and much needed. It evidences an appreciation of business conditions too rarely referred to from the sacred desk, and reference to which will not be viewed by all good citizens other than in the light of excellent judgment and sound, practical, common sense."

THE ABOLITION OF CREDIT.

No more insistent problem confronts the retailer in Canada than the elimination of bad debts, and there is but one solution—the abolition of credit.

In the last generation the methods of business have entirely changed. Transportation systems have annihilated distances; catalogues have supplemented samples, and the facilities for doing every kind of business have increased enormously.

When we consider the conditions on the North American continent, the great momentum that exchange or trade has acquired is easily explained. Nearly one hundred million of the most energetic people on the earth are engaged for the most part in business, each animated with an intense desire to produce—a people to whom Carlyle's essay on work would be superfluous reading.

Holding the commanding position in this vast army of workers are the huge consolidations or trusts with practically unlimited resources. These shade down to the small joint stock companies, which, as a rule, are one man companies, and at the end of the chain we have the final distributor, the retailer.

As a matter of simple reason it would be logical to suppose that the conditions of credit exacted so vigorously by the trusts would be carried through all ranks of the commercial world, but the reverse is the case, and we find that the last link of the chain is weakest, and the retailer smallest in resources is the one most lax in the respect to his credit.

Examine the bad or doubtful accounts of our large institutions which issue annual statements and note the comparatively insignificant proportions compared with business transacted. The writer has in mind a huge industrial concern whose bad debts amounted to one thousandth part of one per cent. two years ago. We venture to say that not one retailer in America, doing a credit business, could make such a showing.

During the early periods of the country, when trade was not highly organized, credit may have been necessary, but to-day it is more than unnecessary—it is suicidal.

If the retailer wishes to be a leader, and if he desires to serve the entire trade of his district he must rigorously exact the cash payment, otherwise the mail order house, the larger centres, will absorb the best of his trade, and he earns, instead of a competency, a bare living, instead of an establishment, a precarious business.

CHECK YOUR SHIPMENTS.

A number of complaints have been made recently by jobbers at the growing laxity on the part of the retail trade in signing railroad receipts. Many a retailer sends his carter to the railroad station for a shipment of goods without impressing on him the necessity of checking the number of pieces and examining the condition of the packages before signing any receipts. The result is that in a number of cases a carter signs the receipt before he obtains the goods. Probably no check is made by the merchant himself for some days. When he finally does do it and discovers an error, he immediately writes the jobber to the effect that he is short a number of pieces or that the goods are damaged. When questioned in regard to the receipt given to the transportation company, he endeavors to be evasive and hints at the withdrawal of his custom unless the claim is settled to his satisfaction.

"A very pretty piece of business," one might exclaim, but it is surprising the number of cases that occur. A retailer would have a very [illegible] opinion of himself or staff if, when a sale of $25 was made, $24 was accepted as a settlement, $4 of which was bad money. Yet there is an analogy between a merchant who would do that and one who signs for something which he did not receive.

The manufacturers and jobbers in the United States have had so much experience along these lines that they will not recognize any claims of this nature, throwing the onus where it belongs—to the man who signed for the shipment. Nearly every invoice received from the United States has a slip attached bearing this inscription :

IMPORTANT.

Before accepting and receipting for the material called for by bill of lading herewith, please see that you get the correct number of packages and that they are in good condition.

If the shipment is "short" or the packages broken or damaged so as to expose contents to the weather, do not give the railroad company your receipt until after the station agent notes condition of the shipment on your express bill.

If you accept shipments from the railroad company "short" or damaged, you do so at your own risk.

Many merchants in Canada are stamping their invoices with a similar notation, and the larger firms refuse to entertain claims for loss or damage unless a proper receipt has been given to the transportation company.

In times like these, when the transportation facilities of the country are overtaxed, it behooves every retail merchant (especially those engaged in the grocery and provision trade) to make a strict check of all their shipments. It is one of the most important details of business.

LET US HAVE YOUR VIEW.

With a view to summing up comprehensively the outlook of the trade in Canada The Grocer is seeking the ideas of manufacturers, wholesalers, brokers, and others who are in close touch with Canadian business life, and hereby solicits letters on this subject. We should be very glad to receive any ideas you may have regarding this matter and purpose publishing in a short time an article covering the subject suggested. Let us have your opinion. If the majority agree with the views of several men of authority we have already heard from such an article should be of considerable value in restoring confidence to retailers and business men of Canada generally.

HOW TO GET TO THE TOP.

The man who does his work right is bound to get the head position because he has so little competition. In every line indifference and worthlessness are more in evidence than ability and worth to handle a business with willingness and despatch.

Consider the man who has brains and uses them to his employer's interest. This man is bound to be recognized as by close attention to work in working hours he will often stand out alone and sooner or later will attract the attention of his employer. So many young fellows are in the business because they must have money for their pleasures and excesses that the man who is interested in his work must surely rise to the responsible position. To build business—to sell goods or to manufacture them—these are the things, and the future of the man who will do his duty is assured.

Consider the man who feels himself above his work. He is getting perhaps ten dollars a week. He hasn't any new ideas for getting business and no ideal other than dressing above his income and shining in certain "social events" for the silly crowd of girls and men who make up his acquaintance.

He wonders why his neighbor is earning fifty or seventy-five dollars a week and because he refuses to see things right puts it down to pull. Pull sometimes helps a man to a position but "results" must be shown to hold a place.

Learn to do your work with your whole heart. During business hours keep your mind on your work and by absorbing such knowledge as will come your way you will not only find your work a pleasure but will fit yourself for a better position in the end.

This policy will, if followed, meet with success whether you are running your own business or working for another. Try to get in a line for which you have a natural liking; pay strict attention to business and your future is assured.

STOCK-TAKING SUGGESTIONS.

Immediately following the new year, stock-taking engages the attention of the merchant and staff. Unfortunately, as carried out in some stores, it does not serve its intended purpose. When the work has been completed and the inventory list prepared, the proprietor or manager is by no means certain that the figures he sees before him, and which are supposed to represent the relative positions of his business at that time, and the year before, actually perform their function.

The reason for this—or one of the reasons—is the carelessness of clerks in weighing and counting. In order to ascertain if proper care had been exercised, packages of goods with the stock-taking tickets still on had been re-weighed, and it was found that in one case a piece of goods marked 48 pounds actually weighed only 46 pounds, while another was almost as much astray in the other direction. It can be readily seen that discoveries of this character have a not unnatural tendency to shake the merchant's confidence in the accuracy, and, consequently, the value of his stock-taking sheets. The point we intend to convey is the necessity for impressing clerks with the importance of exercising the utmost care in weighing and counting.

Stock-taking affords an excellent opportunity for acquiring a thorough knowledge of the stock, and it is taken advantage of to get rid of the undesirable goods, those which, the longer they are allowed to remain, the more undesirable they become. Some merchants do not pay as close attention to this feature incidental to stock-taking as they should.

The Master Soap Specialty Co. has received letters of incorporation, to manufacture soaps and soap specialties. Its capital stock will be $150,000 and Toronto will be the head office and business centre of the firm.

*Grocery News from Coast to Coast

Grocers Elected to Municipal Offices in Several Towns—Business Steady and Encouraging—Grocery Trade News From the Atlantic to the Pacific.

GALT.

The merchants have been warned to beware of imposters who are using the names of local clergymen without authority in canvassing for help for the destitute.

* * *

Travelers arriving in Galt report a decided increase in business over the past month. They say that the public is gaining confidence in the financial position.

* * *

An unusually large demand for oranges is reported.

* * *

The article in The Grocer on Women Clerks was read with considerable interest by the trade in Galt. Lady clerks predominate in one store, and it is quite possible that the ladies will be given a chance to make good in others.

* * *

T. A. Rutherford, president of the Retail Merchants' Association, has been elected a school trustee.

* * *

The grocery trade in Galt is rapidly assuming normal proportions, as is also the case in Hespeler and Preston, and the merchants in these three towns are very optimistic concerning the future. The big boiler works of the Goldie & McCulloch Co., which have for some time been working only eight hours per day, on Monday resumed the ten hour schedule. An order for sixteen large boilers has been received from an eastern firm. It is thought to be only a matter of a short time before the other firms working short hours will return to the regular schedule. All of which goes to show the confidence of the manufacturers in the situation. If the manufacturers are confident, surely the public has every reason to follow suit.

* * *

Hunter, the baker, is issuing aluminum bread tickets, a fact which is greatly appreciated by the public. The ordinary cardboard tickets are a well known medium for the transmission of bacteria.

* * *

Will some of The Grocer correspondents give their opinion of the large quantities of green oranges at present being offered for sale. In Galt the market is very largely supplied with this unripe fruit.

* * *

The market on Saturday was fairly well attended, but high prices prevailed, and the buying was not as brisk as usual. In his inaugural address Mayor Patterson made the statement that a fund should be set aside to be used for advertising and developing the Galt market. The suggestion met with the approval of the market committee and will be acted upon.

* * *

A number of local grocers were interviewed regarding a probable slump, particularly in canned goods, as predicted by the Kingston correspondent, and in every case the local grocers gave it as their emphatic opinion that a slump was improbable.

BARRIE.

The very heavy snowstorms which affected our town in the early part of the week, and which left nearly two feet of the beautiful, have not crippled business any, in fact it has rather improved it. Our merchants seem to be in a good mood, as everyone was predicting such a poor trade from the late fall, most merchants bought sparingly for Xmas, and the holiday trade, but are now ordering quite freely, as they had a bigger business than last year, and in most cases have a very low stock. A bright smile also adorns the merchants' faces as they tell about the Grand Trunk Railway's new car shops and repair shops, which are to be built here in the early spring. It will mean about three hundred men, with their families, brought in from outside points and will mean quite an increase in our trade.

* * *

Just now one of the scarcest articles in the foodstuff line is butter, although at no very high figure, the price buyers are paying being twenty-five cents. The scarcity is put down to the poor quality which is arriving on the market. There seems to be a lot of butter coming in with a strong flavor of turnips, and when all this kind is culled out it leaves only a small percentage of number one dairy, which is salable, hence the scarcity of the good stuff.

* * *

New laid eggs are also very scarce, although there seems to be an increase from day to day in the arrivals, but just now even Mr. Merchant has to pay thirty cents a dozen for strictly new laid stock.

* * *

And fowl—just imagine, on Saturday last your correspondent saw chickens sold on our market at fifteen cents a pound, with heads on at that. Turveys only sold at fourteen. Ducks sold at thirteen and geese at 12½c. A few hens sold at 10c. a pound.

* * *

S. Cronan is opening a confectionery and ice cream business in the Johnson Block, lately occupied by W. Johnson.

* * *

Our best wishes go with William Colville, of "Comfort Soap" fame, on his "News trip" around the world. Billy is an old Barrie boy and we were very glad to see him keep his first place in the competition from the beginning to the end.

* * *

Bakageorge Bros., of the Olympic Candy Kitchen, have this week installed two lovely, eighteen-foot, silent salesman cases. They are certainly a credit to the owners.

> Barrie is expecting a large amount of new business with the building of the new G.T.R. shop.
>
> Chatham experiences more trouble from the market by-law.
>
> Toronto tells of a grocer who made a good thing selling oranges "by the peck."
>
> Galt's big factory has resumed full time work.
>
> A Peterborough grocer has been elected alderman.
>
> Belleville is blessed in having two grocers in its council. And it almost had another.
>
> Members of the trade in Kingston were interested in the municipal elections.

LONDON.

Travelers report trade on the whole good. Retailers are buying rather conservatively as yet, but they seem hopeful and the prevailing belief is that in a very short time business will be as good as, if not better than ever it has been. "There is no depression to speak of," said one well known commercial man, who is here from Winnipeg. "There is everywhere," he continued, "a very hopeful spirit. The money stringency is now practically passed, and the westerner is hopeful of better times. And mark my words, times will be better than ever before the end of the present year."

* * *

The regular monthly meeting of the Retail Grocers' Association, held on Wednesday evening last, was but slimly attended, owing, no doubt, to the stormy weather. The matter of holding a banquet was taken up, and a strong committee was appointed to arrange preliminaries. The committee is composed of President Harry Ranahan, Treasurer Ed. Ryan, and Thomas Shaw. The affair will likely come off the latter part of February or early in March. Another letter was read by M. Moyer, treasurer of the Dominion Retail Merchants' Association, regarding affiliation. The fact that London is not in

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

affiliation with the Dominion Association is considered by the latter a source of weakness, which would manifest itself in the event of its going before parliament for legislation, regarded as of benefit to the merchants generally. So convinced is the Merchants' Association of this fact that Mr. Moyer has expressed his determination to visit London and try to interest what grocers remain out of the local association in the larger body. The chief obstacle in the way of affiliation seems to be that the members of the grocers' association have never got over the belief that they got the worst of the deal in the closing up of the affairs of the Pure Food Show, held here a few years ago, and in which both associations were interested. It was left to Treasurer Ryan to reply to Mr. Moyer. The question of admitting grocery travelers to membership in the association was left over for a more largely attended meeting to consider.

* * *

O. B. Drake, grocer, Hamilton Road, has made an assignment.

* * *

J. Bloomfield, grocer, Dundas Street, is retiring from business, and will sell out his stock.

* * *

T. Jaynes, grocer, South London, was the only man in the trade who sought municipal honors, and although unsuccessful, made so good a run that he is inclined to try it again next year. It is suggested that Mr. Jaynes attend meetings of the association with more regularity and thus increase his circle of acquaintances.

* * *

Saturday was the biggest day retail grocers have had for a long time, some storekeepers declaring it to beat any day before Christmas. All seem hopeful as to the outlook.

* * *

The consumption of fodder within the city and throughout the county is estimated to have decreased fifteen per cent. in the past year. This is due to the high prices of all feed for cattle and horses and to extra care and economy. Secretary Ahren, of the Western Dairymen's Association, declared on Saturday that this was undoubtedly true of all parts of the province. With the increase of knowledge in the feeding of stock has come a tendency to substitute corn, oats, straw and turnips for the ordinary feed. This is taken to show how agricultural education is playing directly into the pockets of the farmers.

STRATORD.

For some time past lack of interest has characterized the meetings held by the Stratford branch of the Retail Merchants' Association. The branch is not defunct—far from it, but yet, although it has a pretty large membership, the meetings, as a rule, are not attended by as many of the members as should be present. The organization is a helpful one to every merchant in the city who belongs and those who do belong should make it a point to attend all the meetings, while those who do not belong to the association should not hesitate another moment in joining and making themselves members of this beneficial body of merchants. At these meetings the merchants get in touch with each other; business methods and interests are discussed and the members cannot help but receive some benefit.

On Thursday night last the annual meeting of the local branch was held and was addressed by E. M. Trowern, Dominion secretary of the R.M.A. For over an hour Mr. Trowern spoke to his audience on the aims and objects of the association; also the proposed legislations the association are endeavoring to have passed at the Ontario and Dominion Parliaments in the interests of the Retail merchants. The talk was interesting, inspiring and beneficial.

In closing, Mr. Trowern urged the Stratford merchants to work together. Cut out this keen competition. It was utter folly for merchants to cut prices—cut each other's throats—and yet he ventured to say that that was what was wrong in Stratford. There were some merchants who thought that by buying goods at 9 cents and selling at 10 cents they were making good profits. They were not. Instead, they were losing money. He advised the local retailers to get together and discuss matters so as to get from their businesses good living profits.

At the close of the meeting the following officers were elected for the ensuing year: President, C. N. Greenwood; 1st vice-president, R. S. Jones; 2nd vice-president, C. Welsh; secretary, E. A. Rea; treasurer, A. Johnston; auditor, T. Hislop.

* * *

C. McIlhargey, proprietor of the Stratford Wholesale Co., has again been elected by the ratepayers to represent the city on the city council.

* * *

The perfect weather and splendid sleighing resulted in a large market on Saturday, farmers and citizens turning out in large numbers. There was a large supply of apples, potatoes and fowl, all selling at the usual prices. Eggs were purchased at 29c a dozen, and butter sold for 27c and 28c per lb.

CALGARY.

The lull in business which invariably succeeds the Christmas season is now passing away and the temporary dullness is disappearing.

* * *

Fine weather is the order of the day, the thermometer registering from 35 to 40 with a regularity which is becoming tedious. There is no snow and consequently no sleighing, and building operations are in full swing.

* * *

The Standard Soap Company has temporarily closed its big works during the construction of its new glyverine plant. This important addition to the company's plant is about completed and the works will start up again in full blast this week. Last year it was found necessary to double the capacity of the soap plant, and with the addition of the glycerine plant, the Standard Soap Company has one of the best and most complete factories in Canada.

* * *

Eggs and butter are still scarce here and in an editorial, dated to-day, the Calgary Daily Herald calls attention to the egg question. The article commences with: "Why should new laid eggs be selling in Calgary at from 50 cents to $1 a dozen with scarcely any obtainable? And why should thousands of dozens of Ontario eggs have to be imported into this city every year?"

TORONTO.

How's this for an original idea in advertising? As readers of The Grocer are aware, oranges have been selling at bargain prices for some time. A Parkdale grocer hit upon a good idea for selling them. Usually grocers stick a card over the oranges giving the price at so much per dozen. But this grocer went farther and added something which arrested attention immediately. Over a particular variety of oranges in his window he placed a card with the announcement, "Oranges, 10c per doz. or 15c per peck." Did it sell the fruit? Just ask that happy grocer who traces the sale of 25 cases in a few days to that advertising "stunt." The oddity of oranges being sold like potatoes sunk deeply into the minds of passers-by. It immediately suggested a good "buy" and consequently away went the oranges. It pays to advertise in a novel way and it also pays to use your store window for its true purpose, and that is, to attract transient trade and hold your regular customers.

* * *

Talking about store windows it is a pleasure to note the increasing attention which is being paid to this very valuable feature of every grocery. This is evident in all parts of the city. Not only the big down-town grocers, but the smaller ones off the main thoroughfares are paying more and more attention to their window displays. Some very attractively decorated ones were in evidence during the holiday season.

* * *

Along King St. east, at Kew Beach, there are some bright grocery stores which are a credit to their owners. They are all comparatively new since this section of the city has never been inhabited to any extent except during the summer months. Consequently summer is the banner time of the year for these grocers, the rest of the year being rather dull. However, conditions are changing and people are beginning to live there the year round. As a result the grocers are hopeful in regard to the future and, no doubt, will find their trade yearly increasing.

* * *

Kew Beach can boast of a model grocery, the property of W. H. Snell. Another branch is situated at East Toronto. But the one at the Beach is hard to beat. The interior has all the latest fixtures and devices for displaying goods and economizing its time and money. Everything around the shop is just so. The building was built with an eye to conveniences and it certainly has been accomplished. A big order

business is done among a high class of customers and on cash principles. A cash discount system is employed in a successful manner. In addition to the usual contents of a grocery store, a full line of confectionery is carried profitably. It would pay more grocers if they would see fit to handle such goods.

* * *

A few months ago a new grocery was started by J. Skelton, which, though not as elaborate as others, is kept in good order. Whitelock's grocery is also a likely-looking place and doing a good trade.

* * *

Another young firm which is making things hum at the Beach is Stennett Bros. Though only about three years in business these grocers are building up a substantial trade. Each year shows a marked increase. As far as possible a strictly cash business is carried on. Close care is given the windows which are changed often and used to good advantage. Sand and dust in the summer months are a great nuisance to these as well as the others grocers.

KINGSTON.

Kingston is quiet again now that the Christmas and New Year's trade is over and the municipal elections off. Dr. Ross defeated R. H. Toye, baker, for mayor, by 471. The bread question was brought against the baker and the needed support failed to raise him to the exalted position which he felt entitled to after fourteen years of hard work for this city.

* * *

H. N. Robertson, traveler for Geo. Robertson & Son, grocers, beat Jos. Tait, contractor, by about 200. Bert is good on the canvas.

* * *

The same old trouble which occurs every winter is on us again. What's the matter with the butter? Why don't the farmers stop feeding turnips? Does ensilage taint? They seem to think at our dairy school that neither pasteurizing nor anything else will work out the flavor caused by feeding turnips. Too bad, but what's to be done? Orange meat and corn flakes are too dear for cattle, so I guess we will have to wait for grass.

* * *

Mr. Stonehouse, of Port Perry, is again assuming control of the butter department of our dairy school. He is a competent man and popular, and is bound to advance.

* * *

The purchasing of N. P. Woods' stock by Marshall Reid did not materialize. Marshall is negotiating with Hodgson Bros. for the store on the corner of Division and Union streets. He speaks of enlarging it. Mr. Reid occupied this store before and no doubt sees possibilities ahead.

* * *

The grocers do not hold any more meetings like they used to and they are the poorer for it. When they met regularly opinions were exchanged and topics discussed, such as "Early Closing, "Dead Beats," "Picnics," "Market By-laws," "Trading Stamps," etc. The only meetings are when Jim and a few meet on the market and chat about frenzied finance, etc.

* * *

The by-law for road improvements voted on by the people, passed by a large majority, so when the work is completed, you can come along with your autos.

* * *

Gas for fuel and lighting purposes is reduced to one dollar. It will be a grand thing when you can run your furnace with gas and escape the dust and ashes. Kingston's magnates are talking about heating buildings by steam from a central plant—a fire plant, I guess. It is green yet, but may turn red by next autumn.

* * *

Chas. Saunders, who changed his business from credit to cash, is well pleased with the change. No books, no disputes, all cash. Ideal ideal.

* * *

Hard to get a good tea less than 20c any more to run at 25c. Those who put up package teas can't make much on their 25c lines, unless they had stock on hand.

* * *

A lady telephoned to every real estate man in the city the other day for a house, furnished or unfurnished, from $10 to $15 a month, and she was not successful. Speaks well for Kingston, but hard on her.

* * *

A lot of canvassing for orders is done by local retailers. It is better to let the people come to you, and the best houses here do so. Canvassing means more credit and more work.

* * *

Many grocers have nice stores, but the arrangement of goods is anything but tasteful. They get into a rut and when you look in a year hence you see the same goods in the same place. Re-arrange your stock and make your store look different at least once a month. It will help sell your goods. People notice these changes and comment on them, for people do talk.

* * *

Nearly all the toll gates have been bought up by the county, after years of fighting, and now you can travel without being held up.

* * *

Quite a lot of complaints are coming in about canned goods tasting of the tin and sometimes of an acid flavor.

* * *

A. Rankin, Collinsby, is doing a large trade here in flour and feed. He has a fine mill and the best machinery money can buy.

BELLEVILLE.

Both the retail and wholesale grocers of this city and district inform your correspondent that business has been both brisk and profitable so far during the winter months. In fact, they say that they have hardly felt the money stringency which has been reported in so many places. This city has been quite fortunate so far as the calls upon the charitable organizations were concerned, despite the fact that the city has so many new arrivals from the Old Land. The closing down of the rolling mills in December has necessitated the grocers doing a considerable credit business but they have implicit faith in their customers, as they are nearly all married people, and work will soon resume.

The municipal elections created considerable interest here, owing to the fact that there were three grocers seeking election. Two of them were victorious, while our old friend John Harker lacked but a few votes of being elected. The two elected were William Panter and A. S. Vermilyea, both members of last year's council. Both were well up in the list. At the inaugural meeting, held on Monday, Jan. 13, Alderman Panter was appointed chairman of the public works committee and Alderman Vermilyea was again appointed chairman of the waterworks committee.

M. A. McCrodan, grocer, did not seek re-election this year, as he found he could not attend to his increasing business and do his duty to the council. His intimate friends, however, state that his better half had a lot to do in inducing him to give up civic affairs.

ST. CATHARINES.

John Killroy has purchased the premises at the junction of Welland avenue and Niagara street, the property formerly owned by the late Mr. Prowton, and has embarked in the general grocery and green grocer trade.

* * *

John W. Timmons, one of the young and enterprising grocers, on St. Paul street, who was the principal dealer in early foreign fruits and vegetables, has been compelled to close his doors.

* * *

The canners are already in the field to make contracts for the coming season's work, so that the producer can regulate his business accordingly. A new variety of potatoes that has been propagated by one of the most prominent farmers and fruit growers has come into vogue and its yields had been so enormous this last autumn that it will be the staple for the next year's growth.

* * *

Good roads has been the agitation for some time back in Grantham township, and the recent municipal elections hinged on that point. The reeve for 1907 had been a prominent worker for good roads, but he was met with obstacles, which, when election day came, he, as it were, snowed his opponent under. Mr. Arbithnot, the re-elected reeve, is one of the progressive men of his municipality and he had co-workers who were bound to make Grantham the banner township for good roads. A great many hundreds of dollars were spent in the year 1907 on roads, and during the coming season something like thirty thousand dollars will be spent in completing the works that have been promoted.

PETERBOROUGH.

George A. Gillespie, of the grocery firm of White & Gillespie, is now an alderman of the city of Peterborough, Mr. Gillespie was induced to enter the field by a large number of friends, and polled a great vote, coming second from the top of the list. He was only eleven votes behind the man who headed the poll. Ald. Gillespie should make a good representative. He is vice-president of

the board of trade and is prominently identified with the Peterborough Cheese Board. He is being heartily congratulated by his many friends in the trade on his election to such an important position.

* * *

Ex-Ald. E. F. Mason, who is a prominent local grocer, was also nominated for the council, but did not remain in the field. Mr. Mason's friends were sorry that he could not be induced to stand.

* * *

Trade has been somewhat quiet since the holidays, but grocers report that it is well up to that of former years. The Christmas trade was well up to the average, in fact, some grocers report it better than in former years.

* * *

Ald. Gillespie, of the firm of White & Gillespie, attended the annual convention of the Eastern Ontario Dairymen's Association in Picton last week. He states that the convention was one of the most successful in the history of the association. Mr. Gillespie was elected to the directorate, representing the Peterborough district.

NEWCASTLE.

Robert A. Loggie, Wallace W. Loggie, Mary Loggie, Elizabeth Alice Loggie, and Robert Murray, M.P.P., are applying for incorporation as the Miramichi Fish Company. Their object is to carry on a general fishery business in this province. The proposed capital stock is ninety-nine thousand dollars.

* * *

Thomas. Maltby, late chief clerk in Mayor Miller's grocery, has engaged with Baird & Peters, wholesalers here.

* * *

Reports from all sections indicate that the price of hay is coming down at a rapid rate. In the fall those who had hay to sell held it at almost fabulous prices—anything under $15 a ton was laughed at. But now the best pressed hay can be bought for $13.50.

* * *

The year 1907 resulted in a serious interruption in the successful prosecution of the potato business. A larger acreage than usual was planted, blight and rot became general and the yield and quality was bad.

* * *

The salt springs, together with 1,400 acres of land, at Plumweseep have been purchased by an English company, who intend placing the salt industry in this province on a firmer footing.

LEASES NEW YORK WAREHOUSE.

Lipton Interests in United States Secure New Premises in Heart of Wholesale District.

The following paragraphs from a recent issue of the New York Commercial gives a good idea of the growth of this English company's business in America:

"A lease of the building at the corner of Hudson and Franklin Sts, now occupied by the firms Bennet & Sloan and Bennet, Day & Co., has been secured by Sir Thomas Lipton. The lease covers a period of 20 years and the rental aggregates $325,000. The Lipton interests will use the structure as a warehouse, the object in securing the location being to maintain permanent show-rooms in the centre of the grocery district.

"Occupation of the building will be effected on May 1 next. Of the present tenants, Bennet & Sloan, tea merchants, have secured quarters in a new building at the corner of Hudson and Hubert Sts. Bennet, Day & Co., nut and fruit importers, have mad no plans for removal. The matter of erecting a new building in the district is under consideration. This firm has occupied the premises for 18 years."

DOMINION PHARMACAL CO. ASSIGNS.

Toronto Patent Medicine Concern Recently Organized Goes to the Wall.

The assignment of the Dominion Pharmacal Co., of Toronto, who have been manufacturing and extensively advertising the patent remedy "Brick's Tasteless," since their organization last June, was announced on Tuesday. The failure is supposedly due to the extravagance of the management and difficulty in securing financial consideration. The liabilities are given out as $15,000 with $18,000 assets.

MAPLE LEAF MILLS BURNED.

Large Flour Mill at Kenora Destroyed on Tuesday Night.

The Maple Leaf Milling Co.'s mill at Kenora, one of the largest and best equipped mills on the continent, was destroyed by fire late Tuesday evening. An elevator adjoining was also damaged. The loss is placed at $500,000 and is said to be fully covered by insurance.

The Maple Leaf Milling Co. is a branch of the Hedley, Shaw Milling Co., of Toronto.

CANADIAN EXHIBITS AT LONDON.

Government Making Good Accommodation for Manufacturers at Franco-British Exhibition.

The Canadian Government has in course of erection a large special building for the accommodation of Canadian exhibits at the Franco-British Exhibition, which opens in London, England, May 1 next.

The Government part of the display will consist of exhibits of the natural resources of Canada, such as agricultural products, minerals, forestry, fish and game, horticulture, dairying and food products. There will be accommodation reserved for the display of Canadian manufacturers and where acceptable exhibits are offered, very generous treatment will be accorded them by the Government.

Applications will be received up to the end of the present month and enquiries should be addressed to Mr. W. A. Burns, Exhibition Branch, Department of Agriculture, Ottawa.

NEW FOOD AND WEIGHT INSPECTORS.

Recent Appointments of Interest to Grocery Trade.

The following appointments made by order in council were handed out at Ottawa last week:

J. L. Cruickshank, of Toronto, has been appointed assistant inspector of weights and measures for the district of Toronto.

John Talbot, of London, has been appointed food inspector for the counties of Brant, Norfolk, Oxford, Wellington, Waterloo, Middlesex, Lambton, Elgin, Essex and Kent.

Other appointments are as follows: Harry M. Wood, of Milkbrook, Ont., to be deputy collector of inland revenue at Port Hope; F. H. Butler, Windsor, to be assistant inspector of weights and measures for the district of Windsor; E. B. Parksinson, Vancouver, to be collector of inland revenue for the district of Vancouver; J. E. Miller, Vancouver, to be district inspector of inland revenue for the Province of British Columbia.

HAVE YOU THOUGHT ABOUT THIS?

Keep your hands clean. Dig under your finger nails. Never mind if it takes time. It pays. Women are critical right here. The sight of a man handling butter or cheese with dirty finger nails is disgusting. It's enough to queer a sale, and it does lose sales many and many a time. Don't allow it to happen with you. The rule holds good in every department. It's one of those small-big details that count.

TRADE NOTES.

H. C. Garner, grocer, of Toronto, has made an assignment.

J. A. Campeau, general merchant, of Leeds, Que., has assigned.

Jos. Quesbel, Montreal, has sold his grocery to J. A. O. Mallette.

Mackie & Lecky, general merchants, of Battleford, Sask., have assigned.

Sam Walker Hamilton, has taken over the grocery business of H. Baker.

T. Legault & Co., general merchants, of Sturgeon Falls, Ont., has assigned.

Crawford, Weeks & Graydon, Strathcona, Alta., have opened a new grocery.

Miller & Soyki, Langenburg, Sask., have succeeded the Soyki Co., merchants.

Thos. White, Bowmanville, Ont., has taken over the grocery business of C. L. Brown.

W. D. Beattie, Essex, Ont., has sold his grocery and crockery business to Geo. Rounding.

"NO SIMILAR TROUBLE."

In the article regarding the matter of tea inspection in Toronto in last week's issue, a typographical eror caused J. W. Musson, of Geo. Musson & Co. to appear to have said that he had heard of delay in tea inspection in Toronto. The paragraph should have read: "We have heard of no similar trouble in Toronto." We sincerely regret the error.

Markets and Market Notes

Business Generally Very Encouraging and New Year is Opening Out Well—Grocery Markets Continue Steady With Slight Changes in a Few Staple Lines.

QUEBEC MARKETS

POINTERS—
Sugar—Firm.
Prunes—Strong.
Nuts—Easier.
Furs—Firmer.

Montreal, January 15, 1908.

Wholesalers report very favorably on the trade of the past week, and judging from orders already in and coming trade during the first of the year will not in any sense be dull.

The recent advance in sugar does not seem to have had any effect on the market, for the tone is very firm.

The butter and egg markets are firm, with a very active demand for finest fancy butter. New cheese advanced half a cent this week over last week's prices.

TEA—The demand has been good, prices remain firm, no change noticeable.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingauey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The market is featureless with no changes apparent.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio. No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

SUGAR—Demand continues strong. Late advance does not seem to have affected the market. The usual easing-off noted in January in past years has not been felt this year.

Granulated, bbls	$4 10
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
50-lb. boxes	4 80
Phœnix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — Business is quiet on a steady market.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Only a nominal amount of business is being done at steady prices.

Pure maple syrup, bulk, per lb	0 07	0 08½
Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09

DRIED FRUITS—There is a fair demand for Valencias. Prunes are in great request. The market is generally strong with a slight advance noted in some lines.

Currants—		
Filiatras, uncleaned, barrels		0 06½
Fine Filiatras, per lb., in cases	0 06½	0 06¾
" " cleaned	0 06½	0 07
" " in 1-lb. cartons		0 07½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07½	0 08½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 05½
Selected, per lb		0 06½
Layers, "	0 06½	0 07
Dates—		
Hallowees, per lb		0 05
Sairs, per lb	0 04	0 04½
Packages "	0 06½	0 06½
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		0 12
Choice seeded, 1-lb. pkgs	0 11	0 11½
Loose muscatels 3 crown	0 10	0 11½
" " 4 crown	0 11	0 11½

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s		0 11
" " " 40-50s		0 10
" " " 50-60s		0 09½
" " " 60-70s		0 09
" " " 0- 0s		0 08½
" " " 90-100s		0 08

NUTS—Walnuts declined half a cent on last quotations.

SPICES—Trade has been good, but no advance is expected.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—There is no change in last week's prices.

B rice in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 6½	0 07½

EVAPORATED APPLES—A decline of a cent is noted this week under better supplies.

Evaporated apples	0 08½	0 10

BEANS—Firm prices are holding with good business.

Choice prime beans	1 90

RAW FURS—The fur market is firmer, with a tendency to higher prices in evidence.

Mink	4 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—Demand continues good in all lines with the opening of the New Year's business.

TORONTO—Business is brighter than for several weeks and goods are going out at an encouraging rate. A few complaints are heard from retailers of spoiled goods; some tasting of the can, some with an acid flavor, but this cannot be confirmed.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 20	1 17½
" preserved, 3's	1 42½	1 40
" standard gal	3 27½	3 25
" preserved, gal	3 97½	3 95
Blueberries—		
2's, standard	1 17½	1 15
2's, preserved	1 67½	1 65
Gals., standard	5 17½	5 15
Grapes—		
2's Preserved	1 52½	1 50
Gals Standard	3 77½	3 75
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack		7 65
Gals., red, standard		5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard		5 90
Gals. " solid pack		8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard		6 75
Gals., solid pack		8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	2 17½	2 15
2's, yellow	2 37½	2 35
2½'s, yellow	3 27½	3 25
3's, yellow	3 62½	3 60
3's, yellow (whole)	3 02½	3 00
2's, white	2 32½	2 30
2½'s, white	3 22½	3 20
3's, white	3 57½	3 55
3's, not peeled	1 77½	1 75
Gal., pie, peeled	7 52½	7 52
Gal, pie, not peeled	5 52½	5 50
Pears—		
2's, Flemish Beauty	1 52½	1 90
2½'s, Flemish Beauty	2 27½	2 25
3's, Flemish Beauty	2 42½	2 40
2's, Bartlett	2 12½	2 10
2½'s, Bartlett	2 47½	2 45
3's, Bartlett	2 52½	2 60
3's, pie	1 7½	1 45
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 77½	3 75
2's, light syrup's		1 40
3's, " "		1 95

ESTABLISHED IN 1842

66 Years in Business

This is a very good record, isn't it ?

We have some splendid values in all class of goods, more specially in

TEAS

How about your stock ? We have nearly

5000 PACKAGES

to be cleared before spring, including

Japans, Siftings and Fannings,
Indian, Black and Green,
Ceylon, Black and Green,
Pea Leaf and Pin Head Gunpowder,
Young Hyson, etc.,
(Bulk and Packages.)

During January and February, we will pay freight to any railway station, in quantity of 5 packages or more.

They Possess Quality, Strength and Aroma

HERE IS A BARGAIN

100 cases extra fine Peas	(100 white tins)	per case,	$13.50
100 " Pois Moyens	(100 white tins)	" "	9.00
100 " Fine Mackerel, 1s tall		" doz.	1.00
100 " Thistle Whole Peaches, 3s		" "	3.00
400 boxes G. & S. Prunes, Santa Clara, 90/100, 25 lbs.		per lb.	.06

FIRST IN FIRST SERVED

SAMPLES FURNISHED ON APPLICATION "PROMPT SHIPPERS"

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS and IMPORTERS of TEAS, WINES and LIQUORS.

2, 4, 6 and 8 DeBresoles Street, - Montreal

Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
whole	2 82½	2 80
Plums, Damson—		
2's, light syrup	1 32½	1 30
3's, light syrup	1 87½	1 85
2's, heavy syrup	1 47½	1 45
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Gal., standard	3 62½	3 60
Plums, Lombard—		
2's, light syrup	1 37½	1 35
3's, light syrup	1 9	1 87½
2's, heavy syrup	1 52½	1 50
2½'s, heavy syrup	1 87½	1 85
3's, heavy syrup	2 12½	2 10
Gal., standard	3 82½	3 80
Plums, greengage—		
2's, light syrup	1 42½	1 40
2's, heavy syrup	1 57½	1 55
2½'s, heavy syrup	1 87½	1 85
3's heavy syrup	2 15	2 12½
Gal., standard	4 12½	4 10
Plums, egg—		
2's, heavy syrup	1 85	1 82½
2½'s, heavy syrup	2 15	2 12½
3's, heavy syrup	2 47½	2 45
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50

VEGETABLE

Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red		1 10
2's, whole, " "		1 00
3's, sliced, " "		1 35
3's, whole, " "		1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's	0 97½	0 95
Gal., on cob		4 90
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Turnips—		
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Succotash—		
2's	1 27½	1 25
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 07½	1 05
3's, all kinds	1 27½	1 25
Gals., all kinds	3 77½	3 75

Baked Beans—	Per doz.
1's baked beans, plain, 4 doz	$0 50
1's " in tomato sauce, 4 doz	0 50
1's " in Chili sauce, 4 doz	0 50
2's " plain	0 80
2's " in tomatoe sauce	0 80
3's " in Chili sauce	0 80
3's " plain	1 00
3's " in tomato sauce	1 00
3's " in Chili sauce	1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe Clark's, etc.

Catsup—		
2's tomato catsup, tins,	Red Cross	0 75
2's "	Delhi	0 85
Gal. "	Aylmer	5 00
Gals. "	" (screw tops)	5 50
Gal. "	" Tiger	4 50
Gal. "	kegs (10 gals.), per gal	0 45
Gal. "	jugs	8 00
½-pts "	Delhi "New Process"	1 00
" "	Aylmer, "Canada First"	1 00
" "	Simcoe, "Lynn Valley"	1 00
" "	Lalor, "Monarch"	1 00
" "	Delhi, "Epicure"	1 20
Pts. "	Delhi, "Epicure"	1 90
Pts. "	Red Seal	1 50
Qts. "	Delhi, "Epicure"	3 00
" "	Red Seal	3 00
" "	Delhi "New Process"	3 00
" "	Aylmer, "Canada First"	2 00
" "	Simcoe "Lynn Valley"	2 00
" "	Lalor, "Monarch"	2 00
Tiger		5 17

ONTARIO MARKETS.

POINTERS—

Sugar—Firmer.

Evaporated Apples—Easier.

Canned Goods—Moving well.

Produce—Firmer.

Toronto, Jan. 16.

Business continues to be encouraging in the grocery markets, with demand opening well. Wholesalers almost without exception express themselves as very well pleased with the amount of business passing and with the general outlook for the next two or three months. Almost every man on the street reports his business so far this year ahead of the same period in 1907. This seems to bear out the opinion expressed a couple of weeks ago that grocers' stocks are light.

And the financial side, also, seems to be pretty fairly satisfactory. Collections continue fairly good and there seems to be no lack of money evident among the majority of the retailers.

TEAS—There has been no change in the critical situation during the week, everything pointing to a continuation of the present high prices. Nothing of interest has developed in the local markets.

COFFEE—There is nothing new in local markets. In summing up the situation abroad, Willett & Gray say:

It is now seen that the financial crisis was the cause of rather poor seaport deliveries for the month of December, but even so, the average of the first six months of the season is one million, five hundred thousand bags a month withdrawn for consumption in Europe and the States, equal to 50,000 bags a day. The interior must continue to draw supplies from the seaports on the same scale to satisfy actual necessities, as the port deliveries point more closely than ever to the amount of coffee consumed. During the money stringency the hand to mouth buying was more rigidly observed, and now that the general financial condition is clearer, money easier and confidence returning, it is not to be wondered at that a general inquiry for actual coffee is coming in from the interior.

Reports from different quarters show that stocks are lighter than ever, so the trade here and in Europe must buy supplies equal to the daily 50,000 bags of coffee required for consumption, which introduces the strength of the actual position and shows how it will grow stronger from day to day. The daily receipts are running small and the combined arrivals of Brazilian and mild coffees fall far short of daily consumption, so that the influence of supply and demand is the strong natural feature to be considered, and on this account coffee should do a great deal better. The price is low, crops are small and consumption heavy and constantly increasing.

SUGAR—The local market is very firm, even on top of last week's advances. There was an advance of ten cents in New York on Wednesday, but at the time of writing this had not been reflected locally. Prices, however, may have advanced before this reaches our readers, though as far as can be judged, the present basis will probably be maintained for this week at least. Reports of wet weather in Cuba seem to be somewhat responsible for the stronger feeling in New York, but various reasons may contribute to the situation.

Willett & Gray, in their weekly Journal, dated Jan. 9th, say of the situation in raws:

"The features of the week have been a number of quiet transactions in new crop Cuba centrifugals, showing at the close an advance of 1-16c in cost and freight, and 9c per cwt. in spot quotations—say to 2 9 16c c. & f. and 3.94c, duty paid. Also, the first estimate of Cuba crop by Messrs. Guma-Mejer, of 1,165,000 tons; also an increase in centrals grinding from 24 to 70 this week, and an increase in receipts from 2,000 tons to 9,000 tons. Also, the very interesting annual statistics of the sugar trade of the United States, given in this paper. The hearings on the Philippine tariff bill are delayed until about the 20th instant, and the suggestion made by us in preceding papers, regarding reciprocity between Japan and the Philippines, is receiving attention in Washington."

The world's visible supply is estimated this week as follows:

Total stock of Europe and America, 3,177,242 tons, against 3,202,558 tons last year at the same uneven dates. The decrease of stock is 25,316 tons, against a decrease of 56,458 tons last week. Total stocks and afloats together show a visible supply of 3,217,242 tons, against 3,292,558 tons last year, or a decrease of 75,316 tons.

The following table shows the fluctuations of Canadian refined during 1907. Quotations are given on a basis f.o.b. Montreal:

Quotations on	Extra Standard Granulated.	No. 1 Yellow.
1st January	430	3.90
8th January	420	3.80
27th February	430	3.90
11th April	4.40	4.00
6th May	4.50	4.10
15th May	4.60	4.20
18th June	4.50	4.10
9th July	4.40	4.00
22nd November	4.30	3.90

Toronto prices quoted at time of writing are as follows:

Paris lumps, in 50-lb. boxes	5 45
" in 100-lb. "	5 35
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 35
Berlin granulated	4 40
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—A steady staple business is being done, with no new features.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	

Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60

Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons 6 to case	4 80
½ " 2 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

DRIED FRUITS—Business locally is somewhat quiet, though steady. A cable from Patros in regard to currants, to a local broker, on Wednesday says :—"The market is active and a stronger tone is evident."

Prunes, Santa Clara—	Per lb		Per lb
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06½	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50-lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½ Citron	0 21 0 22
Orange	0 11	0 12	
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 13 0 15
Tapnets, "			0 03½ 0 03¾
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07	0 07½ Vostizzas	0 09 0 09½
Patras	0 08	0 08½	

Uncleaned, ½c less.

Raisins—	
Sultana	0 10 0 11
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new	0 06½ 0 07
Seeded, 1-lb packets, fancy	0 12
" 16 oz. packets, choice	0 11½
" 12 oz. " "	0 09
Dates—	
Hallowees	0 05 0 05½
Sairs	0 04
Fards choicest	0 08 0 09
" choice	0 08½

NUTS—An easier feeling is evident, though prices remain steady.

Almonds, Tarragona, per lb	0 [illegible]
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—Business is still quiet at regular quotations. Firms speak favorably, however, in comparison of the year's business with the same period in 1907.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 25
Cinnamon		0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 22	0 25
Allspice		0 15
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

RICE AND TAPIOCA—A steady jobbing business is being done, with no new features evident.

	Per lb.	
Rice, stand. B	0 03¼	0 03¾
Rangoon	0 03¼	0 03¾
Patna	0 05	0 06
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 07½	0 07¾
Carolina rice		0 10
Tapioca, medium pearl		0 07

BEANS—The tone of the market is slightly stiffer this week and a somewhat larger amount of business is being done, though prices are still at last week's level.

Beans, hand picked, per bush	1 60 1 75
" prime No. 1 "	1 50 1 60
" Lima, per lb	0 07

EVAPORATED APPLES—Prices are a shade easier, with larger stocks on hand.

Evaporated apples	0 80 0 08½

HIDES AND WOOL—The market is still very dull. There is good demand for fall hides, but dealers have none of this variety in stock. Prices are unchanged.

Hides, inspected, cows and steers, No. 1	0 05
" " " No. 2	0 04
Country hides, flat, per lb., cured	0 04 0 04½
Calf skins	0 07 0 08
Kips	0 06
Lamb skins	0 70 0 80
Horse hides, No. 1	2 25
Rendered tallow, per lb.	0 05 0 06
Horse hair, per lb	0 27
Wool, unwashed	0 10
" washed	0 20
" rejections	0 15

L. Jodouin & Co., general merchants, of Mattawa, Ont., have assigned.

Ed. Lefrancois and A. Pelletier, general merchants, of Ste. Anne Des Monts, Que., have made assignments.

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Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

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which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited

REGINA, CANADA

Choicest Cured Meats
AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham — **Rolled Bacon**
Boneless Prepared Bacon — **Pure Lard**
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Finest Baker's Shortening, etc.

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

CHEESE

We can interest you in this line. Note the markets and see how prices are advancing. We would not advise buying on speculation, but you cannot do better than buy now for what you may require. Our stock includes White and Colored Canadians, both in large and twin sizes. Canadian and English Stiltons, in prime condition. Limburger, both imported and domestic.

Our travellers start out this week. We shall be pleased to have you book sample orders with them.

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Hamilton, Ont.

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HAM AND BACON

has never yet been excelled for purity and flavor. It is the kind of Ham and Bacon that will keep your old customers with you and draw new custom perpetually. Why not give it a trial ?

We have no retail stores.

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LIMITED
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Provisions of Purity

are necessary in these days of pure food agitations. You make no mistake when you go to your customers with the "purity" argument. The best argument of the quality which can be attained by provisions is to sell your customer

Ryan Brand Provisions

They are convincing proof of the deliciousness of purity. The government food inspector has declared Ryan Brand to be perfectly pure.

Write Now for Prices!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Produce Markets Generally Frmer— Cheese is Slow, Butter Stronger, Poultry Scarce—Hog Markets Weak and in Critical Condition.

CHEESE AND BUTTER BULLETIN

A slightly firmer tone is evident in the butter markets this week. The total receipts for the week ending Jan. 11th were 1,613 boxes, as against 1,412 in the same week last year. The total amount received since May 1 is 407,519 packages, in comparison with 601,933 for the same period a year ago.

The cheese markets also appear to be slightly stronger, an advance of ¼-cent on "new" being noted.

Receipts last week show a remarkable falling off, the aggregate being only 41 boxes in comparison with 857 for the same week in 1907. Total receipts from May 1 to Jan. 11 were 2,053,019 boxes, as against 2 348,577 boxes during the same period last year.

THE PROVISION SITUATION

The Canadian hog market still continues inactive and very uncertain in tone, though deliveries last week were much more satisfactory than they have been for some time. This condition is merely a reflection of conditions prevailing in practically all the world's markets. The continued depression in the American market has considerable effect on conditions in Great Britain and this, coupled with the fact that a severe snow storm in Denmark crippled operations there, cutting down deliveries to 27,000, about a third below the average, made the English market very weak and quiet.

At the prices offered here deliveries have been much freer and businss is perhaps a little brisker than at last reports. Prices are on the same levels as last week, viz., for f.o.b. stock $5.50, fed and watered, $5.80 and for stock off cars, $5.90 to $6.

Deliveries in the United States have also been very free and prices have kept up to their former level, under large export business as is shown in the following review from the New York Journal of Commerce:

"The past week has seen very sharp increases in receipts of hogs, though prices of hogs have not declined heavily, as packers have had to buy too freely to fill old sales and replenish depleted stocks of lard which are nominal, though of meats they are increasing and liberal.

"There has been very little export demand for meats or lard, though the light offerings of the latter may have prevented the demand. There has been a better demand for home consumption at the late decline in bellies, and in some weights of hams, mostly medium. But the chief demand has been for green meats, bellies here and hams at the West, of which the offerings have been scarcely equal to the demand, notwithstanding the heavy receipts of hogs, indicating that curers' stocks of both are getting very low, and that they have been obliged to buy for current consumption. There has been no other feature in the spot market, but futures have been quite active, being firm early in the week on covering of shorts and apparent bidding up of prices by packers in order to sell. Later in the week that support was withdrawn and the packers did not take its place, resulting in a decline, quite sharp for a couple of days. The feeling in the trade is growing more bearish as the receipts of hogs have been at all points largely increased, though it is a surprising fact that the weights are still running light. New York exports of pork have been more liberal, nearly 2,000 bbls. for the week, while bacon exports have been quite liberal on old contracts and lard between 6,000 and 7,000 tierces."

MONTREAL.

PROVISIONS—A stronger demand is noted this week. Prices are firm with a slight advance in Canadian pork. Bacon has a better tone.

Lard, pure, tierces	0 11½	0 12½
" 56-lb. tubs	0 12½	0 12½
" 20-lb. pails, wood	0 12½	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12½	0 13
" " 3-lb. "	0 12½	0 13
Lard, compound, tierces, per lb.	0 09½	0 10½
" " tubs	0 09½	0 11½
" " 20-lb. pails, wood	0 10	0 10½
" " 20-lb. pails, tin	0 09½	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 11½
" " " 5-lb. "	0 09½	0 11½
" " " 3-lb. "	0 10	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 00	23 00
Canadian short cut clear	21 50	23 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13½	0 16
Hams	0 13	0 16
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The market has been noticeably firmer. The demand for finest fancy is quite strong. Prices are unchanged.

Creamery, fall make, boxes	0 29	0 30
Creamery, winter make, boxes	0 28	0 29
Dairy, tubs	0 23	0 25
Fresh large rolls	0 21	0 24½

CHEESE—Local demand is improving. Market is firmer. New cheese has advanced ½c.

Cheese, old	0 15½	0 16½
" new, large	0 13½	0 13½
" " twins	0 14	0 14½

EGGS—Fresh laid eggs are very scarce. Prices have not advanced, however. The market is very firm and a good demand may have its effect on the market.

New laid	0 35	0 40
No. 1 candled	....	0 22
Selected cold storage	0 26	0 27
Pickled	0 21	0 22

HONEY—Prices remain stationary. No improvement has occurred.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—The market is firmer. A slight advance is reported in turkeys.

Turkey, per lb	0 14	0 14½
Chickens and fowls, lb	0 07	0 09½
Geese	0 08½	0 09½
Ducks	0 10	0 11

TORONTO.

PROVISIONS—Trade has improved considerably and the outlook is brighter than it has been for some time. Smoked meats are more active. Lard is meeting with a fair demand. No advances have occurred, prices ruling about the same.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 14½	0 15
Medium hams, per lb	0 13½	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb	....	0 16½
" pea meal	....	0 17
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	....	0 11½
" tubs "	....	0 12
" pails "	0 12	0 12½
" compounds, per lb	....	0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcasses	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—There is a firm feeling in the market. Choice creamery is very scarce and is looking up. Dairy is plentiful. There have been no advances, although some sales are reported to have been made at 34c.

	Per lb.	
Creamery prints	0 29	0 32
Creamery solids	....	0 28
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—The market is noticeably firmer. Supplies are running short and as a result prices have advanced for selects and candled.

Eggs, candled	0 22	0 23
" selects	0 27	0 28
" limed	....	0 21

CHEESE—Prices remain steady with an upward tendency. Demand is slightly better.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13½

HONEY—Business continues very dull. Prices rule about the same.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 [illegible]	0 10
" " in comb, per doz	1 25	1 50

POULTRY—There is a marked shortage in the supply. Prices remain firm with advances in turkeys and chickens,

choice lots selling several points above the ruling prices. Geese are very scarce.

Live Weight.

Spring chickens, per lb		0 10
Old fowl		0 07
Ducks		0 08
Geese		0 08
Turkeys	0 10	0 12

Dressed weight.

Spring chickens, per lb	0 10	0 13
Old fowl	0 07	0 08
Ducks	0 10	0 11
Geese	0 10	0 12
Turkeys	0 13	0 20
Squabs, per doz		2 50

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Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

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Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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ORDER NOW

Butter Tubs

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Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.
Hamilton and Winnipeg

SUGAR AS FOOD.

Shown to be a Powerful Stimulant Under Certain Conditions.

Some interesting experiments with reference to the nutritive value of foods containing sugar were recently made at the instance of the War Office at Berlin. It is a fact well known to Alpine tourists that on difficult climbing excursions an increased desire is felt for sweets and sweetened foods, and many who never touch such things at home devour large quantities of them on these tours. It is also frequently remarked that the guides eagerly appropriate any sugar that may be left over, and consume it on the journey. Whether the sugar afforded real benefit to the mountain climber was the subject of the German investigation; that is, did the consumption of sugar render the tired muscles capable of renewed exertion? To answer the question conclusively, the subject of the experiment was not allowed to know that a test was being made. One day a sweet liquid, containing thirty grams of sugar, was administered; on the next a similar liquid, sweetened by saccharine to render it indistinguishable from the other, as far as taste was concerned, took the place of the sugar. The result was a complete triumph for the sugar. It was found that a greater amount of work could be accomplished on the days when the sugar was given than on those when saccharine took its place. This serves, as far as it goes, to prove that sugar is food in a true sense, and that it is in particular food for the muscles.—New England Grocer.

DEATH OF E. A. DALLEY.

Prominent Hamilton Manufacturer Passed Away Sunday Evening.

Not only business circles, but also municipal, political and fraternal bodies will sincerely regret the passing away of E. A. Dalley, of the firm of F. F. Dalley & Co., and one of Hamilton's oldest and most esteemed citizens, who died at his home on Sunday evening, Jan. 12th.

Mr. Dalley had suffered for many years with locomotor ataxia. Until about ten days before his death, however, he had been able to walk to his office, and the serious nature of the disease was scarcely suspected. At that time, however, he caught cold and this developing into a malignant case of la grippe in conjunction with the chronic trouble, caused his death.

Edwin A. Dalley, a son of the late Edwin Dalley, who founded the business which bears his name, was born in Elgin county in 1844. When he was about two years of age his parents moved to Hamilton, and with the exception of a few years spent in business in New Haven, Conn., the deceased has always been a resident of that city. He was educated in the city schools and as a young man entered his father's business. For a number of years he traveled for the firm and in that time there was not a more popular man covering territory in Ontario. Later he became vice-president, and a good measure of the firm's success and growth is due to his energetic efforts.

As a citizen and a friend E. A. Dalley was also a man to be regarded very highly. He did not take a particularly active part in municipal affairs directly, except that for some years he held the vice-presidency of the Board of Trade, but through public discussion and letters to the press his sane judgment had much influence. He was a member of the Liberal-Conservative Association for some twenty years and for a year had been chairman of the Board of License Commissioners. He was also a prominent member of the Canadian Commercial Travelers' Association, being at one time president of the local board.

Mr. Dalley was connected with several fraternal institutions. He was perhaps best known as a Mason, but was also a member of Hiram Chapter, No. 2, R.A.M., of the Knights Templar, and of the Independent Order of Foresters.

He is survived by a widow and one son, Marvin Dalley.

THE LATE E. A. DALLEY.
Vice-President the F. F. Dalley Co., Hamilton.

The funeral, which was held on Wednesday, Jan. 15th, from the family residence, 122 Hughson street north, was very largely attended by citizens, friends, business acquaintances and representatives of the various fraternal organizations.

FIRM DINNER IN BIRMINGHAM.

A clipping from a recent issue of our esteemed contemporary, the English Grocer, gives an interesting account of a dinner enjoyed by the management, traveling and clerical staffs of Holbrooks, Ltd., which was held in Birmingham on Dec. 20th. Particular reference was made to Gilbert Nobbs, the company's Canadian representative, who by the way has just returned from the Old Land.

A. W. Malcolm, Wingham, Ont., has bought the grocery and crockery business of C. N. Griffin.

CLARK'S
Canned Meats

With the New Year begun there stretches before you season and opportunity for the building up of a large new patronage.

To win and hold such trade you must stock the leading and best lines of foodstuffs.

Clark's Canned Meats

will form the basis on which you may begin. Secure a full stock. You will never regret it.

DROP ME A LINE FOR PRICES

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O'MARA'S BACON

Increasing Sales

ARE PROOF THAT

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IS WHAT THE TRADE DEMAND.

A FULL LINE OF ALL PORK AND PORK PRODUCTS ALWAYS IN STOCK.

JOSEPH O'MARA

PALMERSTON, - ONTARIO

For your own Profit you ought to be selling this Brand of quality

HORSESHOE BRAND

HAM AND BACON

touches the highest pinnacle of excellence. The delicious flavor—A flavor which cannot be duplicated in any other brand—is positively a trade builder for the provision dealer. A trial order will convince you of this.

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Hamilton, Canada

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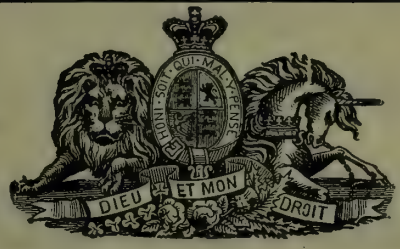

To H. M. King Edward VII

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BOVRIL

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Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

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R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

FIRST MATCH TO BROKERS.

Toronto Wholesalers' Hockey League Opens With Rousing Game.

The opening game of the Toronto Wholesale Grocers' Hockey League was played on 'Varsity rink on Friday evening, Jan. 10th, between the Brokers and the T. Kinnear Co. teams. After a rousing game the Brokers won with a score of 5—4, though the match was well fought all through. The losers were ahead at half-time. Though there were some evidences of lack of practice, the quality of hockey shown was pretty fair and was an evidence of the interest that may be expected in the league this season.

The line-up of the teams was as follows :

Brokers—Goal, Ferguson ; point, T. Millman ; cover point, May ; forwards, Webber, Blackburn and A. Millman.

T. Kinnear Co.—Goal, Marks ; point, Grimbleby ; cover point, Humphrey; forwards, Rennie, Long and Kinnear.

Wes. Lumbers made a pretty satisfactory referee.

The next game will be held to-night, ice permitting, between James Lumbers Co. and the fast Brokers.

Gordon B. Drake, grocer, of London, Ont., has made an assignment.

The grocery business of the estate of Wm. Gillies, Hamilton, has been discontinued.

The general store of W. A. Melick, of Decewsville, Ont., was recently destroyed by fire.

BUTTERFLY BRAND

FUSSELL'S

'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

being mechanically prepared without the addition of sugar or any preservative, is very easy of digestion, and has saved many lives all over the world, as it is retained where all other food is rejected. Insist on Fussell's.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents

John W. Bickle & Greening,	Hamilton, Ont.
Carman Escott & Co.,	Winnipeg, Man.
J. S. Creed.	Halifax, N.S.
C. Fairall Fisher,	Montreal.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

IN SELLING FLOUR

you cannot be too particular about the quality. Flour is an article about which the average housekeeper is very particular. She wants the very best quality. That's just why hundreds of grocers are increasing their profits by handling

B U D A

"The Flour of Quality"

It is a flour made from a perfect blending of Eastern and Western wheat—blended by a man with a half century of experience at his back.

Write for Our Lowest Prices

J. B. HARTY

PICTOU, : : N. S.

MARKETS CONTINUE FIRM

Cereals and Grain on About Last Week's Level—Favorable Reports from the West—Winnipeg Inspections.

The grain and cereal markets continue generally with about the same tone as at the time of last week's reports. In special sections, however, there is an appreciable change. In the west and east, for instance, flour and wheat are slightly stronger and these markets are very firm. Eastern shippers are doing a large business with Great Britain and European ports.

In Ontario, while the markets continue very firm, business seems slightly less brisk, the demand being appreciably easier.

Advices from the west from reliable sources state that the amount of wheat remaining in the farmers' hands is very small, the smallest since 1888, in proportion to the crop raised this year. There is a keen demand there for cash wheat and business in low export grades is notably better.

World's shipments for the past week were estimated at 8,000,000 bushels, compared with 7,963 last week and 8,672,000 a year ago. Russian and Danubian shipments were estimated at 640,000 bushels, as against 3,000,000 last year, Australian shipments, 512,000, last year 1,040,000.

Stocks of wheat at Port Arthur and Fort William increased 367,000 bushels during the week. Last year stocks at this time increased 465,000. The elevators at the two cities now hold 6,761,000 bushels, compared with 6,394,000 a week ago, and 3,175,000 in 1907.

Inspections at Winnipeg on Saturday showed a falling off from last week's average, but a small increase on the corresponding day in 1907. Grading returns were: No. 1 northern, 4 cars; No. 2 northern, 12 cars; No. 3 northern, 10 cars; No. 4, 6 cars; No. 5, 17 cars; No. 6, 14 cars; rejected and inferior, 35 cars; winter wheat, 2 cars; a total of 100 cars; last year, 86. Other inspections were: 12 cars of oats, 2 of barley and 9 of flax.

MONTREAL.

FLOUR—There is no change in the Montreal markets. Prices remain firm with strong demand.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 25
Glenora	5 65
Manitoba spring wheat patents	6 25
" strong bakers	5 55
Five Roses	6 10

FEED—Demand is brisk, but otherwise there has been no change since last week.

Ontario bran	22 00 23 0
Ontario shorts	24 00 25 00
Manitoba shorts	23 00 24 00
" bran	22 00
Moullie, milled	26 00 31 00
" straight grained	27 00 33 00
Feed flour	1 50 1 70

TORONTO.

FLOUR—A strong tone has been prevalent since last report, but the market is slightly easier the last day or two. Local shipments to Great Britain are much lighter, though a great deal of this business is being done from eastern Canada.

Manitoba Wheat.

60 per cent. patents	5 40 5 60
85 " "	5 15 5 20
Strong bakers	5 10 5 15

Winter Wheat.

Straight roller	4 90 5 10
Patents	5 20 5 4
Blended	5 25 5 30

CEREALS—The markets are notably brisker this week, though no changes in prices have occurred. Business usually brightens up about the middle of January, as a result of merchants getting through stock-taking, and this acceleration was expected.

Rolled wheat in barrels, 100 lbs	3 10 3 15
Rolled oats, in wood, per bbl	6 65
" " in bags, per bag 90 lbs	3 00 3 20
Oatmeal, standard and granulated, per bbl	6 65
" " " in bags, 98 lbs	3 40

FLOUR AND COAL HIGHER IN FRANCE.

Parisian Bakers Cut Off Usual Presents of Cake to Customers.

The French papers are investigating the causes of the increase of living in that country. Among other interesting items brought out is the fact that bakers omitted to give presents of cake to their customers as usual this year. A despatch to a leading New York daily says: "Paris dentists will do less business this year, as fewer Parisians break their teeth on the little china doll which figures in the Twelfth Night cake. Until the present year this cake was sent as an annual present to customers by the Paris bakers, but on account of the increased cost of flour and coal, higher salaries, etc., they have decided they cannot afford any longer to do so."

CEREAL NOTES.

T. H. Hancock, confectioner, of Toronto, has sold to F. Burrows.

Wm. Burge, confectioner, of Winnipeg, has assigned.

C. J. Craig, Winnipeg, has bought the confectionery business of A. F. Elliott.

Brown & Co., Manitou, Man., have sold their confectionery to Langdon & Co.

McIntyre Bros. & Broderick, confectioners, of Regina, have made an assignment.

A. Dauk, general merchant, of Annaheim, Sask., has been succeeded by Dauk & Hoffman.

A CHRISTMAS SOUVENIR.

The Stevens-Hepner Co., Ltd., Port Elgin, remembered their customers and friends at Christmas with a beautiful little whisk as a souvenir. Their thoughtfulness was much appreciated by the recipients. If any were overlooked a post card to Stevens-Hepner Co., Port Elgin, may secure the memento by mentioning The Canadian Grocer.

Peerless for Profit

A natural consequence of specializing on goods of the highest quality, is sure and ever-growing profit. The best goods draw the best trade—the trade of people who have money to spend. Consequently the

MOST PROFITABLE SODAS

you can handle are

Mooney's Perfection Cream Sodas

They are made exquisitely crisp and dainty, and they keep that way down to the last one in the package.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

COX'S
POWDERED INSTANT
GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J.& G. COX Ltd
Gorgie Mills
EDINBURGH

CHATHAM CORRESPONDENCE.

That, with the commencement of the New Year, prosperity is beginning to resume her accustomed sway in Chatham, is the gist of an article which recently appeared in the Chatham News, giving a canvass of the most important Maple City industries. The article shows that factories have recommenced operations as usual after the annual "short time" period in December, and that the Maple City's business and industrial outlook for 1908 is certainly most encouraging.

* * *

At the inaugural meeting of the city council, held on Monday morning, the slate for the various committes for 1908 was formally adopted. Ald. Massey, who was chairman of the railway committee last year, has been promoted to the chairmanship of the property committee—Ex-Ald. Potter's old post. Ald. Massey is also a member of the industrial committee. Harry A. Andrew, the other grocer representative, is associated with Ald. Massey on property, and will also try his prentice hand on parks and cemeteries. Ald. John Edmondson is a member of the finance and railway committees.

* * *

Last week the market by-law was again to the fore. This time the various market square butchers were the victims, four of them, Messrs. Robert Keeley, Gordon Duff, Wm. Bodger and W. J. Easton, being charged with purchasing meat for the purpose of retailing, before the hour of 10 o'clock. In three cases the fine and costs amounted to $3.75, the amount in each case being paid before trial without going to court. In Mr. Bodger's case the matter went into court. The man from whom he purchased the meat brought it into his store, and he raised the question as to whether or not this constituted purchasing on the market. The magistrate, after carefully studying the by-law, held that it was. The words, "What is usually sold on the market" and "purchased directly or indirectly," he held came close enough to the point. Mr. Bodger admitted purchasing for retail, and was taxed $4.50. He declared that he would appeal.

Though grocers have repeatedly suffered from the 10 o'clock by-law, this is the first occasion on which the liability of the butchers has been brought into question. The butchers have always considered it perfectly proper to purchase whole hogs on the market before the legal hour. Mr. Easton, for instance, states that he has been doing this for a long time, and until the present had no idea that it was contrary to law.

"I am opposed to the by-law as much as I possibly can be," remarked Magistrate Houston, in the course of the Bodger case. "I have worked to eradicate the by-law for a long time, and it is now in better shape than years ago, when I started. If I had my way I would strike the whole clause out."

It is probable that the repeal of the clause in question will occupy the attention of the city council at an early date. A couple of years ago Ald. John Edmondson had the hour changed to 9 o'clock. Later, the council altered it to 10 o'clock. Now that Ald. Edmondson has been once more returned to the council, he states that he will again bring the matter up, and there is little doubt that he will receive quite a bit of support in the council, and a great deal out of it.

* * *

The item in last week's issue of The Grocer with reference to the Berlin Sugar Company desiring to pay beet growers in sugar finds no echo down this way. The Wallaceburg Sugar Company pays in good hard cash, every time. From all accounts the concern is in a most flourishing state, and sugar beets are now recognized as a staple crop throughout the western peninsula, beets being grown as far north as Bruce and as far west as Elgin and Middlesex—possibly further. The concern has profited largely by the permission recently granted by the Dominion Government to beet sugar companies, to import foreign raw sugar duty free in the proportion of two pounds of raw sugar for every pound of beet sugar manufactured in Canada. This enables the factory to run the greater part of the year, instead of three months, as would be the case if it had only beets to rely upon. At the present moment 70,000,000 pounds of raw sugar are on the way for refining after the conclusion of this year's beet campaign. The company state that they find a ready and growing market for their product.

* * *

Brown Bros. are the new proprietors of the Wheatley butcher shop, conducted for the past 20 years by A. B. Lounsbury, who recently moved to Leamington.

* * *

Justice Little, formerly of Wallaceburg, has moved to Tupperville, where he will conduct a grocery and general store in partnership with his brother.

* * *

E. J. Buzzard, the Erieau grocer, has received word that the post office at Erieau, hitherto open during the summer months only, will be henceforth continued as an all-the-year office.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, - Quebec.

NAP G. KIROUAC & CO.,

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

There is More Money

in pushing the sale of the genuine article than in trying to exploit imitations. Nothing can successfully imitate the appetizing tang of

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

Therefore the wise grocer avoids inferior articles and pushes Lea & Perrins' with all his might. It pays well to do so; because every bottle of Lea & Perrins' sold brings in orders for more. Are ***you*** among the ***wise?***

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Keeping at it—

That's what we have been doing for over a quarter of a century in Canada, making the Best Cooking and Eating Chocolate.

Mott's

"Diamond" and "Elite" brands of

Chocolate

are always reliable, always the same and always the Best.

All Jobbers sell them.

John P. Mott & Co.,

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

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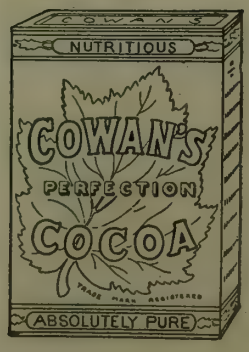
Absolute Purity

is One of the Qualities which Distinguish

COWAN'S

Cocoa and Chocolate



Our private process (which is the envy and despair of competitors) adds a flavor which cannot be equalled for deliciousness.

The Cowan Co., Ltd.

THE DAIRYING INDUSTRY OF CANADA

Convention of Eastern Ontario Association at Picton Last Week Discusses Matters of Particular Interest to Trade.

The thirty-first annual convention of the Eastern Ontario Dairymen's Association, which was held in Picton last week, included discussion of several matters which are of special interest to the trade. The convention has been one of the best, both in point of attendance and the programmes carried out, in the history of the organization.

John R. Dargavel, M.L.A., of Elgin, president of the association, in his address regarding the outlook said:

"We regret to say that the dairy season of 1907, as far as the export movement is concerned, has been disappointing, showing a marked falling off from that of last year, as well as being short of the average of the past few seasons. The aggregate value of Canadian cheese and butter exports for 1907 will be about $23,000,000, against $29,000,000 in 1906.

"The small make of cheese this past year, compared with previous years, was due to the very late spring and poor pasturage. Throughout eastern Ontario the season was very backward owing to the continued cold weather which retarded growth. Towards the close of the season the make was reduced by the cold wet weather, coupled with the shortage and high prices of feed, which is used at this time to keep up the milk flow. Feed was so scarce at this time that many farmers sold stock at a great sacrifice. In our opinion this could have been remedied."

The matter of "whey" butter was quite comprehensively discussed and was discountenanced by experts in the industry and by representatives of the buyers at Montreal. G. G. Publow, chief dairy instructor and sanitary inspector for Ontario, thought that if the cheesemaker attempted to export whey butter there was a danger that the cheese industry might suffer, and that injury might be done to the reputation of Canadian butter. Should the system of skimming whey become generally adopted he feared that it might necessitate the passing of an act compelling the branding of all butter.

H. A. Hodson, as a Montreal buyer and member of the Montreal Produce Merchants' Association, warned the dairymen against the whey product. He stated that, whereas that kind of butter often tasted and looked as well as the regular article, the former would not keep well, even under the best cold-storage conditions.

J. Stonehouse, discussing the creamery outlook, testified that the butter in question would not keep satisfactorily. Tests made at the Kingston Dairy School had shown, he said, that the average cost for fuel alone in making 3 pounds of butter from 1,000 pounds of whey had been one and a half cents.

In reference to the faults in the present system of inspecting cheese, as pointed out by George A. Barr, of the Dominion Dairy Commission, the association passed the following resolution: "That this convention of dairymen would strongly urge upon factory men the necessity of branding consecutively each vat of cheese with a designated number, the same being placed upon the boxes the same as upon the cheese vat in order that a fair and proper inspection of each shipment may be made both by the buyers and the official referee at Montreal." The objection made to the present method of inspecting the cheese on its arrival in Montreal is that of one shipment the inspector in taking "any five" boxes may have selected cheese all made from one vat, and, therefore, perhaps all faulty. If these samples are adjudged below the standard the whole shipment is marked down. If the samples are considered "A1" the shipment may bring a higher price than it really is worth. In this way injustices are done both buyer and seller, whereas, as was pointed out by Mr. Barr, the five cheese may all have been of only one bad or good vat in the factory. The system recommended by him and referred to in the resolution would require one sample to be taken from each vat represented in the shipment.

It was the opinion of the association as expressed in another resolution that the Dominion Government should take such means as might be necessary to insure correct returns from the railway and steamboat companies as to the daily receipts and shipments of butter and cheese at and from Montreal, and that these returns be handed in to the Board of Trade daily. This resolution arose out of a plea for these returns made by A. A. Ayer, of the Montreal Produce Merchants' Association. A copy of a further resolution expressing the dairymen's appreciation of the Government's work in the interests of the industry is to be sent the Department of Agriculture.

Hudson's Bay Company's Flour Mill at Fort Vermilion.

Alex. Gordon, Toronto, has taken over the grocery business of Charles Dickin.

CANADA'S NORTHERNMOST FLOUR MILL.

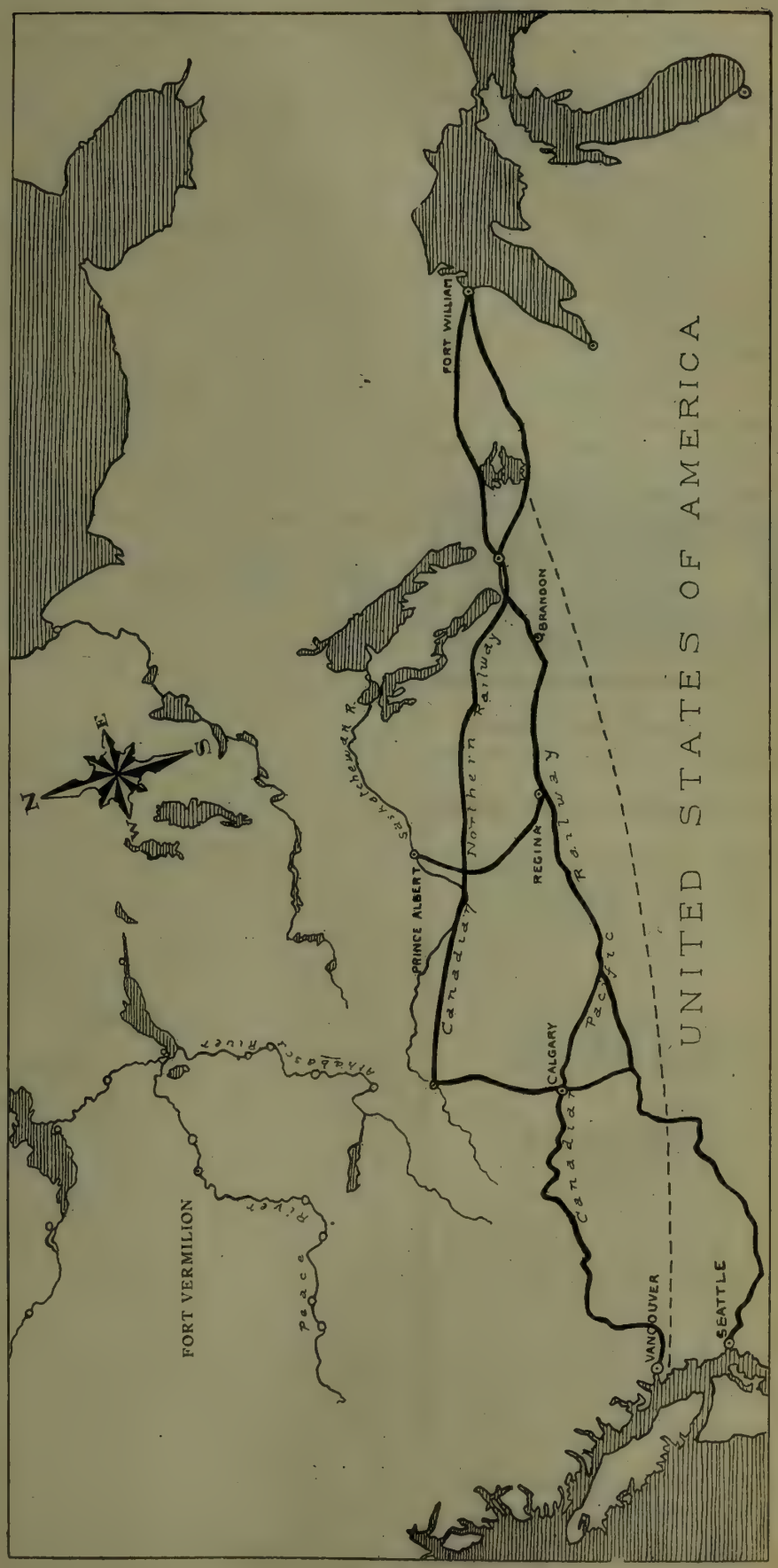
In a recent issue of this paper a short article commenting on a unique souvenir, namely a little barrel of flour, sent out by the Winnipeg Free Press, told something about the location of the mills where the flour was ground. We have pleasure in presenting herewith a map of the Canadian northwest, showing the location of the Hudson's Bay Company's flour mill at Fort Vermilion and giving a good idea of the extent of the Canadian wheat belt. Fort Vermilion is 700 miles north of the international boundary, just 400 miles south of the Arctic Circle, and 650 miles from Hudson's Bay. The mill in which the flour was ground is shown on the opposite page.

This mill grinds flour from wheat grown in the Peace River district to supply the Hudson's Bay Company's far northern posts, and the settlers in the basins of the Peace and Mackenzie Rivers. It is worthy of note that the wheat grown in this district took first prize at the World's Fair in Chicago in 1893.

The flour which the Winnipeg Free Press sent out in its little barrels traveled first some 300 miles in a stern wheel steamer down the Peace River to Lake Athabasca and across to the mouth of the Athabasca River, thence by that river to Athabasca Landing, nearly 400 miles, in a york boat. It was then brought 100 miles by pack train to Edmonton, which is marked by a small circle on the map at the fork of the Canadian Northern Railway, and from Edmonton, by rail, 1,032 miles, to Winnipeg.

The cuts and statistics here given are furnished us by the courtesy of the Winnipeg Free Press, and were used in the booklet accompanying the little barrel of wheat souvenir mentioned in the former article.

This little barrel of wheat, by the way, with a card describing it, would make a very attractive feature for any grocer's window. The Free Press may still have some of these souvenirs on hand and if so, we are sure they would be glad to send one to any of our subscribers, who requests it, at the same time mentioning, as an assurance of good faith, that they saw the article in this paper.



Map of Canadian Northwest, Showing Location of Northernmost Flour Mill on the Continent, at Fort Vermilion.

WILL OF H. O. HAVEMEYER.

Sugar King's Millions Bequeathed Entirely to Family.

The will of Henry O. Havemeyer, the New York sugar magnate, who died recently, which has just been probated, contains no public bequests. The entire estate is put in trust for the benefit of the children of the testator, with an allowance of $50,000 a year to the widow for life and the use of the house at No. 1 East 66th street. There are three children, Mrs. Peter H. B. Frelinghuysen, Miss Electra Havemeyer and Horace Havemeyer.

The estate is believed to be well over $5,000,000, in improved city real estate, and in addition there is a large amount of personal property.

Jones & Wood, general merchants, of Sifton, Man., have been succeeded by C. N. Jones.

"Satisfaction"

Are pleased to say that our sales of

GOLDEN FLOWER BRAND NAVELS

have given entire satisfaction. In fact, one buyer says "best yet." Do not be afraid to order. Have several cars on the way. Also offer you

Extra Choice Pointer Brand Navels,
Extra Fancy St. Nicholas Brand Lemons,
Fancy Statue of Republic Brand Lemons,
Extra Choice Kicker Brand Lemons,
California Celery,
Florida, Jamaica, Bahama Grape Fruit and Oranges, Almeria Grapes, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

A REQUEST

We'd like every GROCER in Ontario to try our

"Golden Flower"

(Extra Fancy, Redlands Navels.)

If it don't prove your "Bread Winner," why, we won't repeat the request. If it does, we won't need to.

McWilliam & Everist, Toronto, have them in stock. Please mention THE GROCER when ordering.

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

An Upward Tendency in Oranges—Sharp Advance Reported in Potatoes—Good Catch of Fish this Season.

During the past week fruits have been moving slowly. Dealers seem quite satisfied, however, with sales, considering the time of the year. Oranges have an upward tendency and advances have occurred in Mexicans and navels. Although the American lemon market has been firmer, conditions there have not been reflected in the market here, and as a result no advances are to be noticed. Apples are in heavy supply and selling according to quality. A steady demand prevails for Almerias.

The feature of the week in the vegetable market is the advance in potatoes. For a few weeks they have been rather easy, but a lot of poor stuff has been cleared out and better lots are coming. Very little rot is to be found in the Delawares. Other domestic vegetables continue to sell well. Considerable imported goods are being handled. New strawberries, tomatoes and mushrooms have arrived.

All lines of fish have been selling very briskly and big sales are being made. The catch so far has been good in spite of much bad weather. Supplies are satisfactory. Prices are generally firm.

MONTREAL.

GREEN FRUITS—Demand has been quite satisfactory for this time of the year. Navels are on the market in considerable quantities this week. Cranberries have dropped. Almerias are selling steadily. Prices remain firm for all lines.

Bananas, fine stalk	2 00
" jumbos	2 25
Cocoanuts, new, per bag	4 50
Lemons	2 25 2 50
Navel oranges	2 75 3 25
Florida oranges, box	2 75 3 00
Mexican oranges, box	2 25
Porto Rico oranges, box	2 50
Jamaica oranges, bbl	4 00
Valencia oranges	2 75 3 25
Tangerines, half-box	3 00
Pineapples, case	5 50
Grape fruit, box	3 00 5 50
Almeria Grapes, keg	4 00 5 00
Cape Cod cranberries, bbl	10 00 11 00
Nova Scotia cranberries, bbl	6 00 7 00
Kumquats qt	0 25
Strawberries qt	0 [illegible]
Apples, Gravenstein, bbl	4 00 5 00
" other fall varieties, bbl	2 75 3 25
Evergreen wreathing, bale	2 00
Mistletoe case	6 00

VEGETABLES—Business is not brisk but is satisfactory for this time of the year. Potatoes are firm. Imported lines are in fair demand. California cauliflower is on the market this week. Celery is selling freely. Turnips, cabbage and such lines remain unchanged.

Parsley, per doz. bunches	0 35
American parsley, large bunches, doz	0 75
Sage, per doz	0 60
Savory, per doz	0 60
Cabbage	0 20 0 35
Turnips, bag	0 65 0 75
Celery, doz	0 25 1 00
California celery, crate	5 00
Water cress, large bunches, per doz	0 75
Spinach, bbl	3 50
Green peppers, crate	3 50
Boston hot house cucumbers, doz	2 00
Potatoes, per bag	0 90 1 00
Sweet Potatoes, basket	3 25
Beets bag	0 60 0 [illegible]
Carrots, bag	0 60 0 65
Tomatoes, Florida, crate	4 50 5 00
Tomatoes, hot house, per lb	0 35
Spanish onions, small crates	0 75 1 00
" large crates	2 25
Canadian onions, lb	0 01½ 0 01½
Boston lettuce, hot house, per doz	0 90
New Orleans shallots, doz	0 60
Radishes, doz	0 60
Bermuda parsley, crate	3 00
Mushrooms, per lb	0 75
Horse radish, per lb	0 12
Beans, green, basket	5 00
Beans, wax basket	5 50
Egg plant, doz	2 00
Green peas, basket	5 00 5 50
California cauliflowers, per crate	4 00

FISH—There has been some considerable changes in prices. Advances are noted in prepared fish. There has been a slight drop in fresh fish, which is now arriving in large quantities. The catch so far this season has been excellent, and there is no scarcity.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04½ 0 05
Halibut, express, per lb	0 08½ 0 09
Mackerel, "	0 09
Dore, "	0 07½ 0 08
Pike, lb	0 04½ 0 05
Cod fish, l	0 04½
Steak cod, lb	0 05½
Whitefish, lb	0 08½ 0 10
B.C. salmon, lb	0 08½ 0 09
Qualla Salmon, lb	0 07½ 0 08
No. 1 Smelts, lb	0 [illegible]
New tomcods, bbl	2 2[illegible]
Sea herring, bbl	1 75 1 85
Smoked and Salted—	
Haddies, boxes, per lb	0 07½
Kippered Herring, 50 in box	1 10
Smoked herring, per small box	0 16
Yarmouth Bloaters, per box	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases	5 25
Boneless cod, 20 lb. boxes	0 08 0 09
Boneless fish, 20-lb. boxes, blocks	0 05 0 05½
Boneless fish, 25-lb., boxes, per lb	0 05
Oysters and Lobsters—	
Standards, bulk, per imp. gal	1 50
Selects, bulk, gal	1 70
Paper pails, 100, pint size	1 10
100, quart size	1 80
Boiled lobsters, lb	0 18
Live lobsters, lb	0 15
Pickled fish—	
No. 1 Labrador herring, per bbl	5 50
" " per half bbl	3 00
No. 1 Nova Scotia, per bbl	5 25
" " per half-bbl	2 90
No. 1 Haddock, bbl	6 50
No. 1 Pollock bbl	6 00
No. 1 Mackerel, 20-lb. kitts	1 75
No. 1 sea trout, 100 lb. kegs	6 50 7 00
Green cod, per bbl	6 00
Medium " "	7 50
Large " " "	8 00
Labrador Salmon, ½-bbls	8 50
No. 1 salt eels, lb	0 07½ 0 08

TORONTO.

GREEN FRUITS—The market has been very quiet during the past week for all lines. Prices are looking up in oranges. Mexicans have advanced. Navels are also higher. Lemons, which are very firm on the American market, have not advanced here, and continue to move slowly at old prices. Apples are plentiful and selling according to quality. Cranberries are more active. Grape fruit is in fair demand. Almerias are moving nicely.

Oranges, Florida's, new	2 25 2 50
Oranges, Mexicans, new	2 00 2 10
" navals, new	2 75 3 25
" Valencias	2 50 5 00
" Murcias	1 75
" Arizonas	3 50
Lemons, California, 240, 300, 360, 420	3 00 3 00
" Messinas, new crop	2 25 2 75
Grape fruit, 54's 80's, 96's	4 50 5 50
Apples, No. 1 winter fruit	3 75 4 00
" No. 2 "	2 75 3 00
" lower grades	2 00 3 00
Bananas, Jamaica firsts, per bunch	1 65 1 75
Bananas, jumbo bunches	2 00 2 25
Bananas, 8 hands, green	1 25 1 35
Bananas, Firsts	1 65 1 75
Quinces, per basket	0 50 0 60
Cranberries, per bbl	7 00 10 00
Almeria grapes, per keg	5 50 6 00
Tangerines	3 00 4 00

VEGETABLES—The feature of the market is the sharp advance in potatoes. A great deal of the stock of inferior quality has been cleaned out. Delawares of good quality are arriving

freely. Other lines of vegetables are meeting with a steady demand. Prices have not changed materially. Imported vegetables are arriving in nice lots. This week new tomatoes and strawberries are being quoted. Mushrooms are also on the market.

New Brunswick Delawares, per bag	0 95	1 00
New potatoes, Canadian, per bbl.	0 90	1 0
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz.		0 75
Beets, per bag	0 90	0 25
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 75	0 80
Cauliflower, per doz.	0 60	1 50
Parsley, per doz.		0 10
Celery, Canadian, per doz.	0 35	0 40
" california, per doz.		0 75
Lettuce, imported "		1 00
Cucumbers, imported per doz.		2 50
Tomatoes, imported, per crate		5 00
Strawberries, per box		0 65
Mushrooms, per lb.		0 65

FISH—Brisk business characterizes the market this week. All lines are active and selling freely. Prices remain firm. No advances are reported. Supplies are satisfactory. A slight shortage is reported in smelts. Oysters are especially brisk.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb.	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb.	0 07½	0 08
" jumbo, per lb.		0 10
British Columbia salmon, per lb.		0 12
Qualla, per lb.		0 09
Trout, fresh, per lb.		0 09
Oiscoes, per basket		1 00
Labrador herring, fresh, per 1'0		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz.		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb.		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08

HINTS TO BUYERS.

Notes Sent in by Advertisers Which Are Worth Noticing.

Before moving, the firm of Laporte, Martin & Co., Ltd., of Montreal, in order to reduce cartage and storage expenses, has decided to let the retail trade have the benefit of a notable reduction in the price of its teas and other merchandise, which will be advertised in succession in this paper.—Advt.

Buyers of shelled walnuts would consult their best interests by seeing the MacLaren Imperial Cheese Co., Ltd., before placing orders.—Advt.

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Out of Season Delicacies

We make a big specialty of these goods:

Head Lettuce, Pineapples, Tomatoes, Cucumbers, Mushrooms, Strawberries, Grape Fruit, California Celery, Sweet Potatoes, Beets, Carrots, Parsley, Green Onions, Etc.

A fine trade can be worked up by carrying a well assorted stock.

WHITE & CO., Limited

Hamilton and Toronto

HARKEN!

"Though Old and Wise Be still Advised."

MOTHER EXPERIENCE says:—You will get larger returns from a "ST. NICHOLAS" Lemon investment than any other brand on the Market can give. Because the quality is there and that's what makes the "NOISE."

W. B. STRINGER & CO., Sole Agents, TORONTO

Oranges—Navels, Floridas and Mexicans.

Lemons—Californias and Messinas.

Almeria Grapes—Fancy quality at specially low prices.

Grape Fruit—Fancy Bahamas, all sizes.

Bananas—Fancy, Ripe, Yellow Fruit.

Oysters—Best Long Island and Baltimore Standards.

Haddie—Syda and Cousins and other best brands.

Let your orders come to us and get the good goods and at the right prices.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

CALIFORNIA

NAVEL ORANGES

"BRONCO"

Brand

Everybody is talking of this fine brand of Navels. Retail customers know it and are asking their dealers for them. Why not have the best? Same price nearly as ordinary brands.

White & Co.

Limited

Sole Distributors

Toronto

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

EVAPORATED APPLES

For choice Evaporated Apples send your order to

JARVIS & DODGE

MILFORD, - - ONTARIO

TAKING SALT FROM THE OCEAN.

Description of a New Industry Carried out Extensively in California—Gathered in Summer, Refined in Winter.

"Transforming ocean water into salt is a wonderful process, and nowhere is it carried on to greater advantage than in a plant situated midway between San Pedro and Long Beach, where nature has supplies the necessary, low, level country, clean ocean water and warm sunshine in abundance," says the New York Commercial, in a recent issue.

"Salt has been gathered in this location for more than nine years, and the best method yet worked out is as follows:

"Pure water from the Pacific is pumped into ponds. It lies in these ponds, gravitating from one to another, until in fifty or sixty days, according to the weather, it becomes a saturate solution—brine—and is pumped into crystallizing vats. There are twenty-six of these, each averaging 50,000 square feet. Here the salt water crystallizes to a depth of more than one foot, while all impurities remain in the water and are drawn off through small ditches.

"This water contains epsom salts, magnesium chloride calcium chloride, potassium chloride and a small per cent. of sodium bromide, which until now has all gone to waste. November 1, however, a contrivance was put in for saving the magnesium chloride. There are great advantages in ocean water over the water of Salt Lake as a source of salt, for the former is purer and contains no alkali.

"When the water has been drawn off, a force of men invades the crunching salt to shovel it up in longs winnows, much as eastern white wings do snow. When in this condition the enormous quantities of salt consumed can best be realized, for great ridges of it, sparkling in the sun, stretch away for acres; yet this company supplies only Southern California and Arizona. There it partly dries, is shoveled on small cars, dumped into a big one, and finally piled on a broad belt that carries it into the storage mill at the rate of twenty tons in twenty-five minutes. From the storage mill are sent annually many tons of salt for its first and crudest uses—for cattle and to freeze ice cream. About one-fourth of the output is consumed in this way.

"The remainder is drawn up through pipes into a loft, and forced through a crusher; then it is ready for pickling and meat packing. When not taken at this point it is blown through a drier, a tremendous iron cylinder which, revolving, tosses the salt about with hot air currents and dries it thoroughly, when it becomes fit for making glazed tile and sewer pipes and preparing hides. It is next ground in an attrition mill, and this time shaken through a sifter of silk and copper screen, which leaves it in condition for bakers' use and to send out in sacks for common cooking.

The sacking machine is worth describing. It is fed through a chute from the loft, which distributes the salt into small metal tubes, from which it empties into one and three-fourths pound sacks, filling 4,000 per hour. These latter, when full, close automatically and drop off and are carried away on a revolving belt. Only one operator is necessary, but she is kept busy hanging empty bags on the tubes.

"One final rolling and sifting machine to fit the salt for table use, when it is boxed, a clean and absolutely chemically pure product, of which more than 200,000 two-pound packages are sent out each month. In addition to this, much salt is put up with one-half percentage of calcium hydrate, many persons preferring it so, as it runs more freely. These packages are carefully labeled in accordance with the Pure Food laws.

"Nothing is thrown away. Every waste salt is utilized. The sifters and grinding machines cast out great quantities of powder. Much of it flies around the loft, settling everywhere and giving a weird, ghostly appearance to the place. But the greater part runs into a storeroom, from where carloads are sent out to the bean fields of Ventura, to kill morning glories that choke out the bean vines.

"In crystallizing, salt invariably forms in box shapes, or cubes, whereas gypsum, which crystallizes while the water is still in one of the settling ponds, takes the form of a dainty flower.

"To sum the matter up, it requires twenty-four processes to make refined salt, and the services of many men and women and tons of machinery. As winter rains prevent evaporation, the salt must be gathered only during the summer. The winter months are given to refining it. The work is agreeable and healthful, and therefore laborers are easily procured. Since the Colorado River destroyed the tremendous works at Salt Sea prices have again come back to normal, leaving this one of the profitable enterprises of the day."

Your order solicited for

CUBAN ORANGES, sweetest on the market

CUBAN GRAPE FRUIT, and anything in fruit and early vegetables

THE DAWSON COMMISSION CO., - TORONTO

J. V DE YBARRONDO & Cº

Successors to James Violett & Cº

IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS

Rº ROSE CHOICE

SUPERIOR EXTRA

EXCELSIOR

EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED

GREEN PEAS OLIVE OIL

MUSHROOMS SARDINES &c

BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables,

Pure White Wine Vinegar,

Clarets, Brandies and Champagnes.

HIGH PRICES IN FRANCE.

French papers have been inquiring recently into the cause of the increased cost of living in that country. One of its compilers of data says the telephone and telegraph inform the raisers of live stock of the metropolitan prices so soon that they can thus arrange their own prices, generally raising them. The sheep and cattle and the produce markets territorially in France are so small, compared with America, that the whole country is affected almost immediately.

HALIFAX AND ACADIA CODFISH

These are the brands the skilful housewife demands - the brands she knows about. You no sooner get in a case of either than away it goes and you are out again. When that time comes don't let any fancy salesman stuff you with a big order of some strange brand, but just tell your jobber to hustle out some more "HALIFAX" and "ACADIA."

The profit on Atlantic Fish Companies' products is sure. Be sure that this trade mark is on every package.

Atlantic Fish Companies, Limited

LUNENBURG - N. S.

A. H. Brittain & Co., Agents, - - Montreal
Milne & Gunn, " - - - Vancouver
Stuart Watson & Co., " - - Winnipeg

Better Late than Never!

Start in the New Year by asking your wholesale grocer for Brunswick Brand of Canned Goods. All the leading wholesale grocers sell Brunswick Brand.

Wishing you the compliments of the season, we are,

Yours Respectfully,

Connors Bros., Limited

Black's Harbor, N.B.

Particular People —want the best

There is a constantly growing number of people who are not satisfied with any kind of sardines so long as they bear a French name. People seem to be from Missouri "they want to know." You'll have no trouble with this class if you sell

"King Oscar" Sardines

The finest Norwegian pack of fish. Pure olive oil and cleanly packed.

ASK YOUR JOBBER FOR THEM

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

HADDIES, KIPPERS, BLOATERS

Frozen Sea Herring,
Haddock and Cod,
Halibut, Salmon, Lake Fish,

Boneless and Prepared Fish,
Salted and Pickled Fish,
Oysters in Bulk and Shell.

Large Assortment. Close Prices. Price List Mailed on Request.

THE LARGEST FISH WAREHOUSE IN CANADA

P. O. Box 639.
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

FISH and OYSTERS

Haddies—Bloaters—Kippers

Fresh and Frozen Fish of Every Description

Canned Fish

THE F. T. JAMES CO., LTD.

76-78 Colborne Street, - - TORONTO

F. T. JAMES, - - Manager

H. C. ROWE & CO.'S

Long Island Native

OYSTERS

Few people realize the amount of labor and capital required to produce a first-class grade of cultivated oysters. To obtain their proper size they must be 5 years old; be transplanted at least twice when they become too thick to other grounds; the grounds must be continually patrolled and dragged to capture the star fish, which pierces the young oyster and destroys it. They must be gathered, opened, washed, measured, shipped, practically the same day to ensure freshness.

What is finer than choice Oysters?

Ask for "Long Island Natives"

White & Co., Ltd.

Toronto and Hamilton

Sole Distributors

CANNOT UNDERSTAND APPRAISER.

Hamilton Firm Make Claim as Regards Recent Tea Seizure.

An article in these columns last week gave particulars of the seizure of a shipment of tea of alleged non-passable quality by the U.S. customs authorities at Buffalo. This report came exclusively from the U.S. customs officials.

In an attempt to get at the real facts of the case, a request was made from the firm concerned, Balfour & McLaren, Hamilton, as to their side of the matter. In reply to this the following letter has been received:

"Editor The Canadian Grocer,
"Toronto.

"Replying to your favor of January 8th re shipment of tea to the United States by us last May. The exporters of this line of tea are one of the most reliable firms in Ceylon, and have mailed us cheque for the full amount of this shipment. This tea was not bought on actual sample by us, and we knew nothing of it being refused entry at New York, and cannot understand why it did not go through. It was sold to one of the best wholesale grocers in the United States, after he and his broker had tested the actual sample.

When we were advised that this entry was refused, and that the tea would be confiscated in a few days, we placed the facts of the case before the British Ambassador at Washington, and it is now in the hands of the Government and Ceylon shippers, and we have no further interest in the matter. The Canadian Government tea expert at Ottawa made no mistake in passing this line, as we have submitted samples of this tea to the leading tea men in Canada and United States, who are unanimous in declaring the tea sound, and of good quality, and we cannot understand the action of the United States appraiser in refusing this tea. We are.

"Yours truly,
"BALFOUR & McLAREN."

FUTURE TEA MARKET IN JAPAN.

Interview With Large Canadian Importer of Japans—Markets Likely to be Materially Higher this Year.

In an interview with Shaw T. Nishimura, kf Shaw T, Nishimura, tea importer and commission merchant, 55 St. Francois Xavier street, Montreal, recently, Mr. Nishimura dealt very strongly on "The Future Tea Markets in Japan."

Mr. Nishimura arrived in Montreal from Japan, Friday, Jan, 3, after an absence of two years, in which time he was looking after the firm's interests on the other side, in procuring choice blends of tea for their customers in Canada and the United States.

He finds that merchants in Canada doing business with his firm are very well satisfied from every standpoint. Further, Mr. Nishimura has lived in Canada for quite a number of years, and owing to this fact is well acquainted with the wants of his customers. He intends leaving for Japan for the new season in a short time, but at present is calling on the trade here.

The tea market in Japan, from his standpoint, for Canada during the past season, has been a very high one. At the commencement of the season it looked as though Japan might have had a reasonable market, but being in want of both medium and low grades of tea, which were not manufactured so freely, owing partly to the high cost of living and also the recent Russo-Japanese war, as it was found that manufacturers could get more money in preparing the higher class of goods at the same cost as the lower grades. There is not, practically speaking, one package of any kind of tea left in Japan, as all stocks were cleaned out, so that even home consumption is suffering. As a result, native retailers are compelled to raise their prices.

Throughout Mr. Nishimura's trip, especially in the United States, he found stocks kept in first hands seemingly very light and the scarcity of tea in Japan at present, also the reason of high living at home will draw conclusions to the fact that the coming season will bring forth even a much higher market.

A STORY OF PROGRESS.

An announcement that ought to be of interest to every reader of The Grocer is that the "Salada" Tea Co., in another part of this week's issue.

They report an increase of 22 per cent. in their Canadian business in 1907 over the previous year. This practically means that where four pounds of "Salada" were sold in 1906, five pounds were sold in 1907. It tells a story in figures that is unique in mercantile business, and which reflects the appreciation of the public not only for "Salada," but quite as much for the merchant who serves his customers with the best that can be had. When one looks around at the position of the merchants in any given town, he will always find that the one dealing in the highest grade goods is in the best financial position, and invariably the one striving by the aid of inferior goods to better his profit is in no enviable position. When the public are consuming they forget the cost and only think of quality. It is so with every article on a grocer's shelves, but particularly so with tea.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—By a wholesale commission firm handling teas and grocery sundries, energetic man one with the knowledge of teas preferred Apply stating age, experience and salary expected to Box 173, CANADIAN GROCER, Toronto.

WANTED—A young man, several years experience with a leading wholesale flour, grain and provision dealer, having splendid connections amongst wholesale and retail grocers, and best bakers of city and District of Quebec, desires engagement as selling agent for flour millers and wholesale houses; reference furnished. Address Box 174, CANADIAN GROCER, Toronto. (4)

TRAVELERS WANTED.

WANTED—Two grocery travellers with established connections (preferred), one for North Shore and Soo Branch and Owen Sound and Teeswater branch. Apply by letter giving, confidentially, full particulars. Eby-Blain, Limited.

SITUATION WANTED.

SPECIALTY SALESMAN, disengaged; good ability appearance and references; grocery experience Box 175, CANADIAN GROCER, Toronto.

FOR SALE

FOR SALE—About ten tons pure maple sugar. Woodman & McKee, Coaticook, Que.

MARKETS STEADY IN NOVA SCOTIA

Quietness Rules in Province's Business—Butter and Poultry Scarce and High—Unusual Situation in the Lobster Industry.

Halifax, N.S., Jan. 15, 1908.

The Maritime grocery markets are very steady at present, and prices will not likely change for some time. Trade is very quiet at present, and will likely continue so until the opening up of the spring business. The market is well supplied with all lines, and there is no scarcity of anything at present, with the exception of butter. The latter is very high and no relief is in sight. Some small tubs of fresh made butter were marketed during the past week, and while the demand for butter is good, this stock sold very slowly, owing to the practically prohibitive price. The local consumers have not in the past paid such a high price as 34c per pound for butter, and, therefore, they do not care about doing it now. A large retailer informed The Grocer recently that his sales of butter have fallen off very greatly of late, and others in the same line of business make the same report. There is only one cause for this, he said—the high price. People have substituted other things for butter and limit their purchases of the latter.

* * *

The market is fairly well supplied with eggs, and good fresh stock is easily obtainable in small quantities at a reasonable price. The mild weather has greatly aided the receipts and new-laid can be bought for 30c per dozen. The demand for eggs is light, and the dealers are not turning very many over at the present time.

* * *

The receipts and shipments of apples are falling off, and there is not very much first-class stock on the market now, though there are still large quantities stored in the warehouses in the valley. Most of those who have first-class apples are holding their stock for higher prices, and when the market is bare they will likely get what they ask.

* * *

Poultry is now very scarce and the dealers find considerable difficulty in securing sufficient to meet the demands of their customers. At the close of last week there were not more than a few hundreds of pounds of turkeys and chickens on the market.

* * *

John A. Neville, of Halifax, one of the largest exporters of lobsters in Canada, says that the catch of last year was only about 75 per cent. of the catch of 1906, due to the boisterous weather in the early months of the year. The price of lobsters has advanced greatly in recent years, and Mr. Neville states that in many districts the prices paid the fishermen are treble the figures of fifteen years ago. The lobster canners, among whom there is keener competition, perhaps, than in any other known trade, have not in many instances made any profit whatever. Mr. Neville says that prices must decline in order that the consumption may not be curtailed.

Fifteen years ago a case of one-pound flat lobsters, containing forty-eight pounds of meat, could be purchased for eight dollars. The past season, for strictly fancy Newfoundland and south coast of Nova Scotia qualities, as high as sixteen dollars and fifty cents per case was paid. That the consuming world cannot stand such increases as this must surely be admitted.

One of the conditions which perhaps was the discrimination made by Germany as against Canadian lobsters, brought about an advance in price, on account of the surtax placed on German goods by the Government of Canada. This discrimination resulted in the restriction of the markets in Germany to the purchasing of the Newfoundland product and when the quantity of lobsters produced in Newfoundland was not found adequate to the demand in Germany, Canadian lobsters had to be purchased and the extra duty paid. Then, when Newfoundland lobsters were obtainable, the extra price including the extra duty was demanded and had by Newfoundland sellers. The result of this in turn brought about a higher price in the outside markets for Canadian lobsters. Thus an advance engineered through Germany's endeavor to retaliate against Canada has resulted beneficially to the lobster industry.

M. B. Garrett, who has been in the grocery business in Calgary, Alta., has made an assignment.

The Perfect Pipe Tobacco Is

T. & B.

This is the declaration of hundreds of smokers who refuse to smoke any other brand. The grocer who is wise enough to stock **T. & B.** is bound to have a profitable tobacco department because the demand exists, and **T. & B.** customers are regular customers. **T. & B.** is mild and fragrant and has a delicious flavor. No dope in **T. & B.** It never clogs a pipe or bites the tongue.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

NEW BRUNSWICK TRADE QUIET

Flour and Feed Markets Exceedingly Strong—Large Grain Shipments to Great Britain—Proposed New Steamship Line.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Jan. 15.

Business in grocery circles has been very quiet here during the past two weeks, The wholesalers and some of the retailers have been busy taking stock and there has, consequently, not been much activity in the trade. There has been practically no change in prices.

The flour and feed market is very strong and merchants are looking for higher prices. In Carleton county hay has dropped to $7 and $8 a ton, which is $4 or $5 less than it was a month ago. Oats, too, have declined and are now offered at 45c a bushel. As a result travelers who are quoting Ontario and P.E.I. oats at figures above 50c are unable to do any business, as the dealers are all stocking up with the Carleton county product at the lower figure.

The shipments of grain from the port of St. John for the season of 1907-08 will be the largest in the history of the port. Both the C.P.R. and I.C.R. elevators are full and heavy shipments are going forward to Great Britain, on every steamer. The shipments from the C.P.R. elevator up to the present time total 1,444,179 bushels, while there are 954,000 bushels now in the elevators or in cars on the tracks. Contracts have been made up to April 1 for over 6,000,000 bushels and in addition to this there will be the April shipments, which are always very heavy. The I.C.R. elevator has handled over 1,000,000 bushels up to the present time, as compared with about 400,000 bushels last year, which was the biggest amount previously handled.

That the year 1907 was not a favorable one for the harbor fishermen was shown at the annual sale of the fisheries on January 7, when the amount realized for the privileges was $1,912 less than in January, 1907. The total amount received by the city from the sales this year was $4,271.90, as compared with $6,186.90 last year.

* * *

At the regular monthly meeting of the St. John Board of Trade, held on Jan. 7, J. H. McRobbie, who was re-elected president at the annual meeting in December, resigned the office, owing to business and personal reasons. The resignation was accepted, but the matter of electing a president was left over until the February meeting. It was decided to hold a banquet for members of the board at an early date.

A letter from Hon. Wm. Pugsley, Minister of Public Works, enclosing a communication from Hon. Mr. Brodeur, Minister of Marine and Fisheries, in reference to the petition from the fishermen of Chance and Dipper harbors, asking for the erection of a dogfish reduction plant, was read. Mr. Brodeur pointed out that the experience of the department with the reduction works already erected was not such as to encourage them in erecting more. He also said that as there appeared to be a prospect of a considerable abatement of the pest, there did not seem to be such a pressing need of reduction works.

W. F. Hatheway criticized the statement in the letter that the results from the reduction plants were not as beneficial as could be desired. He referred to the statement made at the Maritime board meeting that the works at Canso had been of great benefit, He thought that a reduction factory ought to be erected in the Bay of Fundy, as asked for by the fishermen of St. John and Gloucester counties.

The motion was adopted, it being understood that the representatives named communicate with the residents in the vicinity of the plants already established.

* * *

The council reported that they were in receipt of a communication from a gentleman in Havana, stating that it is proposed to start a steamship line from Boston to Havana, and suggesting that St. John might be included in the itinerary. As he expects to be in Halifax shortly, the council has invited him to come to St. John and talk the matter over with the merchants here.

* * *

Reid Chase, of Hartland, has decided to sell out his fruit and tobacco business at that place. Miss Janet McMullin, will occupy the premises for her fruit and confectionery business.

* * *

Theodore H. Estabrooks returned home on Thursday from a trip to Toronto and Montreal.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

20 years of progress of the firm of

JOS. COTE

Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.

Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.

We have 6 travellers who are continually on the road at the disposal of our customers.

Branch: 179 St. Joseph St. Phone 1272, 2097

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
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Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

IF YOU SAVE

Though it be only $1.00 a week, you will soon be on the way to independence and wealth.

In the Savings Department of the METROPOLITAN BANK **$1.00 opens an account.** Interest is allowed from date of deposit and compounded every three months.

We'll gladly handle your account and serve you with the same courtesy and efficiency as if you were a large depositor.

THE METROPOLITAN BANK

Capital Paid Up, $1,000,000 — Reserve Fund and Undivided Profits $1,183,713.23

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop

HALIFAX HOTEL
HALIFAX, N.S.

HOTEL IMPERIAL
Large Sample Rooms
Steam Heated and Gas Lit
GEO. W. WEBSTER, Prop., Swift Current, Sask.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency
313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,
77 Front Street East, Toronto

Twine, Paper Bags and Jute Goods.

Phone Main 5548

WE MAKE CANS

Good Ones

We are prepared to book orders now from manufacturers of Baking Powders, Syrups, Spices, Coffees and other canned goods.

Particular attention will be given also to meat packers requiring first-class cans. Our key-opening cans are largely used by the best packers.

Send for a few of our samples if you are not yet acquainted with our cans.

Address Us:

ACME CAN WORKS

Montreal

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

Price $25.00

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.

To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

CLERK HIRE COSTS MORE THAN

Allison Coupon Books

The time the books save is worth many times their cost.

This fact alone is enough to warrant their general use. But there is the added advantage that the account keeping is done better and business friction eliminated.

If a Man Wants Credit

for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

The PERFECTION CHEESE CUTTER

It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do: the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
OF CANADA HAMILTON, Ont.

Keep Track of the Goods

you sell and the money your customers owe you, by using our simple

"DUPLEX"

COUNTER CHECK BOOK

It's a money-saver, a time-saver, a trouble-saver and a customer-keeper.

WRITE FOR FULL INFORMATION.

The Carter-Crume Company, Limited
Toronto and Montreal

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"

The experience of all users proves that

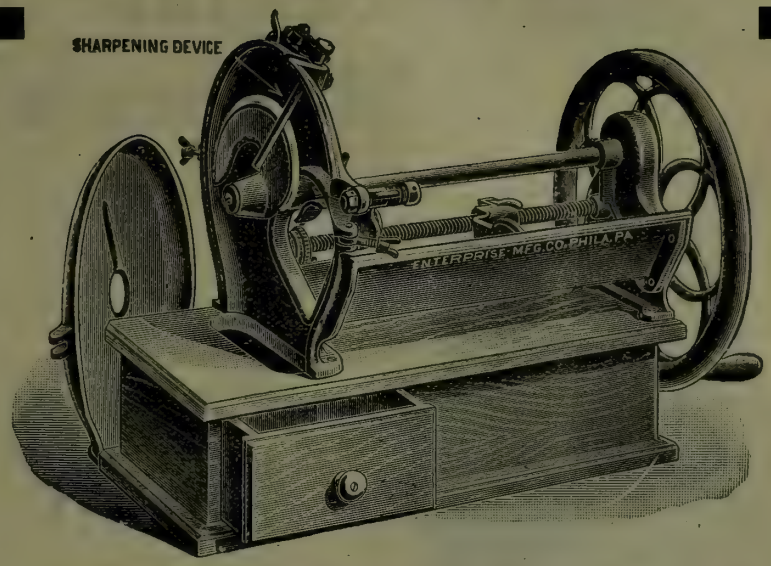
"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED

SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump and other specialties demanded by enterprising grocers.



The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.

No. 125 (with 2 blades) . . $22.50 No. 129 (with 1 blade) . . $22.50.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

EXPERIENCED ADVERTISEMENT WRITERS

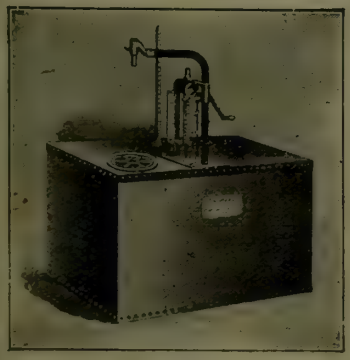
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

J. HOWELL JAMES

333 Lippincott Street, TORONTO

Store Fittings, Counters, Showcases, Etc. Made to fit any store.
Write or phone me before fitting up your store or making alterations.

PHONE COLLEGE 2880



Cut 19—Type B
All Metal First Floor Outfit

The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Tank, but how much it is now costing you to be without one.

The Bowser Self-Measuring Oil Tank will save all the money you are now losing through evaporation, leakage, waste and carelessness; that is, enough to repay the purchase price of a Bowser many times over.

Surely such an oil tank is at least worth investigating and an investigation will cost you but one cent. Just use a postal to ask us for catalog B and we will send it with full information and prices.

S. F. Bowser & Company, Ltd.

66-68 Fraser Ave., - TORONTO

If you have an old Bowser, and want a new one, write for our liberal exchange offer.

PROFITABLE BUSINESS

Maconochies' Jams and Marmalade

Purity
Quality
Value
Profit

Maconochies' Jams and Marmalade are made from pure fruit and sugar. Every care is taken to insure perfection in manufacture. They are quick sellers and profit earners, which means that they get business and hold business.

Order from Your Jobber

General Agents in Canada and United States :

MacLaren Imperial Cheese Co., Ltd.

Head Office—Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 17, 19 8.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	5 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 8 oz	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼-lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Condensed cocoa cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" " "	0 19
London Pearl per lb.	0 24
Special quotations for Cocoa in bbls., kegs, etc	

Chocolate—	
Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb	0 38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	0 35
Parisian 8s per lb.	0 30
The following sweetened for household purposes:	
Royal Navy ½'s, ¼'s, 12 lb. boxes per lb.	0 33
Diamond, ½, 7's, boxes per lb.	0 28
Perfection, 2 c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

	per lb.
Chocolate—	
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 42
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homoeopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

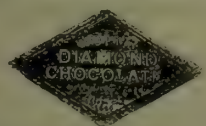
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ 90
½ " " 4 " " "	2 40
¼ " " 2 " " "	4 75
1 " " 1 " " "	9 00

JOHN P. MOTT & CO.'S.

R. S. McLudoe, Agent, Toronto.

J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per lb
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 33
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 45
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
⅛ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	Pails.	Tins.	Bbls.
In 15 lb. pails and 10, 25 and 50 lb. boxes.	15 lb.	10, 25 and 50 lb.	
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling, Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 7	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—Large size jars, per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	17 00
Small size "	12 00
Roquefort—Large size "	1 40
Small size "	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
10 to 1,000 books	3c	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent, The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
'Vita' Pasteurized Extract of Beef.

Bottles	1-oz., case of 2 doz	Per case. $3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 [illegible]

THOMAS J. LIPTON
Prices on application.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

New and Revised Storage Rates for 1908

NOTICE

DECEMBER 31ST, 1907.

"We beg to advise our customers that all the rates quoted prior to this "date have been cancelled, New and Revised Rates will be furnished on "application. All goods now in store will remain at the present rates, "unless otherwise advised."

We wish our many customers a very Happy and Prosperous New Year, and an extensive and profitable business during the year 1908.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Gray Nun Street, MONTREAL

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 1 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case.per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Jelly Powders

List price
Shirriff's" (all flavors), per doz 0 90
Discounts on application,

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND,

Tierces	$0 09½	20-lb. tins	1 90
½-bbls.	0 09½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 09½	" 5-lb. "	0 10½
20-lb. Pails	2 00	" 10-lb. "	10½

Liquorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 35
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar liquorice and Tolu wafers, 5-lb. cans.....per can	2 00
Liquorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" liquorice 10 sticks	1 45
" 100 sticks.....	0 70
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto	
Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.	
Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.			
Orange jelly marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.			
Preserved ginger marmalade, 1 lb. glass jars.			
Pineapple	"	1	"
Green fig	"	1	"
Green fig and ginger	"	1	"
Lemon	"	1	"
Grape fruit	"	1	"

Prices and special quotations.

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins..... ... ...per doz.	$1 40
" ½-lb. tins ..... "	2 50
¼-lb. tins ..... "	5 00
Durham 4-lb. jar..... .....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins.....per doz.	0 85
" -lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch," 1-lb. glass, per doz.			1 50
" " 2-lb " "			2 70
" " 4-lb. tins, "			4 65
" " 7-lb. " "			7 35
"Shredded," 1-lb. glass, per doz..			1 80
" 2-lb. " "			3 00
" 7-lb. tins, "			8 00

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.	
½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....			$2 75
No. 2, " 120 ½-lb. "			2 75
No. 3, "	30 1-lb. "	}	2 75
	60 ½-lb. "		

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 25
5 cases.....	9 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish....	"	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 [illegible]
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½

ESTABLISHED 1879

"Draw a tiger incompletely and he is like a dog."
Draw a cup of Coffee whose material is incompletely tested, purified, roasted and brewed, and you have slops.
There is no incomplete stage in

WOOD'S COFFEES

up to their delivery to the Grocer.
They possess all the Coffee virtues.
The superior selected berry stamps every grade.
Perfect treatment marks every step from the tropic tree to the coffee-pot.
In "Drawing" draw the line at half-way goods.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 8
5-lb. toy trunks, 3 in case..... 0 08
6-lb. enameled tin canistors, 6 in case..... 0 8
Kegs, ex. crystals, 100 lb..... 0 7
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. ... 0 08
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes of 45 cartons, per case.... 3 60

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 6½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07½
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07½

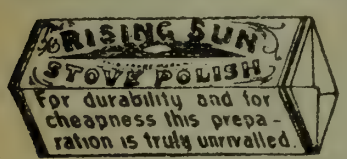
SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07½
Durham corn starch, 40 lb. 0 06½
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 07
" 3-lb. cartons, 36 lb.. 0 07
" 200-lb. bbl..... 0 06½
" 100-lb. kegs..... 0 06½
Canada Laundry, 40 to 48 lb..... 0 06
Ivory Gloss, 3-5 family pkgs., 48 lb 0 08
" 1-lb. fancy, 50 lb..... 0 08
" large lumps, 100-lb kegs 0 07
Patent starch, 1-lb. fancy, 28 lb.. 0 08
Akron Gloss, 1-lb. packages 40-lb 0 06½
Coldwater Ivorine Starch, per box, 40 pkgs..... .... 3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$1 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " " ..	2 75
10-lb. " 6 " " ..	2 65
20-lb. " 3 " " ..	2 60

Teas.

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

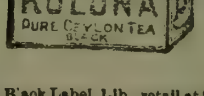
Cases, each 60 1-lb	$0 36
" " 80 ½-lb	0 36
" " 120 ¼-lb	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs. ½s & ¼s.	0 30	0 40
" " 1 lbs. & ⅛s.	0 22	0 30
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



Ceylon Tea in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V. H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 76
" " 1-lb "	0 05

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D-4 " fancy "	3 95
F-4 " wire "	3 65
G 3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 0
No. 2, "	7 50	No. 3, "	6 5

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 50
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages per case..	0 62	0 67
6 " " " ..	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme
Montreal and Toronto

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
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TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Cheap goods at any price are not what you want as a reputation builder.

If you handle **Canadian Canners'** goods you will keep your old customers and make new ones.

"Aylmer," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and **White Rose"** Brands are all **guaranteed** as to **quality.** They have been popular brands for over a quarter of a century.

Fruits and vegetables of these brands are canned only when at their best for table use.

BRANSON'S

Concentrated Coffee

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying quality.

Large bottles.

Concentrated Coffee

A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, **London, S.W., Eng.**

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

What is Our Experience Worth to You?

Ever since we commenced business, the same thought, the same effort and the same careful attention has been given to "SALADA" Tea. This experience, gained by meeting and surmounting actual problems in the tea business, is your strongest guarantee of efficiency and absolute reliability.

Our enormously increasing sales are conclusive proof that the public are finding out in increasing numbers every year that they are best served when they purchase "SALADA" TEA.

The accompanying table furnishes a practical illustration of the reward we have received for serving the public well. If you are not satisfied with the condition of your tea trade, we will be very pleased to give our careful attention to a letter from you.

OUR SIXTEEN YEARS' EXPERIENCE IS AT YOUR SERVICE.

For EVERY ONE-POUND PACKAGE of "Salada" sold in 1892 (our first year) we sold in

1893, 2 Lbs.
1894, 5 Lbs.
1895, 12 Lbs.
1896, 21 Lbs.
1897, 40 Lbs.
1898, 56 Lbs.
1899, 76 Lbs.
1900, 89 Lbs.
1901, 103 Lbs.
1902, 114 Lbs.
1903, 144 Lbs.
1904, 161 Lbs.
1905, 191 Lbs.
1906, 235 Lbs.
1907, 278 Lbs.

Therefore for every ONE POUND of "Salada" sold in 1892, we sold TWO HUNDRED AND SEVENTY-EIGHT POUNDS in 1907.

BY FAR THE LARGEST SALE OF ANY TEA IN AMERICA.

DURING THE SIXTEEN YEARS THAT "SALADA" HAS BEEN BEFORE THE PUBLIC WE HAVE HAD OVER SEVENTY-FIVE IMITATORS OF OUR STYLE OF PACKET, BUT ABSOLUTELY NONE OF THEM EVER SUCCEEDED IN IMITATING "SALADA" QUALITY. THE PUBLIC SOON FOUND THIS OUT. WHERE ARE OUR SEVENTY-FIVE IMITATORS TO-DAY?

HIGHEST AWARD AND GOLD MEDAL, WORLD'S FAIR, ST. LOUIS, 1904.

Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

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Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

Molasses Molasses

Extra Choice Porto Rico Lion	Extra Fancy Trinidad
Fancy Trinidad	Choice Barbados
Fancy Barbados	No. 7 Choice West India Molasses
Open Kettle Circle 6	No. 4 Strong Bakers
Open Kettle Circle 7	No. 1 Golden Cane Syrup
No. 5 Special	No. 2 Golden Cane Syrup
Extra Choice Porto Rico Beaver	

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

Agents

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C. DeCarteret,	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Greening,	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:—

Jose Segalerva
Malaga, Spain

will be Ahead of his Competitors Because the MALAGA SEEDED RAISIN is

Superior in Richness and Flavor, and can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

YOU WILL MAKE A GOOD PROFIT

Agents for the Dominion

ROSE and LAFLAMME — Montreal and Toronto

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

JAMESTOWN, 1907 agrees with ST. LOUIS, 1904 that

LIPTON'S TEA

was the best tea their judges could buy in the open market. ST. LOUIS gave LIPTON'S TEA not only the GOLD MEDAL but also the grand prize, which was awarded no other tea. JAMESTOWN confirmed this by giving the GOLD MEDAL. their highest award to

LIPTON'S TEA

The judgment of both these and previous expositions proves that the buyers and drinkers of

2,000,000

Packages of

LIPTON'S TEA

each week are also good judges of tea.

Sold in airtight tins only.

None genuine without the signature.

Thomas J. Lipton

THOMAS J. LIPTON,

Canadian Office, 75 Front St. E., - - - - TORONTO

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Are Your Goods Sold in British Columbia?

Business was never better in this Province than at the present time. We have three first-class salesmen who are personally acquainted with every merchant throughout British Columbia, and can get the business.

If you want your goods SOLD, write us. Don't put it off.

Standard Brokerage Co., Limited

144 Water Street, - - - Vancouver

Box 1057 **T. E. JOHNSON, Manager**

GREIG'S

Spices Coffees Cocoanut
Jelly Powders Baking Powder
Flavoring Extracts

Flaked Wheat, Rolled Oats, Buckwheat Flour, Graham Flour, Wholewheat Flour, Gluten Flour, Wheat Kernels

THE VERY BEST GOODS AND THE VERY BEST SERVICE

Prompt Shipment and Satisfaction always assured

WRITE, PHONE OR WIRE

The Robert Greig Co., Limited, White Swan Mills, Toronto

Grasp This Opportunity!

The fact that so many grocers have found our

PURE APPLE JUICE

such a profitable line, is a strong reason why you should handle it. A trial order would convince you.

Write us to-day about this really fast selling and profitable line.

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE - - ONTARIO

PRIDE of CANADA

Grocers!

When you are in doubt as to the purity of the maple syrup or maple sugar you are about to purchase, look for our Pride of Canada Brand.

Secure it and you obtain the purest, truest brand of maple products on the market.

Years of experience have more and more convinced us that the only way to win and hold trade is to supply *absolutely pure goods*. We have always done this and will continue to do so.

You will find it to your advantage to do likewise.

Sell Pride of Canada Brand and your trade is assured.

Your customers will appreciate it.

SEND ORDERS TO

Maple Tree Producers' Association

Waterloo, - Quebec

$500.00 in Prizes

offered in

St. George's Baking Powder LIMERICK CONTEST

Every dealer should take advantage of this great Limerick Contest to sell more St. George's.

We send—all charges prepaid—large Limerick hangers to put on the windows and display inside the store—so you can get the full benefit of all this advertising. Write for as many of these hangers as you can use.

National Drug & Chemical Co., of Canada, Limited, Montreal

"Non-Pareil Oil"

Highly Recommended by

Leading Bakers and Confectioners

The most Economical and Satisfactory Oil

Kentucky Refining Co.,
Incorporated
Louisville, Ky.

J. M. BRAYLEY, Manager Montreal Branch,
322 East Notre Dame Street,
MONTREAL

Samples and prices on application. Phone Main 3938.

Naptho SOAP

MADE IN CANADA

The soap question is worth consideration from the standpoint of economy.

Selling inferior soap costs you many a dissatisfied customer.

Why not win permanent customers by selling soap of worth?

NAPTHO SOAP always pleases because it does more work than any soap on the market.

Can be used in either HOT or COLD water.

At the price quoted to the trade NAPTHO is the best value of any SOAP on the market, and it is impossible for a manufacturer to produce a better article at any price.

Washes everything washable in either HOT or COLD water.

The Welcome Soap Co.
Limited
St John, - N.B.

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

JAPAN TEA

To retail at 25c. Half Chests Good Quality.

Thomas Kinnear & Co.

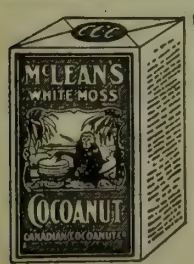
Wholesale Grocers TORONTO and PETERBORO

Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dirty and fly-specked.

Seems as if ***every successful*** retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy "just as good" kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED
Windsor, - Ontario



White Moss

If you sell cocoanut sell the best and ***satisfy*** your ***customers.*** Our brand is the market standard and will satisfy you and your customers.

The Canadian Cocoanut Co. 613-619 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

E.D.S. Brand Jams and Jellies
ARE THE ACME OF PURITY

The delicious flavor of E.D.S. Brand is obtained by the exclusive use of pure, well-grown ripe fruit, grown in our own orchards. We have government documents which prove that E.D.S. Brand is really the **PUREST SOLD IN CANADA.**

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

AFTER STOCK-TAKING

It is important to see that in certain lines you are at once stocked up. This is the case with

STERLING BRAND PICKLES

Do not allow your assortment to run down for these pickles are in increasing call with the best public in all parts of the Dominion. It is another illustration that "made in Canada" goods take the first place to-day in high class stocks on merchants' counters It is so with Sterling brand pickles, relishes and jellies.

Order from your jobber or direct from the manufacturer.

The T. A. LYTLE CO.
Limited

124-128 Richmond St. West, Toronto.

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

Reasons why you should buy your

TEA

FROM

FOR QUALITY { We are TEA EXPERTS and can guarantee that our TEAS will please every time.

FOR PRICE { We give our whole energy and attention to the Tea business, and are therefore in a position to quote the lowest prices possible.

TRY US WITH YOUR NEXT ORDER

MINTO BROS., - TORONTO

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.

MODEL E MACHINE

OUR No. 1 SINGLE ARC
500 Candle Power

OUR No. 3 SINGLE ARC
500 Candle Power

OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one withan entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesian supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**
LINDSAY, ONTARIO, CANADA.

" I have just arrived from Japan to look after the next season's

JAPAN TEA IMPORT BUSINESS

and will stay in Canada for a short time. I shall be very pleased to hear from all my **WHOLESALE TEA FRIENDS."**

SHAW T. NISHIMURA, Sole Agent, - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Diamond E Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely skeptical about trying another coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new** life into your **Coffee Trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles.
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling. Cures Lameness, Allays Pain without laying the horse up. **Does not blister**, stain or remove the hair. $2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Synovitis, Weeping Sinew, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

"Essex" Reputation!

Aside from the striking advantages of the Essex region for growing fruits and vegetables, and in addition to the absolute cleanliness of the Essex factory, we have a reputation for fair, square dealing with the trade generally. We realize the important part grocers play in the distribution of any food product and are making it easier for them to double their profits with

—Essex Apple Butter **—Essex Apple Jellies**

—Essex Tomato Ketchup **—Essex Superior Jams**

—Essex Pork and Beans

We're doing more general advertising than we ever did - giving housekeepers good and substantial reasons why they should buy Essex goods in preference to any other. That means doing everything in our power to encourage repeat orders, and making it worth your while to give the Essex line the prominence it deserves.

The Essex Canning and Preserving Co., Ltd.

FACTORY AT ESSEX, ONT.

28 Wellington Street E., TORONTO, Can.

Are You Successful As a Grocer ?

Have you ever stopped to consider whether or not you could attain a higher degree of success as a grocer ? Have you ever thought out the reason why some grocers were more successful than others ? There are many reasons, but the main one is : a reputation of selling really good goods at reasonable prices. Such a grocer gets the confidence of his public, and can hardly help succeeding. Are you well posted on the quality of the goods you handle ? It is important that you should be—especially about canned goods. One bad can may alienate a lot of customers. But if you handle the best of all canned fruits and vegetables—

Old Homestead Brand

you will gain increased friendship with every can that passes over your counter. We have set a pace in purity which we must keep up. Consequently every can of Old Homestead Brand is an example of unalloyed purity and excellence of flavor.

BE SURE OF YOUR PERMANENT PROFITS BY ORDERING OLD HOMESTEAD FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton, Ontario

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

SILVER PRUNES

Fancy 25-lb. Boxes.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

The Perfect Shoe Polish Is

2 in 1

Does the work of Liquid & Paste Combinations
Combinación de Líquido y Pasta
TWO IN ONE
SHOE POLISH
DOS DENTRO UNO
BE TUN SUPERIOR
The F.F. Dalley Co Limited
CONTAINS NO TURPENTINE OR ACIDS
CONTIENE ACIDE NI TERREBENTINE

This is a fact which cannot be successfully disputed. Not only does a rigid chemical analysis bear it out, but the unanimous declarations of thousands of satisfied users and dealers echo it increasingly. It shines shoes as no other polish can, and at the same time acts as a leather preservative.

Better Renew Your Stock!

The F. F. Dalley Co.

Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

It Sells Easily!

"CAMP" Coffee is one of those reliable articles that you can afford to keep always to the front. Your customers are buying "CAMP"—buying it somewhere else if not at your store. It is so good, so easily made, and so economical in use, that thousands of families account it a necessary of life.

Stock "CAMP" freely — it pays.

Agents:—Rose & Laflamme, Montreal.

'CAMP' COFFEE

Manufactured by R. Paterson & Sons, Glasgow.

Don't Experiment

with other foods said to be the same as or better than

Molassine Meal

No other food can prove that its use keeps HORSES, CATTLE, PIGS and POULTRY in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

ANDREW WATSON

Telephone Main 4409 **81 Place d'Youville, MONTREAL**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,

½ dozen in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

Tartan BRAND

SIGN OF PURITY

New Pack

Wagstaffe's Marmalade

1-lb., 20-oz and 28-oz. glass; and 5-lb. and 7-lb. gold lacquered tins.

Canned Fruit TARTAN Brand

Full Assortment

RASPBERRIES, STRAWBERRIES, PEACHES, PEARS, PLUMS, Etc, Etc.
You will make money by anticipating your future wants in above lines. Our TEA SALE a great success. Lots of bargains left. Write for samples if you are open, or Phone 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous **VICEROY** for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

Quaker Salmon, Flats,	*$2.05 doz.*
Quaker Salmon, Talls,	*1.90 doz.*
Viceroy Salmon	*1.75 doz.*
Empress Salmon	*1.50 doz.*

M

Mathewson's Sons

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

We make our matches from the best selected materials.

Our workmen are experienced and life-long match makers.

Our machinery and equipment are the most modern and best.

Therefore

Our Matches

are bound to be

The Best

Besides all the above facts we save you money on freight.

The Improved Match Co.,

Limited

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

Eastern Township Cash Buyers We Want Your Attention

We take stock on February 10th. Our stock is heavy and cash hard to get, between now and stock taking we will accept brokerage prices. Write us for prices on Raisins, Evaporated Apples, Currants, Prunes, Dates, Red Onions, Beans, etc. We'll give you prices that only cash buyers ever see.

T. A. Bourque & Co., Reg., Sherbrooke, P.Q.

GET
Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

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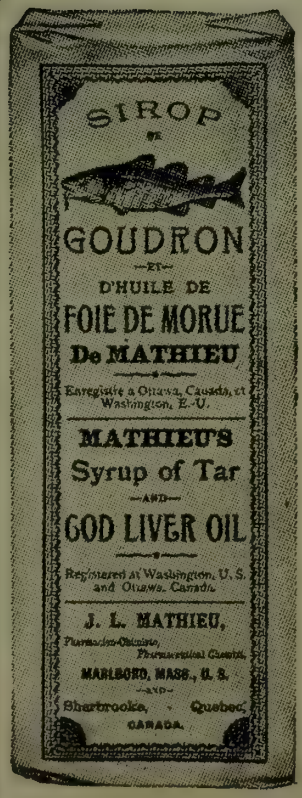

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The New Canadian Co-operative Act

Discussion of Measure Brought Forward Last Year by Mr. Monk Which is Now Being Carried Through by Government—Co-operative Societies Not a Pronounced Success in Canada.

From our Special Ottawa Correspondent.

Hon. Rudolph Lemieux, Postmaster-General and Minister of Labor, has just returned from the far east, and as soon as the Japanese immigration question is disposed of the Minister will take up one of the most important measures affecting the working classes, both agricultural and artisan, which has been before Parliament in recent years. As the Industrial Disputes Act is generally spoken of as the Lemieux Act, so the act respecting co-operation which will become law this session, unless something unforeseen happens, will be known as the Monk Co-operation Act. Mr. Monk introduced his bill originally in the session of 1906. After the second reading it was referred to the committee on banking and commerce, and there it was held up for the remainder of the session. The member for Jacques Cartier reintroduced the bill last session, and his suggestion that it be referred to a special committee of the House was accepted by the Government. Several meetings of the committee were held, many important witnesses were heard, both for and against the measure, and the outcome was a unanimous report recommending the adoption of Mr. Monk's bill by Parliament with a few changes. Mr. Lemieux, who was chairman of the special committee, gave a specific pledge to the House that he would take charge of Mr. Monk's bill this year as a Government measure, and for this reason it will readily be understood that the bill is bound to become law. In very few instances in this country is a Government measure ever defeated, and it will require the strongest possible pressure to induce the Government to depart from its promise with regard to this particular bill.

The Legislation Outlined.

The bill last year was entitled, "An Act Respecting Industrial and Co-operative Societies." This year, however, it is known simply as "An Act Respecting Co-operation." Its special object is "to provide for the creation and organization of industrial and co-operative societies among the farming and laboring classes of Canada." It is proposed to place the administration of the Act under the Minister of Labor by application to the Department of Labor. Any number of persons, but not less than seven, may be incorporated as a co-operative society. The corporate name of the society shall not conflict with that of any existing organization. The shares are to be determined by by-laws of the society, but no share shall be less than one dollar. No society is to be permitted to carry on the business of credit and savings, unless such society lays aside twenty per cent. of its yearly net profits in order to establish a fund to meet losses. The advancing of money by loan, discount or otherwise, or the acceptance of deposits from any person other than members of the society is prohibited. The banking operations are to be limited to the electoral division in which the head office is situated, except in the case of cities which may be composed of one or more electoral divisions, such as Toronto and Hamilton, when in such case the Minister may authorize the society to transact business within the limits of the city. In the case of co operative banks, the members of the board of management shall not have the right to borrow, either directly or indirectly, from the society. Provision is also made in the act for a board of supervision, for annual returns to the department, for the inspection of books, for investments, for the adjusting of disputes between members, for the amalgamation of several societies within the same district. The schedules to the act contain the form of application to the Department of Labor for incorporation, draft rules of societies incorporated under the act; and the form of the annual return to be furnished to the Government.

It will be gathered from the foregoing synopsis that considerable care has been bestowed upon the provisions with respect to co-operative banking, but it will be readily understood that the machinery provided will apply to any class of distributing society.

The testimony adduced before the special committee last session was of a most interesting character. Much was said with regard to co-operative banking, but in addition considerable information was forthcoming regarding the work of distributing societies in different countries.

Co-operative Credit Societies.

Alphonse Desjardins, president and manager of "La Caisse Populaire de Levis" (The People's Bank of Levis) was examined specially with regard to the co-operative savings and credit features of the bill. He stated that he had given special attention to the co-operative societies of Europe and had for ten years enjoyed an active interchange of correspondence with many continental leaders of the movement. Mr. Desjardins referred to the educative feature of co-operation on the poorer classes as a valuable factor and traced the reasons for this. He explained in detail the methods of operation in the credit associations established under the co-operative system, and particularly the plan of the Caisse Populaire at Levis, Que. Levis is a town of 7,000 with an industrial population, the industries being railways, foundries, one or two machine shops, and a shoe factory. Some of the country around Levis is included in the scope of the People's Bank. By-laws were adopted on December 6, 1900, about 50 citizens being at first associated together. On January 25, 1901, the first semi-monthly financial statement showed assets of $242. On January 21, 1907, the total assets were $48,775. Mr. Desjardins explained how the capital had been got together, the system of loans and the general conduct of the business of the association, which during six years had loaned over $200,000 and had not lost one cent. This was not exceptional, Mr. Desjardins contended. He mentioned a letter he had received from Luigi Luzzatti, chairman of the Popular Bank Association of Italy, in which that gentleman stated that in 41 years' experience with 800 popular banks, the loss amounted to one-tenth of a cent on each two thousand francs loan for the whole period. Mr. Desjardins gave his view of the reasons for so small a loss in co-operative banks. Discussing the expenses of the operation of the Levis Bank, Mr. Desjardins stated that during the six years of its existence they had amounted to $547, including cost of printing. The whole work of the association was done without salary or indemnity, and the office was in his own house. Mr. Desjardins explained in detail the system of auditing, but showed that to a large degree the operations of the society were based on the character of the individual mmber, a vital point in connection with which was that all the members were well-known to each other and were mutually interested in protecting the interests of the association.

Mr. Desjardins mentioned that a year after the Levis Bank had started a similar institution had been established at St. Joseph de Levis, and two years ago a third was established at St. Malo; both the latter are doing well.

Mr. Desjardins gave as his opinion that the five or six co-operative societies which had been started during the past 20 years in Montreal and had gone to pieces, were not genuine co-operative associations; they were so in name, not

in fact. He laid before the committee the by-laws governing the expulsion of members of the Levis Bank to show the care exercised with regard to the question of membership and especially as to the trustworthiness of each member.

Co-operation in Agriculture.

Mr. Desjardins quoted figures which show that there are in France now 18,000 co-operative agricultural associations, established for various purposes and including thousands of village banks. The membership is over 800,000. There were even co-operative associations for the insurance of cattle, insurance of crops against hail, for almost all purposes imaginable, which purposes could not be approached at all with profit, he supposed, by the industrial insurance system. Banking or loaning co-operation had developed wonderfully in Germany, while other aspects of co-operation had been neglected. Similarly, distributive co-operation had been the special form developed in England; and productive co-operation up to about ten years ago had been better developed in France than elsewhere. Each country had its particular needs and those needs had to be satisfied by peculiar associations. In Canada, it might be found necessary to amalgamate two or three present forms of co-operation, or a new form might be evolved adapted to those districts where colonization is proceeding. Mr. Desjardins had had no practical experience of distributive co-operation, but from what he had read and studied, he saw no reason why success could not be achieved in other forms of co-operation.

F. O. Dugas, member for Montcalm, stated that in the county of Montcalm the average crop of tobacco was between three and four million pounds. He had studied the present bill and thought its provisions would be of great use to the farmers of his county. In Canada tobacco was put on the market without being properly cured. In the United States farmers who grew tobacco dried it in their sheds, and it was then sold to other parties who redried, cured and sorted it. There was no such thing as this latter procedure in Canada. He was quite sure, if the bill became law, making it possible for a company to be easily formed, there would not be one, but several societies of the kind organized in his county. There were about 25 tobacco traders in the county, each of whom made at least $1,000 a year, representing $25,000 a year taken from the farmers of Montcalm. The dealers sold the tobacco to the manufacturers without improving it, acting as agents only.

J. A. Ruddick, Dairy and Cold Storage Commissioner, of the Department of Agriculture, stated that he thought there was a strong disposition in Canada amongst dairy farmers and fruit growers towards the co-operative movement. Most of the cheese factories of Quebec Province contained the germ of the co-operative principle, inasmuch as the farmers consented to bring their milk to one point to have it manufactured. In some cases the farmers owned the factory. There were some that were truly co-operative factories, but a great many were purely joint stock companies. Referring to the success of co-operative methods in Danish agriculture, Mr. Ruddick stated that the first co-operative creameries were established in Denmark in 1882, and there were now over 1,100 in the country, besides about 200 privately owned concerns. He traced the growth of the movement and showed the remarkable effect it had had in developing the dairy industry of Denmark. He though in the long run the establishment of co-operative societies on a similar basis in Canada would have the same result. He instanced the fruit industry particularly, as one to which the movement might be applied with advantage. The great lack in the apple trade was that of organization. There were, however, 25 associations of a co-operative character already established in Canada, and working very successfully. Mr. Ruddick indicated the names of these associations, all of which were located in Ontario, and read a copy of the by-laws by which they were respectively governed. The capital stock was held in shares of a dollar and no member could hold more than 20 shares.

Canadian Conditions Not Favorable.

Prof. Adam Shortt, of Queen's University, Kingston, thought Mr. Monk's measure suited to a number of Canadian industries. Co-operation was to be found in its chief working in Europe, where the conditions were favorable and many different organizations had been developed. Prof. Shortt indicated the special forms of co-operation that different parts of Europe had developed, and commented on the peculiar fluidity of capital and labor in America, which was not tied to locality so much as in Europe. The consequence was that the tendency to concentrate labor and capital in the same locality was not so necessary nor so developed. At the same time, there were certain lines in which co-operation in the form indicated in the bill was very necessary to supplement our process. Many of the co-operative movements in agriculture in Western Ontario had been eminently successful. He approved the general principles of the bill, but took some exception to the banking phase of the measure. He particularly dwelt on the difference in the banking methods of the North American continent and of Europe. The witness also proceeded to discuss the application of the co-operative method to different businesses.

A. McNeil, head of the fruit division of the Department of Agriculture, gave evidence showing the excellent results of co-operation as applied to the apple industry in Western Ontario. Such organizations usually originated in the action of eight or ten or more farmers who made a mutual agreement to put their fruit into the hands of a manager for sale and did not otherwise organize. A step beyond this is taken where the farmers had organized under the Cold Storage Act in Ontario, and under similar Acts in British Columbia and Nova Scotia.

The witness explained various ways in which co-operation would, in his opinion, prevent the waste of fruit and gave in some detail the plan of operation of the existing associations.

There was no more effective way, he believed, speaking as chief of the fruit division, of enforcing the Fruit Marks Act than by organizing apple growing districts into co-operative associations. There was every incentive for the members to obey the law and see that it was observed.

Help Officials to Buy Cheaper.

W. L. Mackenzie King, C.M.G., Deputy Minister of Labor, said he had spent a year in Europe investigating industrial conditions, and during that time went carefully into the question of co-operation in England and on the Continent. Mr. King outlined the character of different co-operative associations organized by the students at Harvard, and explained their working. He thought a co-operative society would be a great advantage to the members of the civil service in Ottawa, and would increase their income on an average by 10 or 15 per cent. Mr. King read to the committee the views of Prof. Robertson, as to what the co-operative movement had accomplished in the development of agricultural industries in Canada, particularly dairying. He placed in the hands of the committee official reports of various other co-operative enterprises in Canada, and read a communication from the correspondent of the Labor Gazette, at Guelph, with regard to a co-operative association which had been formed there among workingmen with a view to meeting what they thought were excessive prices being charged for bread. The Guelph Co-operative Association, which was started as a consequence, had proved very successful.

Mr. King also brought to the attention of the committee the co-operative movement introduced among the fishermen on the coast of Labrador by Dr. W. T. Grenfell, the well-known medical missionary of that region.

Asked by Mr. Verville, whether under the proposed Act, 500 of the laboring people in a city could establish a co-operative bank for themselves, Mr. King replied: "They could start a co-operative society for the purpose of obtaining credits. I think the use of the word "banking" is a misnomer; it is rather a system of mutual credit based on knowledge."

Unquestionably, he thought, in a large city of 300,000 and more, such a credit system could be established so as to help the members. "I think what would happen in a good many cities is that the men who had formed themselves into trade unions would very likely form associations also for the purpose of mutual credit." Mr. King did not think organized labor in Canada had given much consideration to the question of co-operation, save in districts such as

Nanaimo and Cape Breton, where there were men from the Old Country who had seen the movement. Mr. King believed the present measure would permit of credit societies being formed and would, he thought, deal a blow at the usurer. He added that the workingmen might hope, by means of the co-operative movement, to improve their standard of living by decreasing the cost of living, and he was inclined to think that "as the co-operative movement makes headway we will find industrial strife begin to diminish in proportion."

Governor-General Favors Law.

His Excellency, Earl Grey, Governor-General of Canada, appeared before the committee by request and made a statement of his views on the subject of co-operation. Lord Grey said he was president of the International Co-operative Alliance, the object of which was "to make known to civilized peoples of the world what are the methods and aims of co-operation, to explain the principle and to point out the methods by which that principle can be applied to the industrial life of the people." He did not propose to refer in any way to the provisions of the bill before the committee. He had visited the Caisse Populaire at Levis and he believed the bank started by Mr. Desjardins had already proved a great assistance to many, and it appeared to him to have this distinctive feature, that while it did much good it did no harm. He had satisfied himself from an examination of the books of the association that it was conducted on safe business lines.

Earl Grey commented on "the remarkable and most encouraging success which had followed the establishment of agricultural banks in Continental Europe and in Ireland and India," and gave what he believed to be the reasons for this success. His Excellency proceeded to indicate the result of his reading and observations as to the working of co-operative institutions in various European countries. Starting with Denmark, the Governor-General showed how the movement had originated in 1864, and that there were now nearly 1,000 societies with nearly 200,000 members; this for a population of under 2,500,000. His Excellency indicated the industries to which the movement was applied, dwelling particularly on the co-operative dairy started 25 years ago, and now exporting $12,000,000 to $13,000,000 yearly to English co-operators alone.

In Ireland the first co-operative society was established in 1889, and now contained 891 co-operative societies affiliated with the Irish Agricultural Organization Society, with a total membership of 90,000 members and a trade turnover for 1905 of $10,000,000. The co-operative association included 300 creameries, 150 agricultural societies and 230 credit societies, and there were, in addition, poultry associations, flax societies, beekeepers' societies, and various home industries' societies.

The chairman (Hon. Mr. Lemieux) remarked that the Minister of Finance had stated that he would not object to the bill provided the word "bank" is not used; the bill could be amended to avoid the use of that word.

Retail Merchants in Opposition.

The bulk of the testimony before the committee was in favor of the co-operative principle, but the opposition side was also heard, Mr. E. M. Trowern, of Toronto, Dominion Secretary to the Retail Merchants' Association of Canada, representing 10,000 merchants, said he had been delegated, together with Mr. Beaudry, the Dominion Treasurer, to submit to the committee such information as they had on the subject of co-operation. He read the following resolution which had been passed by the Dominion Board of the association, viz.:

"That whereas a bill has been introduced at Ottawa by Mr. Monk, asking the government to endorse co-operative societies, and to give them special privileges to the detriment of the retail trade, that this association do all in their power to defeat this measure."

The board had obtained the opinion of the various branches before passing the resolution. The witness took exception to the measure as not attempting to form co-operative societies among the farmers and laboring people by enabling them to work together and pool their money together and divide the profits. It aimed at giving the farmers and laboring people of the country "an opportunity of combining together, getting any one's capital that they might like to get, and by combining, to destroy the retail and wholesale merchants of this country." In the first place the bill dealt with trade and commerce, and should come under the Department of Trade and Commerce if brought into effect, and not that of labor. He objected to the clause that authorized municipalities to invest their money in these societies. He regarded it as a trap laid for the uneducated people who knew nothing of trade and commerce. In Scotland, co-operation had destroyed the retail and wholesale business and it had been done by offering dividends to the public to buy in these stores, which had congested and centralized trade. Mr. Trowern claimed the measure was unfair to the retailer because the officers of the association could not be reached as easily as an ordinary merchant in the event of his misrepresenting the goods he sold. He stated: "If the bill goes through, you will require a specific clause inserted that the president or secretary of these co-operative societies should be held responsible for the deeds of these societies, as we are as retail merchants." Mr. Trowern further claimed that experience in Scotland had proved that, "the man in the co-operative concern who does the buying from the manufacturer has had paid over to him without the full knowledge of his confreres certain moneys for himself to divert trade into the co-operative channel."

Law Gives Special Privileges.

W. C. Ellis, of Ottawa, made the following statement with reference to a remark by Mr. Monk concerning the object of the bill: "Mr. Monk has mentioned what, to my mind, is the whole point of the objection I would take to this bill; if the retail merchant, or any other merchant, wholesaler, or anybody else, wants to form a company, he has to pay for a charter in order to do so. These people are asking for the privilege without paying for it. That is where the unfair competition comes in. The poor retailer in the city has been living here and paying his taxes in order to do business. He has been paying clerks and paying taxes, and he has been an advantage to the city. And now the people themselves, who have been the retailer's customers, we will say, want to reap the little profits that he has been making. They want to get together, but they don't want to pay the couple of hundred dollars necessary to get a charter. But if that merchant wanted to start a company, he would have to get a charter. That is the whole thing; that is unfair to the retailer."

Mr. Beaudry, of Montreal, Dominion treasurer of the Retailers' Association of Canada, gave evidence along the same lines as that of Mr. Trowern and Mr. Ellis. He said the great problem in business to-day was this; quality, quantity, and price had to be considered, and in any business transaction these considerations could not be ignored. The bill would permit the operation of co-operative societies by which the members could go direct to the source of supply for their goods, thus doing away with the middleman's profit. The bill also proposed to permit members of co-operative societies to do their own banking. The preamble declared that the bill was for the poor man. This could not be so because a poor man would be out of it. The man who wanted to go into business must have capital, and a co-operative society similarly must have capital. The principle of the bill reversed the system of distribution of goods. There was no way to distribute goods cheaper than through the wholesaler and retailer. If they could produce evidence to him that goods could be distributed in Canada to-day at less cost than through the wholesaler and retailer he would be in favor of the bill. He would not say that the banking privilege granted by the measure would hurt the retail men but if men inexperienced in banking were allowed to carry on such business, and they failed, it would discredit banking in Canada.

Co-operators Avoid Personal Responsibility.

The evidence of this witness was challenged by several members of the committee. Mr. Smith, of Nanaimo, asked; "If the retail merchants have the right to sell goods, and the public themselves are granted the same right, is it not putting them in a position of equality?" Mr. Beaudry replied: "Certainly. But that is not the effect of this bill." Mr. Smith contended that this was the root of the whole matter, to which Mr. Beaudry retorted that the public wanted to get the right by means of special legislation, by avoiding personal responsibility. If any men wanted to form themselves into a company to-day they would have to pay from $200 to $600, whereas, under this bill, any score or twelve men could escape that payment. In conclusion, Mr. Beaudry once more emphasized the fact that quality, price and quantity were the three principles to be considered, and there should be an enactment making misrepresentation with

regard to these things a criminal offence.

As previously stated, the special committee, despite the objections raised by the representatives of the Retail Merchants' Association, reported in favor of the bill, with certain changes. The report in part is as follows :

Special Committee Favors Bill.

"From the evidence, derived from persons who have made a special study of the co-operative movement in Europe, it appears clearly that co-operation offers very great advantages to the farming classes, particularly in certain branches of agricultural pursuits, such as dairying, market gardening and fruit culture. Co-operation has also been proved of great use in the purchase by farmers of agricultural implements and fertilizers.

"Your committee found that co-operation offers a means for the laboring classes to purchase, under the most favorable terms, the necessaries of life and the articles required for the exercise of any trade. It also provides a system by which the wage-earners can either build or acquire their own homes, by means of small loans from credit and saving societies.

"Your committee have given the credit and savings feature of the bill their special consideration and have arrived at the conclusion that any general movement to foster co-operations destined to provide small loans and means of investment for people whose situation removes them from the sphere of action of our ordinary banks, should be encouraged. In dealing, however, with this feature of the proposed measure, your committee have provided special clauses destined to surround the exercise of the credit and savings power by these societies with all necessary guarantees to prevent any possible abuse.

"The interesting experiment made by Alphonse Desjardins with the institution known as 'La Caisse Populaire de Levis,' establishes clearly that this special form of co-operation is productive of the best results and can be carried out without risk, if under proper control.

"This control and supervision your committee have sought to ensure in the bill.

"The witnesses heard by your committee are persons well versed in the co-operative movement since its inception; their testimony bears out with singular unanimity the conclusion to which your committee have arrived, that the proposed bill, as amended by your committee, if enacted, would be productive of the best results, and your committee, therefore, recommend that the government take charge of the measure and have it passed."

A Few Canadian Failures.

It is singular that many of the co-operative societies organized in Canada have failed to make good. Notably is this the case in Cape Breton. The list of past failures is as follows:

1st. The Sydney Mines Provident Society, Limited, Sydney Mines, C.B., was started in 1863, failed 1905. The knowledge of the workings of these societies was brought from England to Stellarton and Sydney Mines by miners from England. The Sydney Mines Society did for many years a flourishing and profitable business, as the Stellarton store is still doing. The omission of making provision out of their profits for a reserve fund, the withdrawal of capital from the business, and inability to adapt themselves to changing conditions, brought them into difficulties and on the top of these difficulties their stock and their store was burnt.

2nd. The Britannic Co-operative Society, Sydney Mines, started about 1873 This was in opposition to the older society. The mine officials were the chief movers in this undertaking. They failed to take the patronage of the workmen from the other store and in about three years their business went to the wall.

3rd. The International Co-operative Store, Limited, Bridgeport, C.B., was organized in 1885 dissolved in 1898. The influence of the Provincial Workmen's Association in bringing the workmen of the International Colliery together, and the sympathy of the company's agent, together with the help and enthusiasm of the colliery manager, John Johnston, now of Sydney Mines, gave the first impetus to this society. But for the reasons of no reserve fund, withdrawal of capital, necessitated by the removal of members to other localities, and changing conditions in connection with the collieries, forced them to mortgage the property, pay the liabilities and dissolve.

4th. The Reserve Co-operative Store Co., Limited, Reserve Mines, C.B., commenced business 1887, failed 1898. Did a good and profitable business. Benefitted many of the workmen. No reserve fund, slackness of work for two successive winters, and continued rumors of the closing of the colliery, the withdrawal of capital by members removing to other localities, and a change in the management of the store necessitated by the death of the former manager, are cited as the cause of the failure.

5th. The Morien Mutual, Port Morien, started 1888. Failed 1895. Organized in opposition to the Cow Bay Co-operative Store, it was from the first but an ordinary joint stock company. Reckless credit and reckless buying ruined them. Finally the manager disappeared and the business went into the hands of the sheriff. No reserve fund.

6th. The Victoria Co-operative Store Co., Victoria Mines, C.B., started 1889; failed 1895. Failed because the colliery was closed by the Dominion Coal Co.

7th. The Little Glace Bay Co-operative Store Co. started 1887, failed 1894. The business got beyond its depth at the very outset through imprudent buying, and although they struggled through seven years, mutual confidence, so indispensable to co-operation, was never restored. No reserve fund, withdrawal of capital, indiscreet credit and lack of ability to adopt themselves to fast changing conditions, brought them under.

8th. The Old Bridgeport Co-operative Store Co., started 1895, was burnt out a few months after and never re-organized. No reserve fund.

9th. The Workman's Store Co., Reserve Mines, started 1902, failed 1904. Lack of business capacity on the part of the manager, made this business impossible from the very start.

Of the successful organizations the International Co-operative Store at Old Bridgeport, C.B., started with 36 members, and is now doing a business of over $14,000 a quarter.

The Sydney Co-operative Society, Limited, started 1904, was one of the outcomes of the Sydney strike. It is doing a business of about $1,600 a month, has 76 members, but is greatly handicapped for lack of capital and the constant removal of members to other localities; reserve fund 10 per cent. of profit.

The Glace Bay Co-operative Society, Limited, was organized the present year strictly on British lines. Their business for November was $5,300. Reserve 10 per cent. of profits and all admission fees.

The British Canadian Co-operative Society, Limited, of Sydney Mines, started the present year. This society is composed nearly altogether of Old Country co-operatives. Very few of the members of the old store have so far identified themselves with them. They are adopting Old Country methods altogether. While all the other societies allow credit to the amount of four-fifths of the capital, this society gives absolutely no credit even to their members. They now have a membership of 78, and are doing a good business.

The Broughton Co-operative Society, Limited, never started business. About the time they thought of organizing, work at the new colliery was suspended.

At Stewiack, N.S., the farmers have a union for the distributing of farm produce. This union has existed for a number of years.

About five years ago the farmers of Elmsdale, Hants County, N.S., organized a similar business, together with a consumers' store. This business is doing well.

The Amherst Co-operative Store is in its initial stage. Its membership of 70. It is run on the principle of the British co-operative stores. The store is well organized.

It will be seen from the successes and failures of co-operative concerns in different parts of Canada that with proper management a co-operative society may possibly be made a success, but if ordinary business matters are neglected, as was the case with some of the societies in Cape Breton, then failure is bound to result.

NEW WESTERN ONTARIO CANNERY.

Company Incorporated With Factory and Offices at Stoney Point.

The Stoney Point Canning Co. has received letters of incorporation from the Ontario Government "to manufacture, can, and sell tomatoes, and other fruits, and generally to carry on the business of a canning company." The capital of the company is $40,000, the head office being situated in Stoney Point, in Essex county.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

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PUSH THE BETTER QUALITY TEAS.

It is a mistake as a rule for retailers to push the sale of low-priced goods at the expense of the higher priced and better quality merchandise. There is no line in the grocery store to which this principle applies more than to package teas.

Package teas that retail at 25c. do not net the grocer nearly as good profit as the 40c. kind. Then the quality of the former, not being as good as the latter, does not tend to give as good satisfaction. There is thus a two-fold reason why the retailer should discourage and not encourage the consumption of the minimum-priced package tea.

A large part of the consumptive demand is no doubt for the 25c. package tea; but if the retailers throughout the country were to concentrate their efforts upon a campaign of education they would in time create an increased demand for the better quality article.

The retailer does not need to be told that the consumer, like himself, pays for what he gets. He furthermore knows that a 40 cent tea gives the consumer better value for his money than does a 25c. tea. It is more economical and will relatively not only make more tea, but what is still more important, better tea.

Retailers should impress this fact upon their customers. It needs to be done judiciously, but it can be done. In their conversations over the counter, in the columns of their local papers, in their window displays, they can find ample opportunity for educational work of this kind. And the results that are likely to accrue warrant the effort being made.

AN OBJECTIONABLE FEATURE.

The new Co-operative Bill, now before the House of Commons, which is dealt with at greater length elsewhere in this issue, and which, by the way, seems to be very favorably regarded by the solons of the house, contains one feature which ought to be opposed by retail and wholesale merchants generally. We refer to the clause which allows the registration of co-operative concerns for buying and selling in opposition to the law regarding the formation of companies for the same purposes.

As the law stands now, two parties can combine in a business and are compelled only to register the amalgamation at a nominal fee. When a larger number wish to unite, however, a joint stock company must be formed and procedure on this basis necessitates considerable expense.

On the basis proposed by the new bill a number of persons uniting in a co-operative society, be it for the same purpose as those for which the joint stock company was formed, need only go through the process of registration as mentioned in the other case.

While it is true that conditions existent in Canada seem to militate against the success of the co-operative movement, as applied to supply stores, at least, and while the history of such movement here shows no example of progress, this point in the bill seems to offer an unfair advantage to such societies as against those engaged in the regular wholesale and retail trade, and is one that should be guarded against.

Any opposition which has been raised against the bill up to this point seems to have made little effect. It will require more united effort to make the house feel the necessity for an amendment. Why should not retailers and wholesalers in every municipality in Canada bring the matter before their boards of trade, press for concerted action and in this way bring one of the mightiest influences possible to bear on the situation? This seems to us the most advisable course of procedure.

HEAVY LOSSES IN APPLES.

A critical condition prevails this week in the apple market. The English market, which, under normal conditions, is a big buyer of Canadian apples, is away off, ruinous prices ruling. Some exporters have been forced to accept $1 per barrel, and even lower, for their shipments. Obviously, losses have been severe. Up to the present it is conservatively estimated that fully $500,000 has been dropped by the dealers. The situation is serious, to say the least, and is worthy of more than passing attention.

Various causes are set forth for this abnormal condition. It is argued among the dealers that the blame rests largely on the fruit department of the Dominion Government estimating a crop shortage when, in reality, the crop was well up to the average. Owing to these reports, the opinion became general among the farmers and growers that high prices would rule. Consequently buyers were held up and forced to pay more for apples than conditions warranted. This allegation is disclaimed emphatically by the chief of the fruit department, A. McNeil, who contends that the fruit reports issued were correct and pointed to an average crop. Be this as it may, there is no disputing the fact that the crop was generally believed to be short. And in the face of this American buyers entered the field and helped to raise the prices. These two facts, reports of short crops and the presence of American buyers, were in a large measure responsible for the high prices paid for the crop. It is hardly correct to contend that undue speculation among buyers themselves, as is held in some quarters, was wholly responsible for the high prices. Whatever the cause may be, the price of apples ranged as high as $2.25 per barrel, an unusually high figure in view of the fact that buyers generally consider 75 cents a satisfactory price.

Had financial and trade conditions remained normal, no ill effects would probably have been felt by buyers. But the financial depression in the United States has brought about a climax. American firms, owing to the scarcity of money, have been compelled in many cases to cancel their contracts. Only about half the quantity contracted for has been taken. Had these contracts been fulfilled at the prices specified, all would have been well. But thousands of barrels have been thrown back on the buyers' hands to their loss.

This circumstance directly affected the British market. Heavy shipments have been made there with the result that the bottom has fallen completely out of this business there. The losses have been severe, the prices dropping as low as 70c. per barrel in one instance. When it is remembered that apples were bought as high as $2.25 per barrel the heavy losses sustained become evident.

A REGRETTED DELAY.

The article descriptive of the recently closed advertising contest, which was announced for this week, was necessarily crowded out of this issue, by an influx of timely news. The article, however, will appear without fail in next week's Grocer.

THE SITUATION IN THE WEST

Wheat Movement Continues Large With Business Collections Good—Annual Meeting of Grain Growers' Association Discusses Exceedingly. Important Questions.

By our Special Winnipeg Correspondent.

There has been little or no change in the wheat market, although prices have lowered slightly towards the end of the week, with a tendency to higher levels at the very end. The demand for low-grade wheat continues and the forward movement has been large and steady. The weather is simply perfect for grain movement, there having been but one slight storm during the week.

The wholesale trade report a fair return in the matter of collections and retail trade is quite as good as is usual at this time of year. The entire west is regretting the destruction of the splendid mill of the Maple Leaf Flour Mills Co., at Kenora, which was opened for business with so much rejoicing only a month ago.

During the week the annual meeting of the Manitoba Grain Growers' Association convened at Brandon and held a three-days' convention with three sessions daily.

In as much as agriculture is the chief business of the west and wheat growing the line of agriculture most generally followed, the deliberations of the body representing an active membership of over 4,000 farmers is a matter of importance to every business interest in the west. So near to a general election the deliberations become of even more significance, as practically every member of this association is a voter.

This is the body responsible for the drafting of the amendments of the charter of the Grain Exchange, which is now awaiting a final reading. The association has many wise heads in it and not a few of the demagogue type, and the latter, as is so frequently the case, exercise an undue influence in the findings of this body at their annual meetings. The matters taken up this year, which are likely to have a far-reaching influence, were the questions of Government-owned elevators and the establishment of a sample market at Winnipeg.

The scheme of elevator ownership which they propose, is that all the terminal elevators shall be owned by the Dominion Government and all interior elevators by the Provincial Governments of the various provinces. The Provincial Government of Manitoba has already been approached in the matter and stated that they had not the power owing to the weighing and inspections systems being in the control of the Federal authorities. This first refusal has not daunted the Grain Growers in the least and at their recent meeting it was pointed out that the necessary power could easily be obtained by the Provincial Governments from the Dominion. The idea they have in connection with interior elevators is an elaborate one. It plans for nothing less than the special binning of the entire crop of the west and having samples drawn from each load as it is hauled to the elevator and these samples mixed together and large bulk samples sent forward for grading. The official grading is to be done on this sample and then the farmer is to be in a position to borrow money on the wheat in his special bin in that elevator and hold his wheat for sale until such time as he or his agents shall deem the market at its best. The Grain Growers plainly state they wish, if possible, to eliminate the street buying of wheat altogether. If the man with wheat in special bins wants to sell on sample, a portion of the sample taken in the way already indicated is to be placed in a sample market in Winnipeg. One of the advantages claimed for the system is that it will put eastern millers on an equality with western mills that own a line of elevators at the present time, as the western, as well as the eastern millers, will be obliged to buy in the Winnipeg sample market By way of forcing the present line elevators to part with their houses, the proposal is that a valuating commission shall be appointed to value all elevators at present in Manitoba, the Government shall then give the owners the option of selling at the valuation made or of having Government elevators erected to run in opposition. There is no manner of doubt that the present Legislature of Manitoba is going to be strongly pressed in this matter and with the big majority of the Government in the House, and the precedent of the Government purchase of the telephone system, it is quite among the possibilities that their request may be granted. The matter is a very serious one. Without for a moment criticizing the wisdom or practicability of such a scheme, the entire upset that would ensue from such a radical change in the present method of handling grain would be very likely to prove injurious to our export trade, which, when all is said and done, is the important trade to the Canadian west. The British dealer above all things hates change and conditions out of the normal. He is well satisfied with the method of grading and the shape in which cargoes are sent forward and will view any change with suspicion and dislike.

A large section of this convention was in favor of the immediate opening of a sample market in Winnipeg, and many others who thought the sample market would only be desirable when the interior elevators were in Government hands. It is noteworthy that the Royal Grain Commission in their report were strongly opposed to the sample market, mainly on account of the mixing elevators that would necessarily follow and the danger of the grades skinned and the reputation of western wheat thereby damaged in its ultimate market as would be almost sure to be the case. The representatives of the Saskatchewan Grain Growers' Association and the president of the Manitoba Grain Growers were both strongly opposed to it.

Very strong resolutions were passed condemning the banks for their action in withholding lines of credit and refusing to advance on bills of lading, thereby occasioning enormous loss to the farming community. There were several resolutions of a very drastic nature brought forward in the way of proposed amendments to the Banking Act.

The question of car distribution over which there has been so much discussion, was up, and it is evident that any attempt to amend that clause so as to get a more equitable share of the cars for elevators will meet with the most strenuous opposition from the Grain Growers' Association, who absolutely and unreasonably refuse to see that in clinging blindly to this bit of legislation they are seriously damaging the chances of the small farmer, who must sell to the elevators.

As was stated in the earlier part of this article, the deliberations of this body are of importance to all engaged in business, from the very fact that they have become a strong political factor and their power of good or evil along the line of disturbing well-established trade relations is unbounded.—H.

MONTREAL BOARD OF TRADE.

New Officers Elected by Acclamation—T. J. Drummond, President.

All the officers of the Montreal Board of Trade for the new year were elected by acclamation. The new president, succeeding George Caverhill, is T. J. Drummond, of Drummond, McCall & Co.

T. J. DRUMMOND.
President Montreal Board of Trade.

Farquhar Robertson was elected first vice-president, and George L. Cains was elected second vice-president, J. R. Binning being made treasurer. For the Board of Trade Council and Board of Arbitration twelve members are required. There are thirteen nominations for each, so that the necessary members will have to be secured by election.

R. W. Barry, of the Laing Packing & Provision Company, Montreal, has returned from a business trip north and east. He reports a very satisfactory outlook for the coming year and his order book on his return showed the success of his efforts to do business.

*Grocery News from Coast to Coast

Trade Notes From The Grocer's Corps of Correspondents in Canadian Cities and Towns—Business Continues Encouraging With Cheerful Outlook.

CHATHAM.

John McCorvie, the well-known grocer, was at the inaugural meeting of the Board of Education on Wednesday of last week elected chairman of that body for 1908. This is Mr. McCorvie's eighth year of service in connection with the public schools. He put in six years on the old public school board, being chairman in 1904 and was last year elected to the new Board of Education.

* * *

Magistrate Houston has this frank criticism to make of the market by-law which forbids retailers purchasing before 10 a.m.: "It appears to me to be a shame that grocerymen cannot buy on the market before the hour of ten o'clock. It is not that they make any great profit through buying early, but the opportunity which it gives them to accommodate their customers. As I understand it, there is no profit for the groceryman in produce of this kind, merely accommodation. The by-law is a hardship on the local butchers as well. If the hour were made nine o'clock instead of ten it would be much better, but the general feeling seems to be that the by-law should be wiped out altogether. Any other man but a butcher or grocer might speculate as much as he pleased in these products and be immune from the by-law. In this way I think that the by-law to some extent discriminates against our butchers and grocers."

* * *

Wm. Anderson, the energetic secretary of the grocers' section of the local R.M.A. is the latest grocer to join the ranks of the advertisers. Mr. Anderson is now using both local papers to make some very attractive announcements to the public at large.

* * *

On Saturday last a very successful demonstration of Chase & Sanborn's coffee was held at the grocery of E. R. Snook, King St.

* * *

Wilfred McCorvie, of John McCorvie & Sons, was in Toronto last week.

* * *

Jaen Sang, the Chinese restaurant man, advertises his business for sale. He is leaving town.

* * *

Ed. Gerber, the King St. east grocer, had the misfortune to fall on a slippery sidewalk last week, cutting his hand quite badly.

Jas. A. Thompson, the confectioner and wholesale fruit dealer, who has been occupying a store in the Scane Block, will move on Jan. 25 to the more commodious premises across the street, at present occupied by the New York Cloak Store.

* * *

Among the travelers who struck the city last week were Paul Lumsden of the Dominion Vinegar Co., Hamilton, and Geo. Sager, of Wm. Paterson & Sons, biscuit manufacturers, Brantford.

* * *

A very attractive display of the Maconochie goods was put on last week by the Bradley store.

The Kingston correspondent tells of a couple of novel schemes to increase trade.

London grocers are interested in a union picnic next summer. What do you think of it?

The Guelph correspondent discusses the food demonstration and package cereal question.

A merchant in Saskatoon has inaugurated a Limerick contest.

Prince Edward Island grocers, generally, seem to neglect stock-taking.

The Stratford correspondent gives some good ideas regarding price cards and signs.

Ingersoll merchants are optimistic over the outlook for spring trade.

A Chatham grocer has been elected chairman of the local Board of Education.

Vancouver is receiving shipments of Australian butter and United States wheat.

E. R. Snook is featuring the well-known "Prize Oats" at present, this week putting on a big window display of them.

* * *

P. C. Little, the Blenheim grocer, is putting on another guessing contest. Last time the number of seeds in a pumpkin was the riddle to be solved; this time it is the weight of a large cake of Beehive Soap. A $6 toilet set is the prize, the contest closing Feb. 29.

* * *

Jas. Forest, of Kingsville has disposed of his bakery and confectionery to his brother-in-law, John Tims, of London, a practical baker.

S. W. Regnier, of Tilbury, has commenced a milk route in that village. The Times characterizes it as "a long-felt want."

* * *

J. A. Hunter, of Blenheim, who has conducted the Palace Restaurant in that town for several years past, has sold out to E. W. and Frank Knight. The latter now has the conduct of the business. Arrangements are being made for a complete overhauling and remodeling of the premises.

* * *

J. St. John, confectioner and fruit dealer, of Tilbury, has made an assignment for the benefit of creditors, G. W. Sulman, of Chatham, being assignee. The business was a small one. St. John purchased it six months ago for $300, paying $200 cash and a note for the balance is still unpaid.

* * *

W. D. Beattie, of Essex, recently sold his grocery to Mr. Rounding, of Colchester North. The new proprietor has added a meat market.

* * *

Geo. M. Sawyer, of the Star Grocery, Leamington, is featuring a five and ten-cent window display, comprising household necessities at the prices named.

* * *

A quiet movement has been going on for some time among Amherstburg merchants to secure an unanimously signed petition to extend the early-closing movement to every night but Saturday. The petition has met with a fair degree of success. The refusal of one or two merchants to sign, has, however, blocked the movement up till now. There is a prospect that those behind the movement will put it up to the town council to pass an early-closing by-law, with a view to accomplishing the desired result.

* * *

"Fruit Culture" was the subject of discussion at a well-attended open meeting of the Board of Trade last week. Editor A. B. Cutting, of the Canadian Horticulturist and Prof. H. L. Hutt, of the Ontario Agricultural College, Guelph, spoke on the technical side of the subject, while Provincial Superintendent Jos. Oborne, of the C.P.R. added a few remarks on general topics. A point urged by the speakers was the growing of early apples in preference to late varieties, and the growing of all fruits with a view to making the most of the ten weeks' advantage which Kent and Essex possess over the rest of the province in point of climate.

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

C. E. Lister's creamery was broken into on Friday night, and the cash register robbed of $1.40. This is the second time within the month that the creamery has been visited by burglars.

* * *

Mrs. John McConnell, wife of the Park St. grocer, met with a bad accident on Saturday last. She fell while out walking, dislocating and fracturing her right shoulder.

GEORGETOWN, P.E.I.

The weather since Christmas has been exceptionally mild. The roads being in a wretched condition people have only traveled as a matter of necessity. As a result business has been at a standstill. One good feature of these conditions is that the grocers have had ample opportunity to take stock. And yet the greater number dispense with it altogether. We do not know whether this is general throughout Canada, but from information gathered from our good friends, the travelers, and other sources, we are very much of the opinion that it is to a very large extent neglected. This ought not to be so. It is as essential for a grocer to know just where he stands, and what actual profit he makes as it is for any one else engaged in commerce. We would like to hear from other correspondents on this subject.

* * *

This is by far the mildest winter we have had so far. There is no ice whatever. On the 2nd ult., a sailing schooner cleared from Cardigan with a load of oats for Cape Breton. Every trip of the winter steamers there are cars of fresh fish being shipped to the American markets.

* * *

More attention is being paid to confectionery on the island. The demand for the best grades of chocolates is daily increasing. There is no doubt about it, it pays to look after this department, and to keep only the best goods.

* * *

It seems altogether too bad that the greater number of apples consumed here have to be imported. Apples second to none are grown here, but not sufficient of the best selling and keeping varieties.

* * *

Butter is scarce and high, the result of too much being exported.

INGERSOLL.

While the reaction which always follows the Christmas trade has been noticeable, there has been a uniformity about business since the holiday season that has been entirely satisfactory to local grocers. This fact is probably due to a combination of circumstances. In the first place Ingersoll grocers are not spasmodic advertisers, and while they use an additional amount of space during the busy season they are firm believers in the policy that it pays to advertise when trade shows signs of a slump, and in following this plan they are always "talked about." In addition to the advantages of judicious advertising at this period of the year, they have been highly favored as far as weather conditions are concerned. The weather for the most part has been seasonable, with no drifted roads or severe storms to prevent the country customers from turning out, and lastly Ingersoll has not suffered to any extent from the general depression, which has caused those in other places to curtail expenses. The merchants generally take a very optimistic viw of the spring trade and all signs point to a most successful season.

* * *

S. M. Fleet, whose grocery stock was practically destroyed by fire on New Year's Eve, has opened again, having temporary quarters in his meat shop on Thames St., opposite his old stand. The fire which caused heavy damage to Mr. Fleet's store and stock broke out in the cellar. It was a very difficult one to fight on account of the dense volumes of smoke and before it was extinguished his stock had suffered to a great extent from water and smoke. Mr. Fleet enjoyed a very large patronage and his characteristic enterprise is noticeable in the little time that he has allowed to elapse before being in a position to once more do business.

* * *

For the past few years the grocery trade has been represented in the personel of the town council for a number of years, Chas. A. O'Neill very efficiently served in the capacity of an alderman. This year Mr. O'Neill was a mayoralty candidate, but was defeated by Mr. Geo. Sutherland. The position of deputy-reeve is being filled by S. M. Fleet who has had several years of municipal experience, and is noted as a careful, clean-cut business man.

* * *

The question of level railway crossings is one of interest to grocers and merchants generally. This is a matter which Ingersoll has had to deal with for some time, and several fatal accidents emphasize the necessity of having all lever crossings, especially those over leading thoroughfares, properly protected. The question has often been asked, does a dangerous railway crossing interfere with business? Some are inclined to the belief that it does. On Monday night last A. S. Schram, of Thamesford was killed at the notorious Thames St. crossing of the Grand Trunk, making the second fatality at this point in the past few months. In their verdict the coroner's jury condemned "the criminal indifference manifested by the management of the Grand Trunk Railway Company in not providing some more suitable safeguard at this most dangerous centre." They also placed on record their "entire disapproval of the course pursued by the Railway Commission" who have repeatedly been requested to take action in regard to the crossing. Crossings of this nature may have a serious effect on trade and it is high time that a concerted effort was put forth to have them properly guarded.

* * *

The death of William H. Wills, baker and confectioner, which occurred after only a few days' illness of pneumonia, last week came as a shock to the entire community. Mr. Wills was a young man of esteemable qualities and was very prominent in fraternal circles, being a member of the Masons and several other orders. He had been employed at his trade in Ingersoll for several years, and last spring engaged in business on his own account. He had been accorded very liberal patronage, and his death under such particular sad circumstances came as a shock to all his friends.

SASKATOON.

Last week business was quiet at the stores. In the general and departmental stores stock-taking is the order of the day, and stock-taking sales are held in order to reduce stocks as much as possible. Jones Bros. have announced an eleven-days' sale and during that time the business will be conducted by the Montreal Brokerage Co.

* * *

One of your correspondents in a recent issue of The Grocer, referred to the limerick epidemic. It has broken out in Saskatoon and quite a number have fallen victims to its ravages. One of our prominent merchants offers three cash prizes for the three best sent in during January. This is a sample of what has been received :

"Manufacturers who wish to locate,
Would do well to write this on their slate,
Of the towns of the west,
This one is the best,
Saskatoon, the chosen of fate."

* * *

Last week the contents of T. Campbell's store were damaged to some extent by fire. The fire, however, was put out before much damage was done.

* * *

A farmers' meeting was held at Birch Hills lately for the purpose of establishing a creamery in northern Saskatchewan. One hundred and fifty farmers were present and the gathering was considered a great success. T. D. Plamondon, the organizer, is anxious to see a creamery started on a good solid basis so that it will be beneficial to all the farmers in the surrounding district. The dairying business is one of details, and it requires some management to make it a success, but it yields abundant profits when these details are attended to. "It was very encouraging," said Mr. Plamondon, "to see such a large gathering of farmers, a proof that dairying was not altogether dead in this northern part of the province, but that each farmer was looking forward to the day when he would be permitted to double the income actually received from each cow. A subscription of 1,500 cows within a radius of fifteen miles around Birch Hills was signed by the farmers, an evident proof that these people require a creamery in the worst way."

STRATFORD.

Having a few spare moments the other evening, your correspondent paid a visit to several of the city stores, not merely the grocery stores, but to some of the other departmental places of business. For it does not always pay to confine one's time to the every-day routine of life. Get beyond, get on the outside occasionally and see what the other fellow is doing. While passing down one of the aisles in one of the leading shoe stores, this catchy, well-painted and neat sign caught the eye: "Shoes gain your confidence by their wearing qualities, and your admiration by their refined style." It was a good sign and on the inspiration of the moment your correspondent visited other stores for the simple purpose of peeping at the many signs that decorate the interiors. Of course, there were hosts of them, but here are a few of the most striking ones, that perhaps could be used by some of The Grocer readers:— "Better values," "Big saving for prompt buyers," "Extremely good glove values," "Home-made is the best made, Try ours," "A snappy snap on all cereals," "Fine footwear at fractional prices," "At less than ever prices," "Economical prices," "At lowest prices consistent with good goods," "Tempting dollar values in the men's department," "Gloves at give-away prices," "Shoe savings of unusual interest," "An early morning rally to the confectionery section," "A quick dime beats a lazy quarter," "Combining two extremes—high quality and low prices," "Irresistable values in our teas," "The choice blends are the best blends," "A dollar is your friend in this store," "Do it now." "A hint to buyers," "Quality counts every time here," Then there were numerous cards relating to sales: "Clean-up sale," "Riddance sale," "Delightful bargains on Monday," "A hurry-up clearance in women's shoes," "Challenge sale," "Sweep-out sale," "Mid-winter clearance sale," "Closed, but not by the bailiff; just taking stock," "Rock bottom prices at our Tuesday sale," etc.

The cards in order to attract the attention and notice of the customer, must be neat and nicely painted. A common mistake, and one that is noticeable in window card painting is the tendency to use too much mucilage. Don't throw and dab it on as if it was paint. A very small amount of mucilage will give better results than a larger quantity. There are said to be a number of very good prepared paints for white lettering on black backgrounds. Cremnitz white, or distemper colors of any shade, can be made into first-class show card paints by simply adding pure gum arabic mucilage, with or without glycerine.

* * *

The market on Saturday was not quite as large as usual, which was probably due to the poor state of the roads, the snow having drifted considerably during the previous night, but still the prices were on a par with those of the Saturday week. Butter was more plentiful, but eggs were scarce. The former sold at 27c and 29c, and the latter at 27c and 30c. There were offered several bags of apples, and also a few bags of potatoes. The price of live hogs fell thirty cents in the week. Wheat advanced three cents and oats one cent.

The snow nuisance is again with us, and some of the up-town merchants have received warning that they must have their walks properly cleared every morning or suffer the penalty, which means a small fine. The merchants complain that the city authorities are not in much of a hurry themselves to shovel the snow where they should do so.

* * *

The merchants are kept pretty busy and for the time of the year and the stringency of the times, it is surprising the amount of business that is being done in this city.

* * *

Pay day on the Grand Trunk last week enriched many a grocer. Pay day in this city is one of, if not "the day," owing to the large number of railway employes in this city, and to the fact that the majority of them run bills, as they only get paid once a month.

VANCOUVER.

By April next another line of steamers will have established regular calls at B. C. ports. The Chargeur Reunis, a large French company, will have its first steamer direct from Antwerp in Vancouver harbor in less than three months. The Ceylon will be the first steamer to make the new schedule. The Kosmos line of freight steamers makes occasional calls at long intervals, and the Blue Funnel steamers of the Holt line, also bring cargoes, coming every thirty days or so. The addition of the Chargeur Reunis makes three lines of freight steamers direct from Europe calling at B.C. ports. All bring large quantities of cargo, in many lines of merchandise, and especially in heavy metals. The rates of freight, already extremely low, are likely to see further reductions with the increased competition.

* * *

Flour from the Canadian Northwest is high in price this year, hence an American firm is now delivering in Vancouver a lot of 10,000 sacks for shipment to China. The cheaper wheat of Washington and Oregon makes it possible for flour from these states to again secure some of the business of the Orient, from which it has largely been shut out the past year by Canadian flour brought to Vancouver for shipment.

* * *

Local market conditions are fairly quiet. Trade is but ordinary in retail circles, and the wholesale trade is not over-crowded with heavy business. In fact, while orders are numerous enough, the buying is light, being only for immediate requirements and not taking into account the coming season's demands at all. On this basis, the trade is carrying sufficiently heavy stocks in most lines. Shortage is reported in condensed milk and cream. These are quoted now at $6 and $5 to $5.20, respectively, per case.

* * *

In the produce market there is something doing every minute. Local stocks of butter are light, yet prices are low. Some close quotations have come in from eastern Canada, making the possible selling price of such stock about 31c to 32c. The stocks of creamery held here are now being sold on basis of 29c and 30c, at which they could not be replaced. Australian butter has been in some time now and selling at 34c and 35c. It is, of course, fresh butter. The steamer Moana, due in Saturday, is bringing some considerable consignments of Australian butter. The local fresh creamery butter is 40c, and not nearly enough of it is coming in to meet demand. It always has its market, especially in the winter.

* * *

Everyone is well stocked up on case eggs, and some shading of prices can be quoted. As low as 26c is quoted for some stocks. Extra candled goods bring from 28c to 30c. Some Australian case stock is on the market at 27c per dozen. Fresh laid local eggs have been more plentiful of late. The price has dropped back to 40c and some can be had in a jobbing way now. A week or so ago there were but few and none came into the hands of the jobbing trade.

* * *

American markets have cut hams down pretty well, which has had immediate effect on local prices, as supplies are largely from the other side for this market. Present quotations are almost on cost basis. Hams selling at 15c to 16c; bacon at 18½c to 19½c.

* * *

While nothing important is noted in the dried fruit situation at the present moment, demand being light, quotations remain firm. Present figures are: Evaporated apples, 9½c to 9¾c; prunes, 8½c for 40s to 50s, down to 5½c for 90s and 100s; apricots, 26c; peaches, 15½c; white figs, 7c; Smyrna figs, 10½c to 13c.

* * *

Flour prices remain unchanged at $7 per barrel for standard brands, Feed prices are firm, but have not increased much of late: Shorts, $30 per ton; bran $28 per ton; middlings, $32 per ton; wheat (feed) $37.50 to $40 per ton; hay, $20 to $25 per ton; oats, $35 per ton.

* * *

In the fruit market there are still some Japanese oranges, being sold, the price being down to 40c and 50c. The California oranges, all navels yet, of course, are coming in in splendid shape and as the price is down pretty reasonable they are bringing the little Japs down. The quotation for navels is $3 to $3.25, and this will buy extra fancy stock, such as the famous Rose Brand from Redlands. A car of these came in a few days ago for the Oscar Brown Co. Some lots are cheaper, selling down to $2.50 and $2.75. Some Malaga grapes are still in stock. They are $7.50 per barrel. Last Australian steamer brought plenty of pines, which are selling at $3.50 to $4.50 per dozen. A few ripe tomatoes from California bring $3 for the 20-lb. crate. Cranberries are selling at $13 to $13.50. Lemons are away down to $3.50 and $4.50. They are good and selling freely. Bananas are coming in in good shape and selling steadily at 5½c per lb.

* * *

There is still a plentiful supply of cheap apples in the market. This local stock is not good keeping quality and prices vary. Some people who have a large stock are quoting prices as low as 75 cents to 90 cents per box for very fair apples. The better class stock

is bringing $1.50. Most of this is from the Okanagan. Very little stock has so far come from Washington or Oregon. Of course, it is all fancy lines which are imported.

* * *

Potatoes are now bringing $20 wholesale for locals, and $26 for Ashcrofts. Local onions are 2½ to 3¼c per lb. Hothouse lettuce $1.25 per crate; sweet potatoes, 4c per lb.

LONDON.

Brokers report seasonable quietness in the grocery trade, wholesalers buying sparingly. Teas are still advancing; coffees are fluctuating in a lively way, and sugars are steady, with an advancing tendency. Travelers, after being out on the road again for a couple of weeks after the holidays, find business fairly good and are optimistic as to the outlook.

* * *

F. A. Ross, who for a number of years has conducted a grocery and butcher business at the corner of the Hamilton Road and William Street, has sold out to Andrew Lyons, of this city.

* * *

President Harry Ranahan, of the Retail Grocers' Association, when asked why that organization did not affiliate with the Retail Merchants' Association, remarked: "The reason is that we are being approached on the subject by the wrong party. What is the use of the treasurer of the Retail Merchants' Association talking of coming here to discuss the subject with us when it is well known that it is the secretary, Mr. Trowern, we want?"

* * *

President Ranahan has also something to say on a matter to which reference has previously been made in The Grocer. A few months ago the question was asked him, what he thought of the idea of holding a union picnic of Western Ontario grocers. At the time he answered that he thought the idea was a splendid one, but since then nothing further has been said on the subject. Now, if such a gathering is to be held during the coming summer, the present is the proper time to begin to get busy. Mr. Ranahan is still in favor of holding a unon picnic, and believes that London, as the most central point in the western district, is pre-eminently the best place to hold it. From the local trade, both wholesale and retail, the scheme, he feels certain, would be given encouragement of a substantial kind, so that from the outset the success of the project would be insured. It could be made a two-day affair, and the retailers of Western Ontario given an opportunity of combining business with pleasure.

* * *

During the present winter Londoners have been eating cheaper meat than has been the case for a long time previously. Fifteen cents a pound is the highest price charged by butchers for the choicest sirloin steak. But it is said we are not to enjoy the luxury of low prices much longer, for, if current report is to be relied on, in a month or so an advance of three cents will be made. The reason given is that the supply of good cattle has decreased, and that with a falling off in the supply, will naturally come an advance in prices. Said one butcher a day or two ago: "Cattle are getting scarce, and the price at which we buy them is sure to take a jump. The consumer, of course, must bear a share of the advance."

* * *

The committee of the Retail Grocers' Association having in hand the making of preparations for the annual banquet, met on Tuesday evening and carried matters on a step further.

TORONTO BOARD OF TRADE.

Nominations Last Thursday—Officers Elected by Acclamation.

The nominations of the Toronto Board of Trade last Thursday resulted in the election of the majority of the officers by acclamation.

L. H. Clark, general manager of the Canada Malting Co., was elected president without opposition; J. P. Watson, First Vice-President; Henry Brock, Second Vice-President, and John F. Ellis, Treasurer, were also elected by acclamation.

A number of nominations were received for Board of Arbitration, Industrial Exhibition Board, Board of Harbor Commissioners and Council.

These officers will be chosen at the elections on the 27th inst:

The grain section of the Board of Trade elected the following officers: Chairman, A. V. Pearce; vice-chairman, A. Cavanagh; secretary-treasurer, F. G. Morley. Executive—Messrs. D. O. Ellis, A. E. Mathews, D. Plewes J. Carrick and Wm. McCann. Complaint committee—A. Butler, D. O. Ellis, S. McNairn, D. Plewes and G. H. Baird. Market report committee—J. Carrick, E. J. Hannah, C. W. Band and W. Stark. Membership committee—D. O. Ellis, Geo. E. Goldie, C. Goode, A. E. Mathews, J. N. Hay and E. J. Hannah. Collector—E. J. Hannah.

NINE GROCERS ARE ALDERMEN.

Montreal Council Will Contain Large Representation From the Trade.

Nominations for mayor and aldermen for the Montreal city council closed at noon on Monday, and twenty-five aldermen were declared elected by acclamation. These included seven grocers and two gentlemen dealing with grocers. They are: Alex. D. Fraser, of Fraser, Viger & Co.; E. Lariviere, of E. Lariviere & Co.; S. J. Carter, of S. J. Carter & Co.; J. Ward, of Joseph Ward & Co.: N. Sequin, R. Turner, N. Lapointe, C. Robillard, of C. Robillard & Co., ginger ale manufacturers, and M. Martin, of Martin, Freres, cigar manufacturers.

Carsley's, Montreal, will hold again this year their annual February food fair in the grocery department of the store in the basement.

HAMILTON SPICE WORKS GUTTED

Fire on Saturday Afternoon Caused Serious Loss.

McLarens, Limited, of Hamilton, formerly the Hamilton Coffee and Spice Co., suffered serious loss by fire on Saturday, Jan. 18th.

The fire broke out on the premises on South McNabb street shortly before 3 o'clock and gave the firemen two hours' stiff fight. The building is a three-storey brick and the fire worked right up to the roof. The building was badly dutted and the machinery and stock damaged by water. The loss to building and stock is given out as about $40,000 and is pretty well covered by insurance.

PERSONAL NOTES.

N. C. Bilton, of the office staff of Eby-Blain, Limited, Toronto, has been appointed city traveler in place of H. C. Bond, who recently resigned.

C. D. Cowles, of the St. Charles Condensing Company, spent a few days in Montreal last week, visiting the town with the company's Montreal agent, W. H. Halford.

John A. Cheyne, who for some time has been connected with the commission firm of Buchanan & Gordon, Winnipeg, has resigned his position, and is now with H. P. Pennock & Co., of the same city.

Friends of Alex. Lockerby, of Lockerby Bros., the wholesale grocers, Montreal, will be pleased to learn that he is recovering from the attacks of pneumonia, which confined him to the house for several weeks.

F. I. Hartley, formerly with Messrs. John Sloan & Co., has joined the traveling staff of the Eby-Blain Co., Toronto, and will represent them in the Niagara Peninsula, formerly covered by Mr. L. E. Morden, who has been moved to the Owen Sound branch.

A. R. Cade, formerly of Dobie & Cade, merchants, Bruce Mines, has recently joined the traveling staff of Eby-Blain, Limited, and will represent them in the territory from Scotia Junction to the Soo, and the main line of the C.P.R. as far as Kenora, replacing T. G. McNall, who recently resigned.

HINTS TO BUYERS.

The travelers of Messrs. Mathewson's Sons, of Montreal, have samples of Meurisse's orange cream bars on their present trips. This novelty in Canada has proved itself to be the best seller of its kind the world over. T. E. Charest, manufacturers' agent, St. Gabriel street, Quebec, is presenting these goods to the trade in Quebec and vicinity.—Advt.

There is an advantage for the retailer to read the advertisements published in connection with the future moving of the firm of Laporte, Martin & Co. This week, canned goods are put forward with notable reductions in prices in order to avoid cartage and storage expenses. The retail trade will be wise to follow regularly these announcements.—Advt.

Markets and Market Notes

Grocery Markets Steady, With Few Changes—Staple Lines Selling Fairly Well and Business Generally is Encouraging —Good Reports From Both Wholesalers and Retailers.

QUEBEC MARKETS

POINTERS—

Fish—Revised.

White Pepper—Easier.

Dates—Up ½c.

Provisions—Easier.

Montreal, Jan. 23, 1908.

With January nearing its end 1908 business is becoming something to look at when compared with the volume of trade for the same period last year. Durig the past few days there has been quite an increase in trade in many lines. Wholesalers, as well as manufacturers, are reaching out in new directions for purchasers they have not been cultivating since November, and virgin fields are being tapped in may cases. Travelers are pretty well all on their ground again by this time, even those working at greatest distance from the head office. Stock-taking is over in most instances, though several houses have not yet finished. The money situation appears better than for some time past, and the outlook as viewed through the eyes of the trade leaders appears very satisfactory for continued good business and gratifying returns between the present and summer days.

Market changes have not been many of late, prices, speaking generally, ruling fairly steady. Canned goods are moving freely, there being call for most all lines. There is a steady call for refined sugars, but the market is quiet with no liklihood of a change in prices in the near future. Molasses is firm but shows no change. Syrups are moving satisfactorily. All teas continue strong, spot stocks becoming smaller as the winter advances. Little news is to hand yet regarding the outlook for the new crop. Coffees are normal. Spices, with the exception of white pepper, which has declined a little, are featureless. Beans are still selling around $1.90, the market being steady. Evaporated apples are in fair demand at the old figures. Dates are up ½c and prunes are strong. Otherwise the dried fruit market remains about the same. Shelled walnuts are down a cent, while sago has been reduced ½c also. Provisions are weaker. Dairy produce is firm.

SUGAR—A normal amount of business is being done and the market is very firm. Strong conditions on the other side of the line do not seem to have been felt in the Canadian market. There is no change in prices from last week.

Granulated, bbls	4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls.	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Prices for the week have not changed, there is a firmer tone to the molasses market, Barbadoes being especially firm, and in good demand.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels	....	0 34
" fancy	0 32½	0 33½
" extra fancy	....	0 35
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
" ½-bbls	....	0 03½
" ¼-bbls	....	0 03½
" 38½ lb pails	....	1 75
" 25 lb pails	....	1 25
Cases, 2 lb tins, 2 doz per case	....	2 40
" 5-lb. " 1 doz. "	....	2 75
" 10-lb. " ½ doz. "	....	2 65
" 20-lb. " ¼ doz. "	....	2 60

MAPLE PRODUCTS—Maple products this week have been very slow. Prices rule the same as last week.

Pure maple syrup, bulk, per lb.	0 07	0 08½
Compound maple syrup, per lb.	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09

TEAS—All lines are firmer, blacks being particularly so. A very fair amount of business is doing, while small stocks are the rule. In the United States in some centres the scarcity is most pronounced. The market is in a healthy condition locally.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—There is no change to record. The market is fairly quiet and is likely to continue so for the near future.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio. No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—Dates are up ½c, but otherwise there is not much doing in dried fruits at the moment. Prunes are strong and demand is very fair for all popular sizes. The outlook is for firm prices. Raisins are selling in fairly good sized lots considering that the holiday trade is a thing of the past. Many inquiries for various lines have been made of the brokers and jobbers and it would seem that trade in the near future will be very good. Shelled walnuts are down one cent, being quoted 24c to 25c to-day. Other nuts have not changed since last report.

Currants—		
Filiatras, uncleaned, barrels	....	0 06½
Fine Filiatras, per lb., in cases	0 06½	0 06¾
" " cleaned	0 06½	0 07
" " in 1-lb cartons	....	0 07½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages	....	0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" 1-lb cartons	....	0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes	....	0 08
Three crown	0 07½	0 08½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	....	0 05½
Selected, per lb	....	0 06½
Layers, "	0 06½	0 07
Dates—		
Hallowees, per lb	....	0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 06½	0 06½
California Evaporated Fruits—		
Apricots, per lb	....	0 32
Peaches, "	....	0 18
Pears, "	....	0 18
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	2 40
" " ½-box	....	1 00
"Royal Buckingham Clusters," ½-boxes	....	1 37½
" " boxes	....	4 50
"Excelsior Window Clusters"	....	5 50
" " ¼'s	....	1 50
California Raisins—		
Fancy seeded 1-lb. pkgs	....	0 12
Choice seeded, 1-lb. pkgs	0 11	0 11½
Loose muscatels 3 crown	0 10	0 10½
" " 4 crown	0 11	0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 10
" " " 50-60s	0 09½
" " " 60-70s	0 09
" " " 70-80s	0 08½
" " " 90-100s	0 08

SPICES—Normal trade has been done during the past week. Market is firm and quiet. White peppers declined slightly otherwise prices rule about the same as last week.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground	....	0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—New crop rice will be on the English market some time next month. The primary markets are a bit stiffer, but the firmness has not been reflected locally so far, business being slack at unchanged prices. Tapioca is dull.

B rice in 10 bag lots	....	3 10
B rice, less than 10 bags	....	3 20
C C rice, in 10 bag lots	....	3 00
C C rice in less than 10 bag lots	....	3 10
Tapioca, medium pearl	0 6½	0 07½

BEANS—There has been very little doing in the market this week. The demand is quiet, and prices are steady.

Choice prime beans	1 90

EVAPORATED APPLES—There is a fair demand for the better grade of fruit, but the market is quiet on the whole. There is no change from last week's quotations.

Evaporated apples	0 08½	0 10

RAW FURS—Raw furs are coming in more freely, owing to continued cold

Imported Canned Fruits and Vegetables

"SOLEIL" BRAND

Before moving shortly we have decided to reduce our stock and to lower our prices. Wise purchasers will not lose this great opportunity of making extra profits.

Small French Peas

Extra Superfine Peas, in cases of	100 tins
Extra Fine Peas, in cases of	100 tins
Very Fine Peas, in cases of	100 tins
Fine Peas, in cases of	100 tins
Half Fine Peas, in cases of	100 tins
Medium Peas, in cases of	100 tins

String Beans

Extra Fine String Beans, in cases of	100 tins
Fine String Beans, in cases of	100 tins
Medium String Beans, in cases of	100 tins
Cut String Beans, in cases of	100 tins

Asparagus

Giant Asparagus, in cases of	50 tins
Asparagus, extra, in cases of	50 tins

Soups

Cherfil Soups, in cases of	100 tins
Julienne Soups, in cases of	100 tins
Spring Soups, in cases of	100 tins

Medleys of Vegetables

Extra No. 1 Medleys, c/s 100 tins
Extra No. 2 Medleys, c/s 100 tins

Carrots

Rounded Carrots, c/s 100 tins
Cut Carrots, c/s 100 tins

Celery

Celery Ribs, c/s 50 quart tins
Celery Ribs, c/s 100 pint tins

Pease of Spinage, c/s 100 tins
Bottoms of Artichokes, c/s 100 tins
Extra Fine Flagelets, c/s 100 tins

Fruits

Quartered Apricots, c/s	24 bottles
Pineapples, in Syrup, c/s	24 bottles
Strawberries, in Syrup, c/s	24 bottles
Raspberries, in Syrup, c/s	24 bottles
Peaches, in Syrup, c/s	24 bottles
Medleys of Fruits, in Syrup, c/s	24 bottles

Popular Jams, c/s 72 pots

Dried Fruits and Nuts.—We have a large stock and we must reduce it before moving, and sell it at extremely advantageous prices to prompt buyers. There is no time to lose.

We carry the best lines on the market, such as **Currants, Valencia Raisins, Seeded Raisins, Loose Muscatels, Sultana Raisins, Table Raisins, Prunes, Dates, Evaporated Fruits** and **Preserved Orange** and **Lemon Peels,** also in **Nuts, Almonds, Peanuts,** etc., at sensational low prices.

For all information, etc., write, wire or phone at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Wines, Groceries and Liquors

Montreal

weather. Prices remain the same, as London fur sales are a considerable distance off still.

Mink	4 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL.—Satisfactory trade has been done during the past week in the various lines, but a slight tendency to hold off is noted. The local market is quite firm in tone.

TORONTO.—Business is more satisfactory this week, some wholesalers say better than for some weeks past.

Complaints are again being made by retailers of bad stock, particularly of peas and tomatoes.

ONTARIO MARKETS.

POINTERS—

Apples—Declined sharply.
Teas—Low grade Ceylons easier.
Tapioca—Easier.
Sugar—Steady.
Collections—Fair.

Toronto, January 23rd.

Reports regarding business continue to be encouraging and optimistic, both from the wholesaler's and retailer's point of view. The travelers, however, who are in a position to be pretty well in touch with the situation, say that things are quiet, though they report the outlook as quite cheering. Everything, indeed, seems to point to prospects for an exceedingly good spring trade.

The markets generally this week are on about the same level as a week ago. The feature of the week is the serious slump in apples, which is covered more comprehensively in the special departments on following pages. Staple lines continue generally steady, though tapioca is slightly easier as a result of some small shipments received locally.

TEAS—Local markets continue quiet under the prevailing high prices. Cable advices from Colombo received locally note a slightly easier tone in low grades of Ceylons.

A report from Harrison & Crossfield's circular, dated January 10th, reviewing the situation, says:

"The tea market during 1907 was more affected by rising prices than has been the case in any other recent year. The consumption of tea seems to be steadily increasing all over the world, and the production for the last year has not quite kept pace with it. For several years previously, producers and distributors had to deal with a supply which, whilst at no time very excessive, was enough in excess of the demand to produce depression in the market at certain times of the year. During 1907, on the contrary, the conditions were reversed; the demand everywhere showing steady progress, whilst the supply, especially of common grades, was barely sufficient for requirements, and the impression seems to be gathering force, that at the end of the season it will prove still short. The total tea production of the world has certainly not seriously diminished, whatever ups and downs may be found in the outturn of certain districts. But one result of the over supplies of past years was that the merits of British-grown tea were brought to the notice of the consumers in many of the unopened markets of the world with such conspicuous success, that whereas in 1890 the total consumption of British-grown tea outside the United Kingdom was only 14 million lbs., in 1907 it is estimated to have been at least 171 million lbs. In the same year, 1890, the consumption of Indian and Ceylon tea in the United Kingdom was 136½ million lbs., and in 1907, 249½ million lbs., so it will be seen that the percentage of increase shown in foreign markets has risen in much larger proportion than in the United Kingdom. The fact that it has increased somewhat more rapidly than was expected, during the last year or two, is the cause of the present talk of short supply. In 1905 foreign markets took 130 million lbs. of British-grown tea, whilst in 1907 the figure was 171 million lbs."

COFFEES—The local situation remains quiet with nothing new in sight.

SUGARS—The feeling locally is steady though firm. Prices did not advance with the American quotations last week, as was advised possible in these columns, but there was some sympathy evident in the tone of the markets here. Matters this week seem to be on a somewhat steadier basis.

Paris lumps, in 50-lb. boxes	5 45
" in 100-lb. "	5 35
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 35
Berlin granulated	4 40
Phœnix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

DRIED FRUITS—Prunes are stiffer in tone, though prices have not advanced. Otherwise these goods are on about the same basis as at last week's reports. Prices quoted locally are as follows:

	Per lb.		Per lb.
Prunes, Santa Clara—			
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 10 0 11
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new	0 06½ 0 07
Seeded, 1-lb packets, fancy	0 12
" 16 oz. packets, choice	0 11½
" 12 oz. " "	0 09

RICE AND TAPIOCA—Small shipments of tapioca arrived locally during the week, and this, coupled with the fact that large shipments, coming direct, are approaching local wholesalers is giving an easier feeling to these goods. Prices have not changed materially, but they are shaded and declines may be expected shortly. Rice remains steady.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 06
Japan	0 05¼	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 07
Carolina rice		0 10
Tapioca, medium pearl		0 06

CHANGES IN TOBACCO REGULATIONS.

Proposed Bill to Establish Uniform Label—Manufacturers Divided on Question.

There is considerable discussion among the trade interested just now as to what will be the effect of the proposed amendments to the regulations regarding the importation and sale of tobacco. The proposed changes, which are being brought forward, by the way, by some of the manufacturers who use a preponderance of Canadian tobacco, are being made ostensibly to encourage the growth of Canadian leaf. They are of two kinds. First, to dispense with the four-colored labels as used at present to distinguish the home grown and manufactured from the imported goods; and second, naturally arising from the first, to increase the duty on American leaf. The contention is that either of these changes will benefit the Canadian grower.

Regarding the first proposal, wholesalers and manufacturers turning out the better grade of goods seem to be strongly opposed. These men say that, as it is at present, Canadian leaf is not at all satisfactory in quality and that a good grade of tobacco cannot be manufactured from it. They claim that the proposed change would be merely placing a premium on dishonesty and that it would allow indiscriminating firms to foist poor quality goods on the public. The single label system, they say, would prevent the consumer from knowing what he was getting.

Regarding the second proposal. At present the duty on imported leaf is 14 cents and to this is added 25 cents excise. The excise charge on goods made from Canadian leaf is only 5 cents and, considering this, goods in bond manufactured from American leaf suffer a disadvantage of 34 cents per pound. This appears like a pretty adequate amount of protection.

Those who are in a position to know seem to think that the proposed changes will not benefit the Canadian grower. The public will insist on good tobacco, and if the Canadian leaf is not usable, as is alleged, it will be willing to pay for imported goods, even if it enters this country at enormous disadvantage.

A better suggestion than those now being agitated, would seem to be that the Government take steps to experiment with Canadian tobacco to improve the processes of growing and curing till the home-grown goods can compete successfully with the American product.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Jan. 23, 1907.)

Winnipeg, Jan. 21st.

Business is showing a rapid recovery from the lull that invariably follows the Christmas and holiday trade. There is, moreover, a better feeling among business men in general, and a marked revival in confidence. Collections are improving and the volume of business is fairly satisfactory.

Prices show little change. There is a general tendency toward declines in all foreign dried fruits, while India and Ceylon teas are still on the upward climb.

CANNED GOODS—Business is only fairly active in canned goods, high prices having diverted the demand to dried fruits and other lines.

SUGAR—

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	4 95
Berlin, granulated in bbls	4 90
" " " sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2's " "	5 15
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 00
" icing	5 90
" bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ¼ barrel, per lb.	0 03¾
" " Sugar syrup, per lb.	0 03¾
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS—There is a tendency towards decline in nearly all items on the foreign dried fruit list. We quote present prices as follows.

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs. per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07½
" 70-80 "	0 07½
" 60-70 "	0 08½
" 50-60 "	0 09
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 16
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	01 4½
Nectarines, choice	0 16

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Dairy Produce and Provisions

Review of the Week in the Markets—Cheese Steady and Quiet—Butter Trade Brisk at Firm Prices—Hog Markets Slumped Seriously.

CHEESE AND BUTTER BULLETIN

Cheese has been steady and quiet during the past week and prices have not shown much fluctuation, having remained practically the same as they have been for the past two weeks. They are, if anything, slightly easier this week, owing largely to the fact that English buyers do not appear very anxious to take hold at the quotations made to them.

New Zealand cheese continues to arrive in the Old Country, and as long as it is pouring in purchasers there need not pay as much attention to the situation in Canada as they otherwise would. This cheese will show a falling off in quantity within two or three weeks, as their season draws to a close, and then Englishmen will be forced to buy in Canada, and will be likely to give greater consideration to Canadian offers.

In the meantime holders on this side are not worrying. Stocks here are light and the trade knows such to be the case. Holdings amount to considerably less than last year, but it is difficult to give comparative figures owing to the fact that a few large houses refuse to let the rest know what they have. What is held, however, is most of it for sale for a price, as it is generally admitted that goods held on English account do not amount to a great deal.

September cheese is quoted around 13¼c, some asking 13c only. Higher than 13¼c is very difficult to obtain, as buyers will not be interested at stronger figures. For finest colored 13¼c may be considered the right quotation. Some say they are asking ¾c but it is questionable if any sales can be made at the price. Even 13⅜c is hard to secure.

With stocks light and the certainty that buyers will eventually have to come to this market, the future situation looks firm, with a possibility of higher prices before spring, and, at the present rate, positively high price at the opening of the new season.

Receipts of cheese last week amounted to 388 boxes against 41 boxes pervious week, and 150 boxes same week in 1907. Total receipts for the season amount to 2,053,407 boxes, as compared with 2,348,727 boxes same period last year.

Dealers report a brisk trade in butter at firm prices. Having pretty well finished the holiday trade grocers and other handlers of butter are devoting more attention to that article. During the early part of the month many were engaged in stock-taking and other such occupations, and were consequently not very keen on buying butter. Through the whole rush of the holidays, however, there was a very satisfactory trade transacted, in Montreal and district particularly.

Of late there has been strong demand from various outside points, and this business has kept dealers fairly busy week in and week out. There has been continual call for finest creamery as well as for current receipt butter.

Prices ruling are firm, as holders, knowing that stocks are very light compared with last year, and recognizing the light receipts, see that there is no need for them to fret over the possibility of cleaning out at a profit. October creamery is being offered at 28½c to 29c. Considering the prices many dealers paid for this, 28c to 28½c, this is no great advance on recent quotations. It is likely that 29c will shortly be made the best price for large lots of finest. Single packages and small orders are quoted 30c. Fresh-made winter butter is selling for 27½c to 28c. Since butter is so scarce holders can easily obtain this figure, if not now, at a later date. The market for creamery, for the future, looks quite firm.

Dairy is exceedingly scarce. It was a little more plentiful for a short period, but the extra amount coming forward was quickly disposed of and the situation is just as bad as ever, in that the market is almost bare of this grade. Fresh rolls are even less plentiful, though in strong demand. Prices asked run from 24½c to 25c. Nice dairy in boxes is worth 24c to 24½c. Such as is coming forward is shipped chiefly from one section of Ontario, that west of Toronto.

Receipts last week amounted to 1,033 packages, against 1,613 packages previous week and 1,114 packages same week last year. Total receipts for the season amount to 408,552 packages, against 603,047 packages for the same period in 1907.

THE PROVISION SITUATION

The Canadian hog market is off again, and off with a vengeance. And considering how growers at other points of both continents have been running in their goods and the packers, in consequence, have been loading them into the British market, this condition of affairs is not very surprising. Two weeks ago the Danes were swamped in a snow storm which practically crippled operations, and, in consequence, their deliveries fell off enormously. Last week they recovered and made up for the previous week's shortage by pouring in pork as they had not done in any other week for months. The Americans, too, were sending over large shipments, supplies at various points being large, in spite of the low prices.

With all these receipts the British market was overloaded and naturally went off very appreciably. As a result there is practically no outside demand for Canadian pork and prices here have slumped to a point level with that reached at the recent remarkable slump just before Christmas. Last week packers were paying for hogs f.o.b. country points $5.50. This week's price is fully 50c below, at an even $5. Fed and watered stock brings $5.20, and hogs at factory call for $5.30. This is a pretty good evidence that Canadian packers are not at all anxious for hogs this week, and naturally, deliveries are very light. With continued heavy deliveries from other points this condition seems likely to continue for some time.

The American situation is summed up in the following paragraph from the New York Journal of Commerce:

There has been very little change in prices and no new features in hog products the past week, except that the previous week's enormous receipts had fallen off until near the close, when they began to increase again, and are estimated heavy for the coming week. This falling off in receipts was attended by a moderate advance early in week in the options, but when the shorts were covered this demand ceased and the markets became dull and prices eased off, though they did not break, as some of the packers had stopped selling futures against current production and are holding it, believing that the big run of hogs will soon be over, and they are now replenishing their depleted stocks of all but meats, which alone are ahead of a year ago, while that of lard is reduced to a very small volume, and speculation in that staple has nearly ceased. Consumptive demand for domestic cuts of meats has continued good and held the increase of the previous week, but offerings have been sufficiently liberal from packers to prevent any recovery in prices, although the market has been steadier without help from exporters, except in the export of 10,000 boxes for the week on old contracts. In lard they have been unable to do anything of moment from the west and the demand has been light, though they have taken all the city offerings at a slight decline. Exports of pork have been fair without change in prices, though stocks here are very light, as well as of lard.

PROVISION MARKETS

MONTREAL.

PROVISIONS—A very poor export market for the week, has effected the local market and prices in most of the lines are slightly under last week's quotations. Stocks of lard held locally are not very heavy. Demand for it is fair.

Lard, pure, tierces		0 11½ 0 12
"	56-lb. tubs	0 11¾ 0 12¼
"	20-lb. pails, wood	0 12 0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12 0 12½
"	" 5-lb. "	0 12½ 0 12¾
"	" 3-lb. "	0 12¾ 0 12¾

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Hamilton and Winnipeg

Lard, compound, tierces, per lb.		0 08½ 0 10
" "	tubs	0 08½ 0 11
" "	20-lb. pails, wood	0 09 0 10
" "	20-lb. pails, tin	0 08½ 0 09½
" "	cases, 10-lb. tins, 60 lbs. in case	0 09 0 11
" "	" 5-lb. "	0 09½ 0 11½
" "	" 3-lb. "	0 09½ 0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		21 00 22 50
Canadian short cut clear		20 50 22 00
American fat back		.... 23 00
Breakfast bacon, per lb		0 13 0 15
Hams		0 12½ 0 14½
Extra plate beef, per bbl.		13 00 14 00

BUTTER—The market is very firm, especially for the finest fresh made creamery and also for good dairy and large rolls. Supplies of creamery are very limited, and stocks held in the local market are light. Prices are firm, but unchanged.

Creamery, fall make, boxes	0 29 0 30
Creamery, winter make, boxes	0 28 0 29
Dairy, tubs	0 23 0 25
Fresh large rolls	0 21 0 24½

CHEESE—The local market is a shade higher, and firm. The export demand is good. Cable offers this week are about 64s to 64s 6d.

Cheese, old	0 15½ 0 16½
" new, large	0 14 0 14½
" " twins	0 14½ 0 14½

EGGS—New laid receipts are increasing equal to the demand. Prices are a little lower this week. Stocks of storage eggs are almost exhausted, but there are some pickled left, which, with the new laid as they come in, will have to meet the demand for the next month or six weeks.

New laid	0 30 0 35
No. 1 candled	.... 0 22
Selected cold storage	0 26 0 27
Pickled	0 21 0 22

HONEY—The market is very quiet. There is a marked scarcity of white clover comb honey. Prices remain stationary.

White clover comb honey	0 14 0 15
Buckwheat, extracted	0 08 0 08½
Clover, strained, bulk	0 10 0 11

POULTRY—Finest, fresh killed poultry is in good demand and the market for this stock is firm. Turkeys have advanced slightly, but other lines are unchanged as to price.

Turkey, per lb	0 13 0 15
Chickens and fowls, lb	0 07 0 09½
Geese	0 08½ 0 09½
Ducks	0 10 0 11

TORONTO.

PROVISIONS—If anything there is a firmer tone to the market. Bacon is firmer, though not quoatably higher. Lard remains steady, with stocks good. No material changes are noticeable in the market. Fresh meats are moving freely.

Long clear bacon, per lb	0 10½ 0 11
Smoked breakfast bacon, per lb	0 15 0 15½
Roll bacon, per lb	0 10½ 0 11
Small hams, per lb	0 14½ 0 15
Medium hams, per lb	0 13½ 0 14½
Large hams, per lb	0 13 0 13½
Shoulder hams, per lb	0 10 0 11½
Backs, plain, per lb	0 16½
" pea meal	0 17
Heavy mess pork, per bbl	19 50 20 00
Short cut, per bbl	22 50 23 00
Lard, tierces, per lb	0 11¾
" tubs "	0 12
" pails "	0 12½
" compounds, per lb	0 09½
Plate beef, per 200-lb. bbl	12 50 13 00
Beef, hind quarters	6 00 8 00
" front quarters	4 00 5 00
" choice carcases	7 50 8 00
" common	4 50 5 50
Mutton	0 07 0 08½
Lamb	0 08 0 09½
Hogs, street lots	6 50 7 25
Veal	0 08 0 09

BUTTER—The market remains firm. No advances have been made. Stocks of creamery prints are diminishing; the prices having an upward tendency. There is a noticeable improvement in the demand.

	Per lb.
Creamery prints	0 29 0 32
Creamery solids	.... 0 28
Dairy prints, choice	0 26 0 27
" ordinary	0 22 0 24
" tubs choice	0 23 0 24
" tubs, ordinary	0 20 0 22
Baker's butter	0 20 0 21

EGGS—Stocks of storage eggs are getting light. Receipts of new laid are a little better. Prices rule steady and will probably stiffen. No advances have yet been made.

Eggs, candled	0 22 0 23
" selects	0 27 0 28
" limed	0 21
" new laid	0 32 0 35

CHEESE—Prices are firm, though there have been no advances. The demand locally is growing better and it will likely result in higher quotations before long.

Cheese, large	0 13 0 13½
" twins	0 13½ 0 13¾

HONEY—No improvement is noticeable. The market is dead dull.

Honey, strained, 60 lb tins	0 12 0 13
" " 10 lb tins	0 12½ 0 13½
" " 5 lb tins	.... 0 13
" in the comb, per doz	2 50 3 00
Buckwheat honey, per lb	0 8 0 10
" " in comb, per doz	1 25 1 50

POULTRY—Supplies of fresh fowl are more plentiful. The demand, however, is not keen and consequently prices are easier. Turkeys and chickens are a few points lower.

Live Weight.

Spring chickens, per lb	0 10
Old fowl	0 07
Ducks	0 08
Geese	0 08
Turkeys	0 10 0 12

Dressed weight.

Spring chickens, per lb	0 10 0 12
Old fowl	0 07 0 08
Ducks	0 10 0 11
Geese	0 10 0 11
Turkeys	0 13 0 17
Squabs, per doz	2 50

TREATY DISPLEASES WINE-GROWERS.

Deputation Interviews Government Officials Asking for Assistance to Industry.

The new Franco-Canadian treaty evidently does not receive the hearty support of Canadian wine growers. A deputation from Ontario interviewed the Hon. Messrs. Fielding and Brodeur last week in reference to the schedules of the new treaty, including wines. The members of the deputation, representing 18,000 acres, devoted to wine culture and about $2,000,000 capital, contended that under the new tariff light French wines might drive Canadian wines from the market, and that adulterated wines, largely composed of chemicals, might be brought in to compete unfairly with the pure Canadian article. In view of the fact that the treaty could not now be amended, they asked that anything which could be done to protect the Canadian wine industry should be promptly taken in hand by the Government.

L. Mercier & Cie is the name of a new firm of grocers in Quebec.

J. T. C. Finlay, Port Stanley, Ont., has sold his grocery business to W. A. Day.

CLARK'S
Canned Meats

With the New Year begun there stretches before you season and opportunity for the building up of a large new patronage.

To win and hold such trade you must stock the leading and best lines of foodstuffs.

Clark's Canned Meats

will form the basis on which you may begin. Secure a full stock. You will never regret it.

DROP ME A LINE FOR PRICES

WM. CLARK - MONTREAL

Manufacturer

O'MARA'S BACON

THE PRICE

may be a little more but

THE QUALITY

is certainly better than any other Brand on THE MARKET.

A trial will convince you.

JOSEPH O'MARA

PALMERSTON, - ONTARIO

TRURO QUALITY BRAND

TRURO QUALITY BRAND

REINDEER condensed COFFEE

Hot Water Only

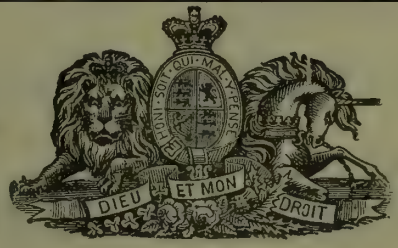
Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. This is the best season for trade. Do not miss it.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

WESTMOUNT'S MAYOR RE-ELECTED.

Wm. Galbraith, Wholesale Grocer, Favored With Second Term.

Mayor William Galbraith was re-elected to preside over the council of Westmount, a suburb of Montreal, at the elections held in that place on Monday of this week. Mr. Galbraith is the senior member of the firm of William Galbraith & Son, wholesale grocers, Montreal, and has already served one term in the mayor's chair. His majority over his opponent, A. J. Hodgson, was 15. Originally Mr. Galbraith had intended to retire from politics at the expiration of his term, but owing to development in the affairs of the council and municipal politics his Irish fighting blood was roused and he decided he would run again, if the people would have him. They showed their appreciation of his services by re-electing him.

TRADE NOTES.

Oscar Macklin, general merchant, of Netherby, Ont., has sold to H. D. Chisholm.

Geary & Co., general merchants of Niagara Falls South, Ont., has made an assignment.

The general store of Newcombe & Young, Alvinston, Ont., was completely destroyed by fire last Sunday morning.

BUTTERFLY BRAND

FUSSELL'S

'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

Sometimes children and others who would benefit by a milk diet have trouble in digesting milk, owing to its curdling on the stomach. This milk is immediately assimilated with splendid results. Insist on Fussell's.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents

John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.
C. Fairall Fisher, - - - Montreal.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

Dealers, this Flour will give you quick returns. Buda is one of the choicest Flours milled in Ontario and best values in Canada at present prices. Your customers want it barrel after barrel. This quality is guaranteed by the manufacturers to give you the required satisfaction. After you have tried a car, you will repeat as others are doing. Write or wire, J. B. Harty, Pictou, N.S. for mill prices. Why not order today, don't put off, I will give the leading dealer in each town control of Buda if he is the first with his order.

J. B. HARTY

CEREAL MARKETS STEADY

Flour Tends to Stronger Tone—Cereals Quiet—Business Generally Fair—Winnipeg Inspections More Favorable.

The Canadian cereal markets continue steady with business generally pretty satisfactory considering the season of the year. The wheat markets, both in the East and in Ontario, have a stroger tone, and millers speak more cheerfully regarding the outlook than they have done for a couple of weeks. A good opening from British markets means larger shipments from here and this helps to keep everyone busy.

Rolled oats are quieter and business in most lines of cereals is less brisk than at this time last week. This is true in supply as well as in demand for supplies of oats are much less free than they have been for some time.

Inspections of wheat at Winnipeg on Saturday were 187 cars, compared with 66 cars last year. Grading returns were: No. 1 northern, 8 cars; No. 2 northern, 18 cars; No. 3 northern, 26 cars; No. 4, 23 cars; No. 5, 29 cars; No. 6, 8 cars; winter wheat, 12 cars; inferior, 63 cars. Other inspections were: 38 cars of oats and 6 cars of barley.

Stocks of wheat at Port Arthur and Fort William were increased by only 45,000 bushels during the past week. There are now 6,806,000 bushels of wheat in store at the two ports.

The supply of wheat in elevators of Canada and the United States decreased 655,000 bushels during the past week, compared with a decrease of 839,000 last year. The supply of corn was increased by 153,000 bushels and last year was increased 773,000. Oats were increased 400,000 bushels, while last year the supply decreased 326,000. The world's shipments of wheat during the week were 8,896,000 bushels, compared with 8,848,000 bushels the previous week and 7,616,000 bushels a year ago. The large increase in shipments from the Argentine Republic was the feature of statistics this week. The shipments from this country were 264,000 bushels in excess of last year's. Exports from North America showed a decided falling off, a similar decrease being recorded last year.

The following table shows the estimated visible supply of wheat in Canada and the United States at the beginning of the week, as compared with the same time a year ago:

	Jan.20,'08	Jan.21,'07	Jan.22,'06
	——Bushels——		
Wheat	47,226,000	45,360,000	48,962,000
Corn	4,923,000	7,272,000	14,223,000
Oats	8,898,000	12,637,000	27,315,000

Wheat decreased 655,000 bushels last week, as against a decrease of 839,000 bushels the corresponding week of last year. Corn increased 153,000 bushels and last year increased 773,000 bushels. Oats increased 400,000 bushels, compared with a decrease of 326,000 bushels last year.

MONTREAL.

FLOUR—The local flour market is strong, but no advance is anticipated in the immediate future. A fair amount of trade is being transacted locally.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 25
Glenora		5 65
Manitoba spring wheat patents		6 25
" strong bakers		5 55
Five Roses		6 10

ROLLED OATS—There is very little business being transacted in rolled oats owing to the large trade being done in other more staple lines. Some, however, report a good demand from certain sections. These orders are being filled at prices which are hard to make please everybody. The figures below are a good average.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 90	2 95
" 80-lb. bags	2 75	2 80
" bbls	6 10	6 20

FEED—The market is in a healthy condition, good local demand being noted. No change has been made in last week's prices.

Ontario bran	22 00	23 0
Ontario shorts	24 00	25 00
Manitoba shorts	23 00	24 00
" bran		22 00
Moullie, milled	26 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 70

TORONTO.

FLOUR—The local markets continue fairly quiet, though the amount of business transacted compares favorably with the usual amount at this time of the year. The outlook this week is more encouraging and points to a stronger market shortly. Prices are even with last reports as follows:

Manitoba Wheat.

60 per cent. patents	5 40	5 60
85 " "	5 15	5 20
Strong bakers	5 10	5 15

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Business is fair this week, with demand a little easier and no appreciable change in prices. The supply of oats from local points is not so large as in former weeks, but this is probably only a temporary condition.

Rolled wheat in barrels, 100 lbs	3 00	3 15
Rolled oats, in wood, per bbl		6 65
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		6 60
" " " " in bags, 98 lbs		3 40

CEREAL NOTES.

John Bickle, Petrolea, Ont., has sold his flour and feed business to T. Burnard.

W. H. McGregor, Grandireu, Man., has started a baking and confectionery business.

W. R. Emery, general merchant, of Fort Francis, Ont., has assigned.

Saying A Thing

is good, does not make it so. But if you have a really good thing, that's no reason why you shouldn't tell people about it.

Mooney's Perfection Cream Sodas

Are good—none better.

So we want you to know that you can improve your business by handling them. Lots of money, because continuous sales. Continuous sales because Perfection Cream Sodas—every one in every package—are the acme of perfection.

Get Busy. Write us Now!

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents

C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.

MEETING OF WESTERN DAIRYMEN

The annual convention of the Western Ontario Dairymen's Association, held in Woodstock last Wednesday and Thursday, January 15th and 16th, was one of the most successful in the history of the association. While the large number attending was made up principally of western Ontario dairymen, there was also a good representation of Government officials, and also some representatives of the cheese and butter industry of the United States.

The sessions, for the most part, dealt with the practical side of the dairying industry approaching matters largely from the farmers' standpoint. Several of the addresses, however, made reference to the Canadian dairying industry as a whole, and paragraphs from these will be of interest to the trade generally.

After an address on "Cow-testing Associations, by C. F. Whitely, of the Dominion College of Agriculture, Ottawa, J. A. Ruddick, dairy commissioner, in some additionsl remarks, said :— "If all the cows of all the herds in Canada were increased to an improved standard, the value of the produce of our two million cows would be increased by $80,000,000. Holland had less than a million cows, and after producing enough to supply the home market exported $27,000 of butter and cheese, nearly as much as we do with our two million cows. If proprietors of factories would try and induce their patrons to get the most milk out of their herds, instead of trying to steal their neighbor's patrons, it would be better for all concerned."

Speaking at a later session on "Dairying Abroad," Mr. Ruddick gave an illustrated address, throwing on the screen photographs of dairies all over the world, commencing with New Zealand. This country had greatly increased her export of butter during the last year, the annual amount exported being about twenty million dollars' worth. One of the photographs of New Zealand showed four horses drawing 5,000 pounds of milk from one farm and one herd. Next photos from Australia, a country which ships 35,000 tons of butter yearly to England, were shown. Views of the Argentine Republic were also given. The industry is falling off in that country. In Trinidad butter is made in tropical heat, and stands the heat better than that made in a temperate clime. A photo of the Prone cheese fair was shown among a number of English views. They understood the development of the true cheese flavor there, the speaker said, while here we are satisfied if the cheese has no ill-flavor. Views of Scottish and Irish dairies were shown. In the Emerald Isle there are 800 creameries, and thirty mill.on dollars' worth of butter is annually shipped. Further views of Denmark, Holland, France and other countries were shown.

At Thursday morning's session Geo. H, Barr, of the Dominion Department of Agriculture, and Official Referee at Montreal, gave an excellent address on "Handling our cheese and butter at the port of Montreal." Mr. Barr is a former secretary of the Western Dairymen's Association, and expressed his pleasure at being present. "I thought more of western Ontario cheese this year than I ever did before," he said, "and when I compared them with eastern Ontario cheese I thought it wasn't much use telling you how to do it. There is a lot of work to do before we have our cheese of the finest grade. They are erecting an immense steel and cement shed in Montreal at present. There are 46 steamers equipped with cold storages and 27 with cold air, and some shipping lines are doing their best to ship the produce in good condition. If cheese were sold for a little less and more money expended in taking care of them during transportation a better price would be obtained for them. Inspectors are at the port where the cheese are put on the steamers and carefully inspect the condition of the cheese. Any carelessness on the part of the transportation company is reported, and the temperature is taken. A complete record is kept of the temperature during the ocean voyage. The department has three ice car inspectors in Montreal. The weakest place in the chain of transportation is between the place of manufacture and Montreal. The cheese from western Ontario should be taken better care of in shipment next year. There should be a more general use of ice cars in the shipment of cheese. Western Ontario has nothing to learn from Montreal in connection with the boxing of the cheese, the curing of the cheese or other parts of its manufacture. The cheese from western Ontario are noted for being cleanly boxed.

"When you can get a nice clean flavor with your butter you will have as good butter as there is made. For color, body and grain I saw nothing that could equal Siberian butter, which I saw in Montreal this year. It will take all the skill and care of western Ontario cheese-makers to keep a general high standard of that article. If you are wise you won't build any more small factories. He said that 98 per cent. of the cheese exported were of first grade. The majority of the cheese examined that were of poor grade were from small factories. Large factories and capable men are necessary to keep up the standard of cheese."

Woodstock gave the visitors a hearty welcome and the convention should prove a valuable impetus in carrying forward this important branch of Canadian industry.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street *MONTREAL*

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

Flour, Grain, Feed, Seeds, etc.
Send your quotations
The leading Quebec Flour and Grain House.
C. A. PARADIS, - Quebec

NAP. G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., *QUEBEC.*

POT AND PEARL BARLEY AND FEED
CALEDONIA MILLS
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

Now, Right Now

is the proper time to sell

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

It is by long odds the most delicious sauce on earth. Lots of imitators try hard to equal it, but can't get anywhere near it. When your customer once buys Lea & Perrins', you've got him. He knows then you keep the best goods.

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You are never out of favor with your customers if you stick to

Mott's

"Diamond" and "Elite" brands of

Chocolate

The superior quality of our brands has made them the unquestionable favorites of the Canadian housekeeper—

For Sale by all Jobbers.

John P. Mott & Co.,
HALIFAX, N.S.

SELLING AGENTS:

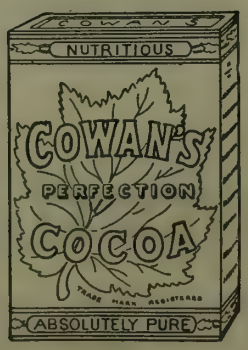
J. A. Taylor, Montreal — R. S. McLaren, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Absolute Purity

is One of the Qualities which Distinguish

COWAN'S

Cocoa and Chocolate



Our private process (which is the envy and despair of competitors) adds a flavor which cannot be equalled for deliciousness.

The Cowan Co., Ltd.

Great Money Saving Event

STRONG INDUCEMENTS TO BUY THE BEST ARTICLES AT LOW PRICE.

Every Article Guaranteed

MILLER'S PURE IRISH JAMS

MADE IN IRELAND

Strawberry, 1 lb stone jar	per doz.	$1.75
Raspberry, " " "	" "	1.75
Greengage, " " "	" "	1.75
Plum, " " "	" "	1.50

CALIFORNIA SEEDED RAISINS

Shipped by The J. K. Armsby Co., Fresno, California.

"Gold Ribbon," Fancy, 16 oz. package	per lb.	.11
"Elk" Brand, Choice, " " "	" "	.10½

CANADIAN CANNERS' CANNED MEATS—"Aylmer" (Finest Pack)

Boneless Chicken, 1s	per doz.	$3.05
" Turkey, 1s	" "	3.05
Lunch Tongue, 1½s	" "	3.05
Pigs Feet, 1½s	" "	2.30

"Simcoe" (Standard)

Boneless Chicken, 1s	per doz.	$2.90
" Turkey, 1s	" "	2.90
Lunch Tongue, 1½s	" "	2.90

VALENCIA RAISINS

"TRENOR" F.O.S. Selected and 4 Crown layers. "ARGUIMBAU," "ROWLEY'S," "PALLARES" and "MERLE."

TABLE RAISINS

"Bevan & Co." All Grades. All Qualities. All Styles. Finest Goods Put Up.

FANCY EVAPORATED APPLES

Winter Stock—50 lb cases ..... per lb. .08½

CANNED SALMON

"CLOVER LEAF," Talls, Flats and ½ Flats.
"HORSE SHOE," Talls, Flats and ½ Flats.
"LYNX," Talls.
"SOVEREIGN," Talls.
"COLUMBIA," Red Spring, Flats.
"EAGLE" Red Cohoes, Talls and Flats.

PINKS AND HUMPBACKS

"SUNFLOWER," "CLEMATIS," OLYMPIA," Talls and Flats.

We have the largest and best assorted stocks in our line of business.
Our prices are right, compare them.

PROMPT SHIPPERS.

L. Chaput, Fils & Cie.

Wholesale Grocers and Importers of Teas, Wines and Liquors.

MONTREAL

Making Money in the West

We are quoting herewith a letter—unsolicited—showing what WAGSTAFFE'S Goods have done for one Firm in the West.

$20,000 of Business without a Single Note Against the Goods.

Calgary, Alta.,
December 9th, 1907

Messrs. Wagstaffe, Ltd.,
Hamilton,

Gentlemen,—In looking over our books to-day, as we are closing same for the year, we find we have bought since the spring, $20,000.00 of your Jams and Preserves, and we cannot see that we have put through a single Debit Note against the goods.

Of course this is the first season we have handled your stuff, but seeing the volume of our business, and there being no reclaimants against the goods, we feel it speaks volumes for your quality, bearing in mind that they are a high price line, and it only shows that if every manufacturer would put in the quality as you do, the public would stand every time for good stuff.

A year ago if we had been told we could handle pure Jam made only from Sugar and the Fruit, we would not have credited same, as we always imagined that such goods wanted a little glucose and fillers to make them shipable, but we now see that Jams, made the same as our mothers made them, will stand shipping and give infinite satisfaction to everybody eating the same.

It is needless to say we wish your worthy Company continued prosperity, and next year we believe we can double this business. As you are aware in introducing new goods, buyers are always skeptical, but now the quality has turned out much better than we made it to be when selling, we look to doubling the out turn next year.

We are, dear sirs,
Yours very truly,
(Signed) L. T. MEWBURN & CO., Limited.
Per L. T. MEWBURN, President.

We are sending these Goods—"the same as our mothers made"—all over Canada, and other grocers are having just as satisfactory results with them as Mewburn & Co. Are you making money on these same goods?

WAGSTAFFE LIMITED

HAMILTON, - CANADA

PURE FRUIT PRESERVERS

They are Good

What everyone says must be true, this refers to our Golden Flower Brands, extra Fancy California Navels. Have also

1 car very fine extra choice Navels.

2 cars extra Fancy Messina Lemons.

1 Car Fancy California Celery.

1 Car Jamaica Cocoa Nuts.

and lots of other goods. Do not forget to send in your orders.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The only Dealer not convinced of the superiority of our

"Golden Flower"

is Mr. "Blank" — and he hasn't seen them yet!

McWilliam & Everist have 'em in stock.

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Apple Market Has Declined and the Si tuation is Critical—Potatoes Remain Firm—Brisk Business Reported in Fish.

During the past week, a crisis has been reached in the apple situation. prices have tumbled down owing to the big stocks on hand and the slow demand. The English and American markets are away off and as a result dealers can find no outlet for their apples. Being of such a perishable nature, the dealers are anxious to rid themselves of their supplies, and prices have naturally dropped. It is calculated that the losses will run up into the thousands of dollars. Oranges remain firm, but are quiet. Lemons remain unchanged. Good bananas are not very plentiful, the demand being about normal. Cranberries are moving better.

No material change is noticeable in the vegetable market. Potatoes remain firm, with supplies of an improved quality moving freely. Other domestic vegetables meet with a steady demand. Celery is brisk, but other fancy imported stuff is slow and quiet.

The demand for fish continues to be highly satisfactory. Prices are practically the same. Haddie is slightly lower. Frozen fish is especially brisk. Supplies are plentiful, no important shortage in any particular lines being reported.

MONTREAL.

GREEN FRUITS—Fruits continue firm, the market not having changed very much since last week. Grape fruit is exceedingly scarce and prices are very firm. For the best as high as $7 is asked. Best bananas are also in small supply though dealers are never particularly well supplied at this season. There is a very satisfactory demand for the large, bright stock. Lemons are firm and there is noted a strong call for the better grades of apples. Considerable poor quality apples are being offered in some quarters.

Bananas, fine stalk		2 00
" jumbos		2 25
Cocoanuts, new, per bag		4 50
Lemons	2 25	2 50
Navel oranges	2 75	3 25
Florida oranges, box	2 75	3 00
Mexican oranges, box		2 25
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	2 75	3 25
Tangerines, half-box		3 00
Pineapples, case		5 50
Grape fruit, box	3 00	7 00
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	10 00	11 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquats qt		0 25
Strawberries qt		0 80
Apples Fameuse, ½ bl	4 00	5 00
" other fall varieties, bbl	2 75	3 25
Evergreen wreathing, bale		2 00
Mistletoe case		6 00

VEGETABLES—There is noticeable this week no very great change in the vegetable situation. Florida tomatoes are in small supply with demand fairly strong considering the prices asked. First-class celery is moving in good quantity at the old quotations, while cabbage, of which there is a large supply on the market, is steady. During the past few days there has been a good business transacted in potatoes and many good orders were shipped to outside points.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate		5 00
Water cress, large bunches, per doz		0 75
Spinach, bbl		3 50
Green peppers, crate		3 50
Boston hot house cucumbers, doz		2 00
Potatoes, per bag	0 90	1 00
Sweet Potatoes, basket		3 25
Beets bag	0 60	0 65
Carrots, bag	0 60	0 65
Tomatoes, Florida, crate	4 50	5 00
Tomatoes, hot house, per lb		0 35
Horse radish, per lb		0 12
Beans, green, basket		5 00
Beans, wax basket		5 50
Egg plant, doz		2 00
Green peas, basket	5 00	5 50
California cauliflowers, per crate		4 00
Spanish onions, small crates	0 75	1 00
" large crates		2 25
Canadian onions, lb	0 01½	0 01¾
Boston lettuce, hot house, per doz		0 90
New Orleans shallots, doz		0 60
Radishes, doz		0 60
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75

FISH—There has been very little change in the fish situation since last week. Haddies are a bit lower but otherwise the list of quotations is the same as was given a week ago. Dealers report a satisfactory demand for fresh and frozen lines with smoked fish of all kinds called for on occasion. Salted and pickled fish are moving in fair quantities while oysters are in brisk demand at unchanged prices.

Fresh and Frozen Fish.		
Haddock, express, per lb	0 04½	0 05
Halibut, express, per lb	0 03½	0 09
Mackerel, " "		0 09
Dore, " "	0 07½	0 08
Pike, lb	0 11½	0 15
Cod fish, lb		0 04½
Steak cod, lb		0 05½
Whitefish, lb	0 06½	0 10
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 08½
New tomcods, bbl	2 25	2 50
Sea herring, bbl	1 85	2 00
Smoked and Salted—		
Haddies, boxes, per lb		0 07
Kippered Herring, 50 in box		1 10
Smoked herring, per small box		0 15
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 08	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb		0 05
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal		1 70
Paper pails, 100, pint size		1 10
100, quart size		1 50
Boiled lobsters, lb		0 18
Live lobsters, lb		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 00
No. 1 Nova Scotia, per bbl		5 25
" " per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs	6 50	7 00
Green cod, per bbl		6 00
Medium " " "		7 50
Large " " "		8 00
Labrador Salmon, ½-bbls		8 00
No. 1 salt eels, lb	0 07½	0 08

TORONTO.

GREEN FRUITS—The feature of the week is the big drop in apples. The bottom has gone completely out of this market, due to a variety of causes but primarily to financial depression. Some of the big dealers will be hit pretty hard. One firm has been forced to sell direct to the consumer in order to clear out surplus stock. Oranges remain firm at unchanged prices but are not moving freely. Lemons are rather slow with a weak tone. Bananas are very dull.

Cranberries are selling better. Almerias are meeting with a fair demand.

Oranges, Florida's, new	2 25	2 50
Oranges, Mexicans, new	2 00	2 10
" navals, new	2 75	3 25
" Valencias	2 50	5 00
" Murcias		1 75
" Bahamas	1 75	2 00
Lemons, California, 240, 300, 360, 420	3 00	3 00
" Messinas, new crop	2 25	2 50
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Quinces, per basket	0 50	0 60
Cranberries per bbl	7 00	10 00
Almeria grapes, per keg	5 50	6 00
Tangerines	3 00	4 00

VEGETABLES—Potatoes remain firm and are selling freely around 95c and $1. The supply is satisfactory and the quality of Delawares arriving is also good. Cabbage, turnips and cauliflower are steady. California celery is being handled in good quantities. Fancy imported stuff is slow, as people don't care to pay the big prices being asked.

New Brunswick Delawares, per bag	0 95	1 00
New potatoes, Canadian, per bshl	0 90	1 00
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz		0 75
Beets, per bag	0 90	0 95
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 75	0 80
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 10
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 00
Cucumbers, imported per doz		2 50
Tomatoes, imported, per crate		5 00
Strawberries, per box		0 65
Mushrooms, per lb		0 65

FISH—Business continues brisk, but if the mild weather of the last few days does not let up it will make the market quiet. Prices are practically the same. Supplies of all lines are up to the mark. Oysters are moving briskly as well as cod, mackerel and herring.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Oiscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

California CELERY

Now arriving in fine condition, large and attractive looking and a great seller.

Packed in crates, 5½, 6, 6½, 7, 7½ and 8 doz. to crate. We want all dealers to begin handling it and will quote for this week at ***$4.50*** crate.

CRANBERRIES

The famous ***"Budds Long Keepers."*** The only hard late keeping Cranberry, will hold up till April if necessary, barrels or boxes.

WHITE & CO., Limited

Hamilton and Toronto

HARKEN!

"Though Old and Wise
Be still Advised."

MOTHER EXPERIENCE says:—You will get larger returns from a "ST. NICHOLAS" Lemon investment than any other brand on the Market can give. Because the quality is there and that's what makes the "NOISE."

W. B. STRINGER & CO., Sole Agents, TORONTO

"GOLDEN ORANGE" Brand

NAVEL ORANGES

Grown and Packed at

Arlington Heights, California

Stand unrivalled and alone, for **Quality** and **Appearance.** Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"BRONCO"
Brand
NAVEL ORANGES

800 Boxes
Received this Week
Heavy, beautiful fruit

Grown in the finest orange section in California, The Redlands Heights.

BUY THE BEST
White & Co.
Limited
Toronto
Sole Distributors
Phone Main 6565

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS,
CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

RETAIL GROCERS' ASSOCIATION.

Toronto Body Meets on Monday Evening —Plans for the Year.

You haven't any idea what a jolly crowd of fellows the retail grocers of Toronto are. That is, when you see them behind their counters. Let them get together, however, as they did at the regular monthly meeting in their rooms in the Temple Building on Monday evening of this week and you'll see just how good-humored they can be and how much they enjoy talking over differences of opinion.

The principal feature of the meeting was the installation of the new officers, as elected at the association's last meeting, and noted in The Grocer at that time. President Fred. Thorne, in taking the chair, spoke of the good outlook for the association's prosperity this year, and asked the co-operation of the members. Vice-president Thos. Clarke also thanked the members for the honor done him and promised to do the work he undertook well. Very kind words were spoken by several members concerning the retiring president, Ben Snow. Mr. Snow has been a remarkably faithful member and has never missed a meeting during the year. As a recognition of their appreciation of his services a motion was carried to provide a handsome sum for a presentation to Mr. Snow, and he will probably be made pretty happy at the next meeting.

The various committees appointed to arrange for the association's annual ball reported, and very satisfactory progress is being made. The date has been set for Wednesday, Feb. 12th, and with the function in the Temple Building and the splendid arrangements for programme and supper that are being carried along, the affair promises to be a brilliant success.

In the section of the meeting devoted to "Remarks for the good of the Association," J. S. Bond emphasized strongly the fact that the association should devote more attention to matters of practical business, which would benefit the grocery trade. He mentioned, for instance, the matter of scale and scoop inspection, and said that something should be done to obviate the seemingly unreasonable charges made by the Government. At present a visit from the inspector costs the grocer from $2 to $5, whether his scales are correct or not. The members present agreed that something should be done. Other matters, such as a need for an amendment to the present garnishee act, and the matter of enlarging the organization, were discussed.

These grocers do love to get together. While the business of the evening was carried on in the regular way, it was interspersed with jokes and jolly personal references and good-humored little tiffs across the room, all of which added to the interest. The meeting didn't begin early, neither did it break up early. The members wandered down the Temple Building steps at about 11.15.

HELP TO RESTORE CONFIDENCE.

So long as there are unemployed men in Canadian industrial centres, retailers are apt to feel that a depression exists. To put the idle men to work, therefore, should be the aim of all who desire an early resumption of industry.

How can this be best done? By the placing of orders by jobbers and retailers at once for all necessary lines, giving preference in all cases to Canadian manufacturers wherever prices and quality are equal.

The purchase of cheap foreign goods dumped on the market at this time may help foreign manufacturers, but it will not put Canadian workingmen into active service and enable them to become buyers again.

A word to the wise should be sufficient.

NEW CANADIAN REPRESENTATIVE.

G. F. Sutton Sons & Co., the specialty manufacturers, of London, Eng., who have been represented in Canada for some time by W. A. Martin, have appointed Richard Lewis to succeed Mr. Martin. Mr. Lewis has just arrived in Canada and will pursue the firm's interests among their former customers here.

TRADE NOTES.

J. B. Deslauriers, grocer, of Montreal, has assigned.

Bergh & Lason, general merchants, of Craik, Sask., have assigned.

O'Donnell & Co., general merchants, of Forest, Ont., have assigned.

L. Guay, general merchant, of Murray Bay, Que., has made an assignment.

J. L. Baillargeon & Cie, a Quebec grocery firm, has made an assignment.

E. Hemond, general merchant, of Mont Louis, Que., has made an assignment.

The general store of S. Bosado & Bro., Cobalt, has been recently destroyed by fire.

Nenzel & Lindberg, who have been conducting a general store at Muenster, Sask have assigned.

D. Boivan, who has been running a grocery and liquor store in Quebec, has made as assignment.

The general store business of H. M. Root & Co., Fonthill, Ont., has been sold to A. Damude & Co.

California Navels, best quality at lowest prices.
New Messina Lemons, best quality at lowest prices.
Pineapples, Cucumbers, Lettuce, etc.
THE DAWSON COMMISSION CO., - TORONTO

J.V DE YBARRONDO & Co
Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^o ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

IN the old days this feature of the year's business never engaged the attention of the average grocer beyond the point of laying in a stock of a few staple lines sufficient to carry him through the Lenten season. The idea of making a feature of Fish never occurred to him. To-day it is different. Whereas in former times a push in fish stuffs would not have had particularly good results, to day by offering such attractive lines as we manufacture in **"Halifax," "Acadia"** and **"Atlantic" Prepared Codfish,** and other high grade specialties, a big business can be done in Fish. The secret of this change lies in the fact that whereas the old-time article was not sufficiently attractive to the majority of palates, here are products which delight consumers and give fish a better place in the estimation of people generally. You can make a good thing out of your Lenten trade by selling our goods. If you have not given the subject much thought before, **do it now.** Your order to-day will bring you all you need in lots of time. Our facilities are equal to all demands.

ATLANTIC FISH COMPANIES, Ltd.
LUNENBURG, - N. S.

Better Late than Never!

Start in the New Year by asking your wholesale grocer for Brunswick Brand of Canned Goods. All the leading wholesale grocers sell Brunswick Brand.

Wishing you the compliments of the season, we are,

Yours Respectfully,

Connors Bros., Limited
Black's Harbor, N.B.

Sealshipt Oysters

Are Healthy Oysters

The Sealshipt System is a new idea in oyster shipping, worked out in advance of the present day demand for **absolutely pure food.** Fresh, delicious sea oysters are taken from the shells and placed in a hermetically sealed, air and water tight, germ-proof steel can. This can is placed in a wooden package, surrounded by **cracked ice which cannot touch the oysters.** Therefore, Sealshipt Oysters are free from the slightest contamination. Ordinary oysters come in filthy, slimy wooden tubs, mixed in with dirty ice water and other impurities which make them flabby, flavorless and unhealthy.

WRITE US NOW ABOUT THE PROFITS OF SEALSHIPT OYSTERS.

NATIONAL OYSTER CARRIER CO.
KENOSHA, - WISCONSIN

OUR MAPLE SUGAR INDUSTRY.

Interesting Facts Regarding Annual Provincial Output.

At the 15th annual meeting of the Sugar Makers' Association of Vermont, U.S., held in Rutland, recently, M. F. Goddard, manager of the Maple Tree Producers' Association, of Waterloo, P. Q., was one of the prominent speakers. In the course of his remarks, Mr. Goddard gave an interesting resume of the history of the sugar making industry in Canada from its beginning, dating back as far as 1759. Speaking of to-day, he states that the sugar making industry of Canada was practically in the hands of the four provinces. In Nova Scotia there are about 150,000 pounds made annually in about eight counties; in New Brunswick 300,000 pounds. and in Ontario during the year 1901, there was made 4,000,000 pounds, while in Quebec during this same year there was made 13,564,819 pounds.

Mr. Goddard compared the conditions in Vermont with those in the provinces, stating that the price received there was 20 per cent. in excess of the price received here, but that in Quebec not more than 15 per cent. of the maples were tapped. Of 55,000 sugar makers in Canada only 8,000 are using improved evaporators.

"Five years ago," he continued, "we had no sugar makers' convention and what had been done towards the bettering of conditions was done by private persons. A great deal of credit belongs to John H. Grimm, of the Grimm Manufacturing Company, of Montreal, Canada, who circulated a paper, which finally influenced the Government to pass a law preventing the adulteration of maple goods. Also, in answer to a petition, the Government advertised extensively maple products at the World's Fair at St. Louis. But still we are not satisfied with the law. It is not as good as your pure food law. In 1905 samples were collected in March and tested and only 24.3 per cent. were found to be pure. In April and May 63.4 per cent. tested genuine. After the results of these tests were published, the next test in 1907 showed 72 per cent. to be pure. But the standard in Canada is not as high as it should be. The present standard permits the use of 20 per cent. of cane sugar, which, I think has a bad influence on the sugar men."

NEW CANNING FACTORY IN BRUSSELS.

Proposition Meeting With Favor Among Farmers and Gardeners.

The following item from last week's issue of the Goderich Star seems to be an indication of enterprising development in western Ontario:

"The proposal to establish a joint stock canning factory in Brussels is meeting with favor. The public meeting Friday evening, Jan. 3rd, was well attended, and seconded the proposition. A live committee was chosen to make a canvass of the town and locality for stock. It is estimated that at least $25,000 would be required. The farmers and gardeners appear quite willing to take hold of the cultivation of roots, vegetables, grain and fruit required to make it go well."

AN OPINION ON THE TEA MARKET.

Toronto Importer Speaks Regarding Present Conditions.

"What is my opinion of the tea market?" said P. C. Larkin, of the Salada Co., to a reporter this week. "Well, it is my opinion, founded on an experience of thirty years, that the man who leaves the tea market alone, carrying no stock, and buying from hand to mouth when the market is high, is a wise man. No person ever made money by speculating in teas. That is, they may make a little temporarily, but, in the long run, they are bound to be caught, because tea, unlike wheat and other articles, will not keep."

"Take the present condition of the market," Mr. Larkin went on. "Some grades are 6c per pound higher than they were a year ago, and 8c higher than they were in January, 1906. The chances are fifty to one that this state of affairs will not continue."

"In the thirty years I have been in the business, I have seen a great many 'ups and downs' in teas, but it is generally 'downs.' I have seen a very strong statistical position (that would warrant anyone in believing that very high prices were justified) turn in a month to the very lowest point in the market."

"In my opinion, every wholesaler and retailer who leaves the market severely alone, purchasing only barely what is absolutely necessary to carry him over from week to week, is a wise man."

No matter what kind of

F - I - S - H

you want, we have it.

Price and quality can not be beat.

THE F. T. JAMES CO., LTD.

76-78 Colborne Street, - - TORONTO.

F. T. JAMES, - - Manager

"Long Island Native"

OYSTERS

Cultivated and Shipped by

H. C. ROWE & CO.,

LARGE, CLEAN,
DELICIOUS OYSTERS.

Sold only by
IMPERIAL MEASURE.

SOLID MEATS.

TRY THEM.

White & Co., Ltd.

Toronto and Hamilton

AGENTS

UNFAIR LEGISLATION.

Retail merchants seem to be the constant butt for legislations to throw bricks at and, be it said in all frankness, so long as they fail to organize to protect their interests, they do not get any more than they deserve.

Workingmen can legally meet to arrange prices on their labor commodity, but it is illegal for merchants to agree on prices on the goods they sell. Wealthy manufacturers can secure mutual insurance by depositing large sums of money with the Government, but the merchants are debarred from this class of insurance by the large deposit required, the high wall being built up by the insurance combine. Merchants are debarred from collecting accounts less than $25 by garnishment. The Postmaster-General aims to put through a parcels post c.o.d. act to benefit the wealthy catalogue house magnates at the expense of the retail merchants, turning every postoffice into a collecting agency for the departmental stores. And now the Ottawa Government is to put through legislation making it possible for a number of farmers or workingmen to form business companies without expense, while merchants to do the same thing, must pay large sums for charters for incorporation as stock companies. That's a pretty long list of legislation acting unfairly upon retail merchants, but it is by no means complete.

Several pages of The Canadian Grocer this week are taken up with an outline of the proposed Government measure respecting co-operative companies. The article should be read by every grocer, and an invitation is extended to each to express his views regarding this and other unfair legislation in coming issues of this paper. Let us hear how merchants can protect themselves. If the present organization is not effective enough, how can it be made more serviceable to the trade?

The Government having decided to pass this law, it would appear to be useless to attempt to defeat it, though it may be possible to secure certain amendments.

Co-operative stores now exist at Hamilton, Dunnville and other centres, but nearly every town and county in Canada has seen some co-operative attempt made and failure result. Farmers and workingmen have lost large sums, but they seem willing to venture again. Merchants, of course, do not like to see trade demoralized, but they have no right to control the actions of the would-be co-operators. They can, with justice, however, protest against the unfair features of the proposed legislation.

The delusion exists that workingmen as a class can better their condition by organizing co-operative stores, and the Deputy Minister of Labor encourages this idea. Leaving aside the question of the probability of failure resulting history has shown that the condition of the workers as a whole in Great Britain has not improved as a result of co-operative enterprises. There are as many poor-houses and as much degradation in Glasgow, Rochdale, Manchester and other co-operative centres as in other parts of the world, where co-operative enterprises do not exist. If the workers can live cheaper they must work cheaper is an economic law peculiar to our present civilization.

A discussion of all matters of legislation unfair to retail merchandizing would be timely in these columns and if merchants are alive to their interests this invitation will not be disregarded.

DON'T BE A KNOCKER.

No business man can afford to be a knocker.

Some men feel that they are not doing justice to their own goods unless they are showing the weak points in the goods of a competitor. Nine times out of ten such a knock is a boost for the competitor. No man likes to hear another knock. He may even know that the knock is largely truthful, or possibly entirely truthful, but he resents it just the same. On the other hand, if all the good points of your own goods are set forth, there is no reason why the customer cannot absorb enough of your ideas as to what makes value to make him feel prejudiced against other goods which do not show the same good points as yours.

A knocker generally has few friends, no matter what he is knocking against, and the habit grows upon him, and the longer he knocks the harder he knocks and the less justice there is in the knock, and as a result his friends become fewer and fewer, until none are left.

Young men who are inclined to edge in a little knock now and then should refrain, for the habit will grow, and it does not take long to acquire a reputation which will make promotion a slow possibility. Find the merit in your own goods and then always be sure to make the customer thoroughly appreciate every point they have, and your case is in the best possible condition for good business.—American Grocer.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—A young man, several years experience with a leading wholesale flour, grain and provision dealer, having splendid connections amongst wholesale and retail grocers, and best bakers of city and District of Quebec, desires engagement as selling agent for flour millers and wholesale houses; reference furnished. Address Box 174, CANADIAN GROCER, Toronto. (4)

WANTED—Experienced grocery and crockery salesman for retail store in town of about 8,000, within a hundred miles from Toronto; applicants must furnish No. 1 references as to ability and character. None but good modern hustlers need apply. Box 176, CANADIAN GROCER, Toronto.

WANTED—Experienced process man for tomato canning factory; references required. Address all communications to Fraser Bros. & Whitehead, Kelowna, B.C. (5)

TRAVELERS WANTED.

WANTED—Salesman in each province of the Dominion calling on the grocery trade, to sell Sinecure Scourer, a polishing and scouring soap, on commission; liberal commission and exclusive territory to the right man. Apply Cancomco, this office.

J. B. Watson's grocery store at Calgary, Alta., has been damaged by fire.

J. K. McLennan, Treherne, Man., has sold his general store business to Jos. McGowan.

Jas. S. Cheyne & Son, Melita, Man., have taken over the grocery and confectionery business of T. H. Evans.

Cigars That Sell

To be a popular seller a cigar must possess that uniform quality which will ensure its lasting favor with particular smokers.

Royal Sport and Hogen Mogen
Cigars

have always been regarded by exacting smokers as first in their class.

The Sherbrooke Cigar Co., Sherbrooke, Que.

The Perfect Pipe Tobacco Is

T. & B.

This is the declaration of hundreds of smokers who refuse to smoke any other brand. The grocer who is wise enough to stock **T. & B.** is bound to have a profitable tobacco department because the demand exists, and **T. & B.** customers are regular customers. **T. & B.** is mild and fragrant and has a delicious flavor. No dope in **T. & B.** It never clogs a pipe or bites the tongue.

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

TRADE NEWS OF NEW BRUNSWICK

Lack of Snow for Sleighing Keeps Business Quiet—Sugar Advanced—Molasses and Fish Firmer—Grocers' Fishing Club.

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., Jan. 20, 1908.

Business has been very good, but the absence of snow has interfered to some extent with trade in the outlying districts. Travelers are now out on their rounds and are giving their attention mainly to manufactured goods and seeds. The market in molasses and fish is somewhat firmer and stocks are not very heavy. Both herring and codfish are in good demand. Sugar has advanced 10 cents a hundred, but otherwise there have been no changes since the first of the year.

* * *

In the seed business some purchases have already been made. Timothy is about the same price as last year, but clover is quoted 4c to 5c a lb. higher than last year's quotations. This is a record-breaking price for clover and is caused by an actual shortage in the crop.

Some French seed is being imported this year. It has been the custom in previous years to export to France, but owing to the shortage this year the tables are turned. Last year some Chilian seed was imported and is said to have given very good results.

* * *

The local fish market has been only fairly well supplied during the past week. The fishing schooners are nearly all laid up as the season across the bay is about done and will hardly begin again before the latter part of February or the first of March. This accounts for the fact that nearly all the cod and haddock are being brought from Canso by rail and frozen salmon from British Columbia. Some lobsters are being received from Westport and Beaver Harbor. Business will probably be quiet for a few weeks. Western shipments are very light.

* * *

Several retail grocers started out one day last week, when business was quiet, to round up all the hake in the Kennebecassis River. They succeeded fairly well, for in about two hours they landed 31 of the fish through holes cut in the ice. There were five of them in the party, three of them being grocerymen, Alderman J. W. Vanwart, George W. Colwell and John Lipsett. Following the session on the ice, the party adjourned to Mr. Lipsett's summer cottage at Renforth, nearby, where a very pleasant evening was spent and an organization known as the Silver Hake Fishing Club was formed.

* * *

W. H. Thorne & Co., hardware dealers, have taken over the business of C. E. Colwell & Co., fish dealers, and will hereafter conduct the business. The transfer is made as a result of assignments made to W. H. Thorne & Co.

A FEW TEA THOUGHTS.

A little booklet entitled "A Few Tea Thoughts" is being sent out by the W. H. Malkin Co., of Vancouver, B.C. The booklet includes valuable hints on buying, blending and selling teas, and would be valued by any grocer. You would be pretty certain of securing a copy of this by sending a request to the W. H. Malkin Co., and mentioning The Canadian Grocer.

LUMBERS' TEAM ON TOP.

Second Match in Toronto Wholesalers' League Goes Against Brokers.

There were things doing at 'Varsity rink, Toronto, last Friday evening, when the second game in the Wholesale Grocers' Hockey League was played. The James Lumbers Co. team came out on top, though with only a small margin, 5—4, and the game was fast and furious all through. How close it was may be guessed from the score. At half time it was 2—1 in favor of Lumbers; when time was up it was 4—4; exciting, wasn't it? and in the five-minute periods to play off the tie, the winners scored one.

The game was some faster than the one a week ago, better ice and a little practice contributing to the general feature. But you ought to have seen "Wes" Lumbers cavarting around in goal. He's a daisy and seemed to have the goal posts covered with a sheet. "Abe" Millman was one of the fastest men on the ice, and did some great shooting. Altogether a pretty good line of hockey was exhibited.

The teams were as follows:

Jas. Lumbers Co.—Goal. "Wes" Lumbers; point, Tom Kerr; cover, Boyd; centre, Wylie; right wing, W. Ford; left wing, McKenzie.

Brokers—Goal, Ferguson; Point, P. F. Millman; cover, Billy May; centre, A. Blackburn; right wing, Tom Webber; left wing, A. Millman.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

20 years of progress of the firm of
JOS. COTE
Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.
Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.
We have 6 travellers who are continually on the road at the disposal of our customers.
Branch: 179 St. Joseph St. Phone 1272, 2097

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

NOVA SCOTIA GROCERY NEWS

Stock-taking Generally Over—Business Considered Satisfactory—Fish Shipments Aggregate Above 1907.

(By The Canadian Grocer's Special Correspondent.

Halifax, N.S., Jan. 22, 1908.

Stocktaking is now about over and the volume of trade passing is considered quite satisfactory for the season of the year. Prices generally are pretty steady, and there is no indication of any great change. There is a good supply of fresh laid eggs on the market, but the demand is light just now. Some small tubs of dairy butter are coming in but not in sufficient quantity to bring down the price. The market is well stocked with fruit, all the dealers having large quantities of it. Some of the dealers say that Jamaica oranges imported via Boston arrived here in better condition than those coming direct.

* * *

The Atlantic Fisheries Company, of Lunenburg, N.S., has suspended operations at Bay of Islands, Nfld., for the season. During the season just closed the company carried on very extensive operations, and handled enormous quantities of fish. The company exported 4,500 barrels of herring in pickled condition and 738,000 pounds of frozen fish, which are away ahead of last year's shipments. Of the frozen herring, four carloads of 125,000 pounds were shipped by train, the balance going by vessels. The company made an outlay in Bay of Islands, during the season, of over $16,000 which was fairly representative of their work. The firm's interests were looked after by their agent, Mr. Acker, and Captain D. Zinck, of the steamer Atlantic, owned by the company. Large quantities of fresh fish are now being sent from Nova Scotia to the Upper Canadian markets, particularly Montreal. The shipments are from eastern and western Nova Scotia the fishermen of the Cape Breton districts forwarding large quantities. Last week the schooner Maggie Smith arrived at Angonish with a load of cod and haddock, and the whole cargo was sent forward in refrigerator cars to Montreal.

LOW PRICES FOR APPLES.

Nova Scotia Shippers Disappointed With English Market—Outlook Discouraging.

A despatch from Wolfville, N.S., says that apple shippers throughout the Annapolis Valley are being seriously disappointed in the prices received from English shipments. Farmers who refused to sell their fruit for $2.50 per barrel for all varieties in the early autumn, are now making frantic efforts to get rid of their crop at prices ranging from $1.25 to $1.50 per barrel. This drop in price means a total loss to the fruit growers of over a quarter of a million dollars.

A meeting of the apple speculators in the valley was held at Middleton on Thursday, Jan. 16, the object being to get at, as near as possible, the amount of stock held in the various warehouses and in farmers' hands.

Representative buyers from each district were heard from and the total estimate of apples held in the valley was 203,000 barrels, as against 115,000 held this time last year. Figures taken from the estimate of the holdings in the United States and Ontario show the following:

Apples held in U.S. Jan. 1, 1907	3,704,475
Apples held in U.S. Jan. 1, 1908	3,650,800
Apples held in Ontario Jan 1, 1907	188,000
Apples held in Ontario Jan 1, 1908	328,000

From all reports the quality of the fruit in the valley is turning out very disappointing, Baldwins especially packing out fully 50 per cent. No. 2 grade, and shrinking heavily in packing. Fungus developed to quite an extent in greenings and Ben Paris are reported as spotting badly. Sales from the English markets are very discouraging. The market broke the latter end of November, since when returns have been coming back for about $1 to $1.25 per barrel, net.

The outlook does not look very good from the buyers' standpoint, they having paid far in excess of the net returns. The general price paid to growers in the fall was $2 to $2.25 per barrel, tree run, and this, with packing and shrinkage expenses, would bring the price up to $2.50 to $2.75 per barrel, f.o.b. cars.

PACKERS' ASSOCIATION CONVENTION.

To Be Held in Cincinnati, February 3rd to 8th.

The annual convention of the National Packers and Machinery and Supplies Association is announced to be held in Cincinnati from February 3rd to 8th, inclusive.

Considerable interest has been taken in this convention in former years by Canadian packers, and it is probable that quite a number will attend the meetings in Cincinnati. Last year, it will be remembered, the Grocer gave a comprehensive report of the sessions of the convention at Buffalo, and we purpose following the sessions of this year's convention in a similar way.

One of the features of the convention in former years has been the exhibit of packers' machinery. This year, the secretary informs us, the largest exhibit yet shown will be placed in the machinery hall, which is especially large. The committee in charge of the convention are making strenuous efforts to provide an enjoyable week for visitors.

WELL-APPOINTED NEW BRUNSWICK STORE.

Grocery and Crockery Store of W. S. Skillen, Woodstock, N.B.

The illustration on this page gives an interior view of the grocery store of W. S. Skillen, grocer, Woodstock, N.B. Mr. Skillen has been some ten years in the business, during which time his trade has grown from a small beginning, until to-day he has a large, well-appointed establishment on the main street of Woodstock, probably the most progressive of eastern New Brunswick towns, and a growing centre of trade. One side of the store is devoted to the crockery department, and the other to the grocery. Mr. Skillen is compelled to keep a rather large stock on hand of some lines, but notwithstanding the large stock carried, the proprietor is a great believer in ample space, as the cut above will attest. Mr. Skillen is a thorough believer in the future of New Brunswick, and of Woodstock as a centre.

Store of W. S. Skillen, Woodstock, N.B.

H. Riendeau, grocer, of Chambly Basin, Que., has assigned.

J. K. McLennan, Treherne, Man., has sold his general store business to J. S. McGowan & Co.

GOOD CANS

CARRY OUT THE IDEA OF QUALITY

You, packers of meats and canned goods, endeavor to instil into the mind of the trade and the public the quality of your goods.

If your cans are indifferently made, and of poor material, your goods will quickly show it.

Material and workmanship count for more to-day than ever before. You cannot afford to use cans poorly made or of poor material.

Our cans give you every satisfaction. We make all varieties.

Give us a trial order.

ACME CAN WORKS

Montreal

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Price $25.00

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter Mitchell & Co., Toronto, Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal, Gorman Eckert & Co., London, Ont.

Boston Special

Absolutely Automatic

The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.

To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

Simplified Account Keeping

The cost of recording a multitude of small sales eats up a big slice of the profit on such transactions.

Such accounts can be kept better, more accurately and at a cost absolutely insignificant by the use of

Allison Coupon Books

HERE IS HOW THEY WORK:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

The PERFECTION CHEESE CUTTER

It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do: the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

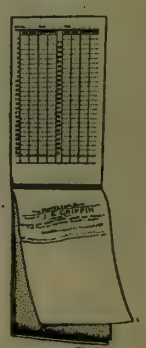
THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
OF CANADA HAMILTON, Ont.

AVOID LOSS!

Keep track of every article sold, the person who bought it, and the clerk who sold it. Our

"DUPLEX"
COUNTER CHECK BOOK

simple and easy to keep, will save you lots of money, and prevent friction with customers.



Write and let us tell you about it!

The Carter-Crume Company, Limited
Toronto and Montreal

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

J. HOWELL JAMES

333 Lippincott Street, TORONTO

Store Fittings, Counters, Showcases, Etc. Made to fit any store. Write or phone me before fitting up your store or making alterations.

PHONE COLLEGE 2880

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

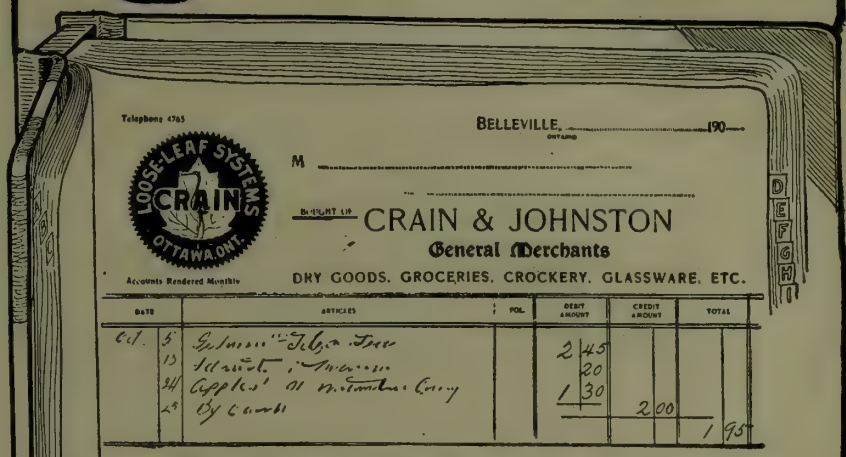
IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY

Technical Book Department

10 Front St. East, - TORONTO

Crain



The Totals Only of the Accounts Are Posted in the Ledger

The old, slow and laborious method of posting every item of an account from the day book to the ledger is agreeably missing in the Crain Monthly Account System.

By the Crain method the accounts are written up in duplicate daily from the counter check books or blotter—always up to date.

At the end the month, or other regular periods of rendering, the originals are torn out and sent to the customers, the duplicates removed and filed on a separate binder, and the *total monthly balance only posted in the ledger.*

Just think of that for economy of time and labor. Glad to mail our folder, "The Retail Dealer's Friend," with complete information.

Monthly Account System

THE ROLLA L. CRAIN CO., Limited, Ottawa
Branch Offices—Toronto, Montreal, Winnipeg

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Don't stick to one side of the street just because you have always walked on that side. The going is perhaps better on the other.

Also—

Don't think that because you may not have sold

SHINO STOVE ENAMEL
and
SIMPLEX SHOE POLISH

that they are not the Best.
We know they are.

Send for sample and particulars.

EDWARD HAWES & CO.

209 Front St. East, TORONTO

IT PAYS TO DO IT

If your customers say "SURPRISE" Soap is the best Soap, the most economical to use, and want it, you give it to them of course—it's business to do so. A satisfied customer brings you more money than one whose wants are ignored and overlooked.

Made by

The St. Croix Soap Manufacturing Company

BRANCHES—Montreal, Toronto, Winnipeg, Vancouver, West Indies.

Factory at St. Stephen, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 24, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $3 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
5 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—
1 lb. tins, 2 doz. in case $1 20
½ lb. " 2 " " 0 80
¼ lb. " 4 " " 0 45

ST. GEORGE'S BAKING POWDER.

		Per doz.
Trial size,	6 doz. in case.	$0.90
4-oz. "	4 "	1 35
6-oz. "	3 "	1 80
8-oz. "	3 "	2 35
12-oz. "	2 "	3 55
16-oz. "	2 "	4 55
32-oz. "	1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb. $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ¼ gross box 2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

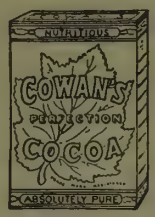
EBY, BLAIN CO. LTD.

Meat of Wheat, per case 4 20
Wheat OS, 16 lb. bags 0 19
"Pickaninney" Buck Wheat Flour doz. 1 00
" Pancake Flour, " 1 00
" Pastry Flour, " 1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Perfection 1-lb. tins per doz. $4 50
Perfection, ½-lb., per doz. 2 60
" ¼-lb., " 1 40
" 10c. size " 0 90
" 5-lb. tins per lb. 0 40
Condensed cocoa, cream and sugar, doz 2 25
Soluble, bulk, per lb 0 22
" " " 0 19
London Pearl per lb. 0 24
Special quotations for Cocoa in bbls., kegs, etc



Chocolate—
Queen's Dessert, ½-lb. cakes, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30
The following sweetened for household purposes:

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb. 0 33
Diamond, ½, 7's, boxes per lb. 0 28
Perfection, 2 c. size, 2 doz. in case per doz. $1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz. 0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Chocolate—
Maple buds, 5-lb. boxes, lb. 0 31
Vanilla wafers, " " 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes, lb .. 0 28
" " 2's, nonpareils " .. 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks, box 1 35
Milk cakes, 5c. size, box 1 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case ..... per doz., $ .90
½ " " 4 " " .... " 2.40
¼ " " 2 " " .... " 4.75
1 " " 1 " " .... " 9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking) 0 30
Prepared cocoa, ½'s 0 30
Prepared ½'s 0 28

Mott's breakfast cocoa, ½'s 0 40
" " " ¼'s 0 38
" No. 1 chocolate, ½'s 0 32
" Navy " ½'s 0 28
" Vanilla sticks, per gross 1 00
" Diamond chocolate, ½'s 0 24
" Confectioner's chocolate, 21c. to 0 31
" Sweet Chocolate liquors, 21c. to 0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 [illegible]
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.
1 lb. packages 0 26
lb. " 0 27
lb. " 0 28
1 and ½ b. packages assorted 0 26½
½ and ½ b. " " 0 27½
½ lb. " in 5 lb. boxes 0 28
½ lb. " " 0 29
½ lb. " in 5, 10, 15 lb. cases 0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED

"Jersey" brand evaporated cream per case (4 doz.) $4 65
"Reindeer" brand per case (4 doz) 5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House $0 32
Nectar 0 30
Empress 0 28
Duchess 0 26
Ambrosia 0 25
Plantation 0 22
Fancy Bourbon 0 20
Bourbon 0 18
Crushed Java and Mocha, whole ... 0 17
" " ground .. 0 17½
Golden Rio 0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground 0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground 0 30
German Dandelion, ½ and 1 lb. tins, ground 0 22
English Breakfast, 1 lb. tins, ground 0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	$0 35
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50

1-lb. fancy tins choice pure coffee, 48 tins per case ..... per doz. 2 50
Madam Huot's coffee, 1-lb. tins 0 32
" " " 2-lb. tins ..... [illegible]
100 lb. delivered in Ontario and Quebec.
Rio No. 1 ..... 0 15

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz. 1 75
10 " " 4 " " 3 00
Rep. quarts, 1 " " 6 50
Imp. " 1 " " 9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33
"Gilt Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 3

Cheese.

Imperial—
Large size jars, per doz. $8 25
Medium size jars, " 4 50
Small size jars, " 2 40
Individual size jars, per doz. 1 00

Imperial holder—
Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00

Roquefort—
Large size, doz. 1 40
Small size, " 2 40

Coupon Books—Allison's.

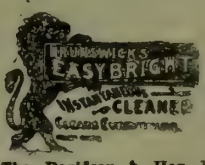
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent, The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

Bottles			Per case.
1-oz.,	case of 2 doz		$3 20
" 2 "	" 1 "	.....	3 00
" 4 "	" 1 "	.....	4 50
" 20 "	" ½ "	.....	4 75
" 20 "	" 1 "	.....	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.			1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

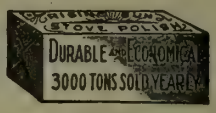
Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES



&

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

New and Revised Storage Rates for 1908

NOTICE

DECEMBER 31ST, 1907.

"We beg to advise our customers that all the rates quoted prior to this "date have been cancelled, New and Revised Rates will be furnished on "application. All goods now in store will remain at the present rates, "unless otherwise advised."

We wish our many customers a very Happy and Prosperous New Year, and an extensive and profitable business during the year 1908.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Gray Nun Street, MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, ***LONDON, - ENG.***

LIMITED

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case.per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails.....	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...	0 09 0 13

Jelly Powders

List price

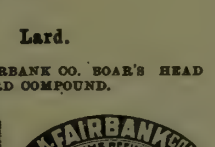
'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls..... 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	



Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, ½-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON

Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.P., ½-lb. tins.....per doz.$	1 40
" ½-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham ¼-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins.....per doz.	0 85
½-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.$	1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND.

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb " " ..	2 80
4-lb. tins, "	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glas , doz....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON

Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages.....$	2 25
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " } ..... {60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross$	10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	13 00
Straw hat polish..... "	16 20

Starch.

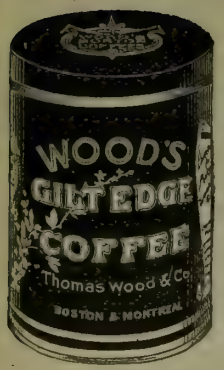
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.$	0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs ..	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½



ESTABLISHED 1879

"Draw a tiger incompletely and he is like a dog."
Draw a cup of Coffee whose material is incompletely tested, purified, roasted and brewed, and you have slops.
There is no incomplete stage in

WOOD'S COFFEES

up to their delivery to the Grocer.
They possess all the Coffee virtues.
The superior selected berry stamps every grade.
Perfect treatment marks every step from the tropic tree to the coffee-pot.
In "Drawing" draw the line at half-way goods.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 400 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Oxford Starch—	
Boxes of 45 cartons, per case	3 60
Culinary starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

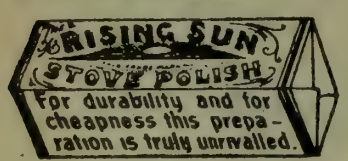
pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Akron Gloss, 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03¼ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lbs.	1 25 each
3 " 38½ lbs.	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 25	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 25	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
apan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and 1's	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ⅛s	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 2½	0 30
" " ½ lbs	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 48
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud. 7s	0 51
Chewing—Currency, 12s. and 6½s	0 45
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 48
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 76
" " 1-lb "	0 05

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong. Per doz.

A—4	string,	plush finish	$4 70
B—4	"	fancy "	4 00
C—4	"	plush "	4 10
D—4	"	fancy "	3 95
F—4	"	wire "	3 65
G—3	"	" "	3 40
I—3	"	" "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages per case	0 62	0 67
6 " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 1 doz in case	1 10

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme
Montreal and Toronto

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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Extract from "The Lancet" London, England.
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"This Soup is prepared in Ontario and is preserved in tins. We know for transport purposes that tins are most convenient, but we should regard it with satisfaction if this excellent Soup could be preserved just as effectively in glass jars. However a very careful examination of the liquor did not show the slightest signs of metallic contamination. **The Soup** is of **excellent flavor, possessing** that **glutinous Property characteristic** of **freshly prepared Chicken Soup.** The Soup **contains entire cooked portions** of the **Chicken.** It should make an excellent emergency ration and portable food."

This Soup should be **in every home,** and **in every hospital.**

For sale by all leading Grocers.

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Making Money in the West

We are quoting herewith a letter—unsolicited—showing what WAGSTAFFE'S Goods have done for one Firm in the West.

$20,000 of Business without a Single Note Against the Goods.

Calgary, Alta.,
December 9th, 1907

Messrs. Wagstaffe, Ltd.,
Hamilton,

Gentlemen,—In looking over our books to-day, as we are closing same for the year, we find we have bought since the spring, $20,000.00 of your Jams and Preserves, and we cannot see that we have put through a single Debit Note against the goods.

Of course this is the first season we have handled your stuff, but seeing the volume of our business, and there being no reclaimants against the goods, we feel it speaks volumes for your quality, bearing in mind that they are a high price line, and it only shows that if every manufacturer would put in the quality as you do, the public would stand every time for good stuff.

A year ago if we had been told we could handle pure Jam made only from Sugar and the Fruit, we would not have credited same, as we always imagined that such goods wanted a little glucose and fillers to make them shipable, but we now see that Jams, made the same as our mothers made them, will stand shipping and give infinite satisfaction to everybody eating the same.

It is needless to say we wish your worthy Company continued prosperity, and next year we believe we can double this business. As you are aware in introducing new goods, buyers are always skeptical, but now the quality has turned out much better than we made it to be when selling, we look to doubling the out turn next year.

We are, dear sirs,
Yours very truly,
(Signed) L. T. MEWBURN & CO., Limited.
Per L. T. MEWBURN, President.

We are sending these Goods—"the same as our mothers made"—all over Canada, and other grocers are having just as satisfactory results with them as Mewburn & Co. Are you making money on these same goods?

WAGSTAFFE LIMITED

HAMILTON, - CANADA

PURE FRUIT PRESERVERS

DID YOU EVER WONDER WHY?

Did you ever wonder why the public forget to ask for the "new ones," or in fact nearly all the package teas that have been placed on the market during the past sixteen years? You can sell a great many of these once, but the tea that makes the customer come back for more is the one that it pays you to handle. Our

22 PER CENT.

increase in Canada alone in 1907 over 1906 proves that the public are finding out in increasing numbers every day that they are best served when they buy **"SALADA"** Tea. It shows that **"SALADA"** possesses the qualities that make the public come back after it again and again. Its delicious flavor, its quality, its ready sale and its "money-back-if-it-doesn't-sell" guarantee make **"SALADA"** the most profitable tea for you to push.

We will be pleased to hear from you.

"SALADA"

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Come-again Customers.

These are the people you want to please — the good sound steady folk that are the backbone of your business. Don't disappoint them when they ask for —

"CAMP" COFFEE

Give every customer the opportunity of learning how really excellent is this — the best of bottled Coffees Remember there are others eager to sell "Camp" —keep even with them.

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The Edible Refined Cotton Seed Oils and Stearines manufactured by the Kentucky Refining Company of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under **No. 11744.**

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Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
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The above supplied in puncheons, tierces, barrels and half barrels. Also

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In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

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Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

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Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

CAN WE HELP YOU ?

There are some grocers and general merchants living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow grocery man a couple of hundred miles away either to buy a set of scales or to sell a second-hand counter or show case did not seem practicable to even the most progressive grocers. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

Creates His Opportunities

He states his wants briefly in a "Canadian Grocer want ad." and in four days' time practically every grocer, clerk, grocery equipment manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

Every Grocer in Canada

can take advantage of our "want ad." page. Ask yourself is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

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Rates:

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The Canadian Grocer

MONTREAL **TORONTO** **WINNIPEG**

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

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HAMILTON

Branch House—Sault Ste. Marie

Redpath

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FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

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Are Your Goods Sold in British Columbia?

Business was never better in this Province than at the present time. We have three first-class salesmen who are personally acquainted with every merchant throughout British Columbia, and can get the business.

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Box 1057 T. E. JOHNSON, Manager

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Greig's White Swan Blend Coffee
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Greig's White Swan Rolled Oats
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PURITY and PROFIT

go hand in hand in the grocery business. Give the people pure goods and you will get the pick of the trade. That's why you'd find it profitable to handle our

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and Pure Tomato Catsup. We make a specialty of purity in all our goods. And if you want real, customer-satisfying purity, at prices which bring you a good profit, write to us to-day.

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BELLEVILLE, - ONTARIO

"Pride of Canada"

In our high class Maple Specialties we have built up a reputation for **superiority** which makes our lines a **safe proposition** for the retail grocer.

Absolute purity and general excellence in the products enables you to guarantee our Maple Syrup and Maple Sugar without any fear as to the customer's verdict after using.

IT PAYS

The Maple Tree Producers' Association

Waterloo, - Quebec

" I have just arrived from Japan to look after the next season's

JAPAN TEA IMPORT BUSINESS

and will stay in Canada for a short time. I shall be very pleased to hear from all my **WHOLESALE TEA FRIENDS.**"

SHAW T. NISHIMURA, Sole Agent, - 55 St. Francois Xavier Street, **Montreal**

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IT'S CHEAPER AND BETTER.

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A Few Points of Superiority based on Comparisons let US tell YOU about the others.

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OUR No. 1 SINGLE ARC
500 Candle Power

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500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one withan entirely seamless copper tank.

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THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**

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New Seville Orange Marmalade

is a line that you will find very profitable. It is an absolutely pure marmalade, made from the finest grade of Seville oranges. It is so delicious in flavor, that every first sale means continued repeat orders.

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"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

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KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

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Our Catalogue for 1908

showing a most complete range of Brushes, Brooms and Whisks for the Grocery Trade. We have given special attention to the illustration of each and every line. Please examine this catalogue carefully, and we think you will agree that we have the goods you want. If you have not yet received a copy, drop us a card.

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SYMINGTON'S EDINBURGH COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS THOS. SYMINGTON & CO. EDINBURGH

Our First Thought—Purity

Also our last thought and our thought all the time. The fact that purity is our constant care is vouched for by the Government official analyst. He declares that

E.D.S. Brand Jams and Jellies

are the purest in Canada. We will furnish you with a copy of this declaration if you request it.

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This name on a package of cocoanut is your guarantee of quality. Years of experience enable us to turn out the best line on the market, to satisfy you and your customers.

The Canadian Cocoanut Co. 613-619 Lagauchetiere Street West, **Montreal**

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Dealers are requested to write for special free deal.

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The better known the better liked is what is to be said of

STERLING BRAND PICKLES

Grocers selling these tamed Canadian-made pickles and relishes cultivate a trade that stays with them.

Order from your jobber or direct from manufacturer.

The T. A. LYTLE CO. Limited

124-128 Richmond St. West, Toronto.

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

TAPIOCA

FINEST SINGAPORE PEARL

5 1/2 Cts.

CANADA BROKERAGE CO., Limited

9 FRONT STREET EAST, - TORONTO

HOLBROOK'S SAUCE

Genuine Worcestershire

at 25c. and 35c. per bottle is a good selling line at a good profit. Made and bottled in England only. Breweries Stourport, Worcestershire.

Holbrooks Limited, Canadian Branch, 25 Front St. E., Toronto. Manager, H. Gilbert Nobbs.

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

STOVE POLISH

The best and cleanest form of Stove Polish is Black Lead, easier handled, gives better results.

James Dome Black Lead

is the best Stove Polish that can be used. Contains no dirt nor makes dust. Gives a lasting brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents.

Diamond E Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely skeptical about trying another coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"**Diamond E.**" will put **new** life into your **Coffee Trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others; goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

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NEEDS COOLING.
ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. $2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

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QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

The Quality Does It!

¶ There is only one sure way of insuring repeat orders for canned goods or anything else, and that is, to give quality.

¶ If you sell a customer inferior canned vegetables, your salesmanship may enable you to sell her the same brand once or twice more—then she will leave you, and trade at the store 'round the corner.

¶ The reason that we hold our old customers while continually adding new ones is because of quality. The quality of

OLD HOMESTEAD BRAND

is always the same, the **ACME OF EXCELLENCE.**

¶ It acts the same way between you and your customers. When you sell a can of **OLD HOMESTEAD** the customer may be depended upon to ask for the same brand next time.

¶ **Don't you think it is worth your while to try this excellent brand—OLD HOMESTEAD?** You are a business man; and it is the act of a wise business man to prove or disprove a manufacturer's statements. We are not afraid. We ask you to give **OLD HOMESTEAD** a test, because we know that a test will make you a regular **OLD HOMESTEAD** customer. Do it now!

The Old Homestead Canning Co.

Picton, Ontario

"Essex" Shipments

The rush of orders this season has given us all we could do to make shipments on time, and the out-go of goods all this month has been the biggest on record. It is easy to see that we're doing the business and that the better class of trade is with us. If you want any portion of the "Essex" line, you'll have to speak quick.

The Essex Canning and Preserving Co., Ltd.

Factory at Essex, Ont. 28 Wellington St. E., TORONTO, Can.

The Importance of Purity

in Canned Goods cannot be over estimated. Nothing is more annoying to your customer than to discover that part of the contents of a can of vegetables she has bought from you, are unfit to eat. Every such occurrence is a knock at your reputation as a dealer in pure groceries. Consequently every grocer should stock the very purest brand of canned goods. Hundreds of grocers in Canada who stock

Burlington Brand

declare that it is the brand of perfect purity which never disappoints their customers. A trial order would convince ***you*** that such is not an exaggerated opinion.

The Burlington Canning Co., Limited Burlington, Ont.

SILVER PRUNES

Fancy 25-lb. Boxes.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

MANY A THOUSAND PEOPLE

are regular users of 2 in 1 shoe polish. In fact, the popularity of 2 in 1 has reached the stage when other polishes are judged by the standard of 2 in 1—and none of them come up to the standard.

2 in 1

Shoe Polish

is the profitable polish for you to handle, because you know you can recommend it to your customers as the best shoe polish on earth.

The F. F. Dalley Co.
Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

Don't Experiment

with other foods said to be the same as or better than

Molassine Meal

No other food can prove that its use keeps HORSES, CATTLE, PIGS and POULTRY in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.
Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

BARGAINS IN WINES

Right now is an exceptional chance for wise buyers to get at very favorable figures wines of the best brands and from the most important firms or producers of Wines, Sherries, Port, Madeira, Malaga, Claret, Sauternes, Vermouths, Tonic Wines and Wines for Mass. We have notably reduced our prices for the purpose of disposing of our stock before moving, and in order to avoid the cartage and storage expenses always so burdensome. More than this

WE PAY THE FREIGHT on wines in cases or in original casks, shipped by express or in heated cars.

PORT WINE

Real Companhia Vinicola, Portugal.
G. Oliva et Cie, Tarragone.
"P," "P.P.P."
Motta Verez & Co., Oporto and Lisbon.

SHERRY

Diez Hermanos, Jerez de la Frontera
"C," "HS," "VO," "Solera," "Amontilado."

MADEIRA

Blandy Bros. Isle of Madeira.
(M.) No. 2, (M. No. 7.)

MALAGA

Garret & Co., Malaga.
Pale or Dark, two years and four years.

MASS WINE

Colli, Vatican.
All those Wines are put up in ½ Oct., Oct., Brl., Pipe and Drums.

CLARET

Cheateau Berges, Palus, Exportation.

SAUTERNES

Petite Graves, Virelades.
All these Wines are put up in ½ Hogsheads and Hogsheads.

SHERRY WINES IN BOTTLES

Diez Harmanos, Jerez de la Frontera.
Cordon Blue, Cordon Red.
Cordon Green, Favorito.
Jose Gomez.
P. Juanito.
Sanchez Hermanos.
Verdi & Co.

PORT WINE IN BOTTLES

Invalid's Special, Good Fruity.
Garcia Hijos, Manuel Tosca.
Ventura & Co., Verdi & Co., Rizat & Co.

MALAGA WINE IN BOTTLES

Pale Sweet White Label.
Pale Sweet Blue Label.

MADEIRA WINE IN BOTTLES

Blandy Bros., Isle of Madeira.
London Particular.
Specially Selected, Very Superior.

CLARET IN BOTTLES

Vigneau and Cambours, Bordeaux.
St. Esthephe, Qrts. and Pts.
St. Julien, Qrts. and Pts.
Pontet Canet, Qrts. and Pts.
Chateau Maucamps, Qrts. and Pts.
Mouton Rotschilds, Qrts. and Pts.
P. Vernot & Co., St. Julien, Qrts. and Pts.
V. Pradel & Co. Medoc, Qrts and Pts.
Chateau Berges, Qrts. and Pts.

SAUTERNES

Vigneau and Cambours, Bordeaux.
Sauternes, Qrts. and Pts.: Barsac, Qrts. and Pts.
Graves, Qrts. and Pts. Haut Sauternes, Qrts. and Pts.
Chateau Yquem, Qrts. and Pts.
Lecompte and Morel, Sauternes, Qrts and Pts.

VERMOUTHS

Cazalis & Pratt, 'Soleil,' Marseille, France.
Dollin & Co., Chambrey, France.
F. Ricardo & Co., Turin, Italy.

CHAMPAGNES

Piper-Heidsieck (Extra Quality).
Reims, Dry, Extra Dry, Brut.
Duc d'Origny, Dry and Extra Dry.
Cardinal et Cie. Dry and Extra Dry.
These Wines are put up in Qrts., Pts., and Splits.

TONIC WINES

Bacchus Quinquina Tonic, Adrien.
Sarazin, Dijon, Imp. Qrts.

Green and Black Teas

We have a complete assortment in JAPAN TEAS and BLACK TEAS. We offer the best values at low prices, because we want to reduce our stock before moving. We specially recommend our Brands of Teas, "Victoria" and "Princess Louise"; they are incomparable both in price and quality. Do not miss this really profitable bargain.

We pay the freight on every lot of Teas of 200 lbs. or more, whether of one or more brands, until we move.

For all information, quotatione, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

WHOLESALE GROCERIES, WINES AND LIQUORS

MONTREAL

Two Trade Winners That Are Unexcelled

BON AMI

"THE KING OF CLEANSERS"

Once Bon Ami is used in a Household it becomes a necessity there. For that reason you are always sure of ready, steady sales and profits.

Its cleansing and polishing properties are indisputably 50 per cent. greater than those of other soaps. That's why it lasts longer, gives the householder more value and greater satisfaction.

The Housekeeper's pleasure is your profit. Here is your opportunity.

Send in your order

Alex. Cairns & Sons

"Goods of the Day"

Jams, Jellies and Marmalades

direct from the most modern factory in Scotland, at Paisley, where they are manufactured from choicest, purest raw material by highly paid skilled help.

The name Cairns is a guarantee in itself, but when we also back the goods you are sure of the finest line produced.

Delay in ordering means needless loss of opportunity for you.

Orders Filled Promptly

You have our guarantee for both these lines

Hudon, Hebert & Co. Ltd.

WHOLESALE GROCERS AND WINE MERCHANTS

Montreal

The most liberally managed firm in Canada

"CANADA'S PRIDE" BRAND

Represents the highest standard of Canned Fruits and Vegetables possible to obtain

A TRIAL WILL CONVINCE

Great care is exercised in the picking and packing of every line, and our factory is a model of cleanliness and sanitary perfection.

Wholesale Agents :

Messrs. Wm. Calbraith & Son, Montreal, Que.

Messrs. Medland Bros. Toronto, Ont.

HOME OF "CANADA'S PRIDE" CANNED GOODS

The NAPANEE CANNING COMPANY, Limited

W. A. CARSON, Manager

IT IS EASY TO SELL

canned goods when you can absolutely guarantee their purity and excellence. You can certainly do so with every can of

Farmer Brand

Canned Fruits and Vegetables

There is only ***one quality*** of Farmer Brand, and that is ***the best.*** Only fruits and vegetables of flawless quality, canned scientifically so as to preserve every speck of nourishment and flavor, are ever used in the Farmer Brand. Do you handle the best ?

Farmers' Canning Co. Limited, Bloomfield, Ont.

We could talk to you for hours about the merits of

Chase & Sanborn's COFFEES

but a trial will convince you that their brands have the qualities that will increase your trade.

CHASE & SANBORN, THE IMPORTERS

MONTREAL

Your Last Opportunity

Our annual stock-taking being over we are now offering to the trade special bargains in

Currants, Dates, Raisins, Prunes, Canned Salmon

Also several attractive lines of **Tea**, Black and Green. We have been selling, though, and these bargains will not last more than a few days more. It's up to you to send in your order at once while the prices are so low.

HUDON & ORSALI

WHOLESALE GROCERS, - MONTREAL

DRIED FRUITS

—AND—

FILBERTS

Thos. Bell, Sons & Co.

MONTREAL

Representing

D. S. Parthenopulo,

PATRAS

"Somerset" Brand Currants

Thos. Bell, Sons & Co.

MONTREAL

Tartan BRAND

SIGN OF PURITY

New Pack

Wagstaffe's Marmalade

1-lb., 20-oz. and 28-oz. glass ; and 5-lb. and 7-lb. gold lacquered tins.

Canned Fruit TARTAN Brand

Full Assortment

RASPBERRIES, STRAWBERRIES, PEACHES, PEARS, PLUMS, Etc, Etc.
You will make money by anticipating your future wants in above lines. Our TEA SALE a great success. Lots of bargains left. Write for samples if you are open, or Phone 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

TRADE MARK

M

SONS

ESTABLISHED 1834.

Our instructions to the British Columbia Packers' Association, when we decided to offer to the trade ***Quaker Salmon***, were : "Pack absolutely the best salmon obtainable. Use every precaution to ensure retention of original quality. Make the package the most attractive on the market."

When ***Quaker Salmon*** was shipped, they wrote us : "As instructed, we gave our best attention to selection and packing of this brand, and the shipments represent highest grade of Sockeye Salmon packed on the Frazer and Skeena rivers. We feel sure that you will feel pleased with the quality and general condition of these goods.".

We are pleased. ***You*** will be, when your order is filled.

QUAKER SALMON, flats, - - $2.05
QUAKER SALMON, talls, - - 1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

We make our matches from the best selected materials.

Our workmen are experienced and life-long match makers.

Our machinery and equipment are the most modern and best.

Therefore

Our Matches

are bound to be

The Best

Besides all the above facts we save you money on freight.

The Improved Match Co.,

Limited

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

Special in Canned Fruits

Blueberries—2s and Gallons.
Pineapples—Slices, Whole, Cubes, Chunks,
Plums—Green Gage, Blue, Lombard.

See our Travellers for Prices.

Warren Bros. & Co., Limited, - Toronto

THE BEST SELLING BRAND

of Canned Fruits and Vegetables on the market is undoubtedly the

Riverdale Brand

There are the soundest reasons to account for it. The material used is only the highest grade of fruit and vegetables from Canada's garden district. The factory is a marvel of scientific sanitation and up-to-the-minute mechanical perfection. And the employees are highly skilled people, of great personal cleanliness.

Is it any wonder that Riverdale Brand is the best?

The Lakeside Canning Co., Ltd.
Wellington, - Ontario.

YOUR SYRUP TRADE

To develop it;
To make the most of it;
To make it pay.
To make it a profitable part of your business —handle

"GOLDENETTE" Table Syrup

It sells all the year round and gives universal satisfaction and its exquisite flavor remains in the mind and heart of its users.

Freight paid on 5 case lots up to 40c. per cwt.

IMPERIAL SYRUP CO.
MONTREAL

Celery Relish
Red Cabbage
Red Beets
} 16 oz. Round or 12 oz. Flat Bottles

Worcestershire Sauce
Tomato Catsup
Molasses in Tins

Write To-day For Prices.

These goods are made by ENGLISH Firm located in Toronto. Get busy and try them, they sell like hot cakes.

JOHN CASSON CO.,
57 Front Street East, Toronto

RELIABILITY

is an important point for you to consider. We are reliable. You may guarantee to your customers that the

PALACE CAR BRAND

Canned Fruits and Vegetables are of the highest quality even though they are moderate in price. Perfect Fruits and Vegetables, perfectly packed, is our business motto.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

Sugar Bush Maple Syrup

We are offering a special bargain in

Sugar Bush Maple Syrup

See our travellers, write or wire at our expense.

JAMES TURNER & CO.
LIMITED

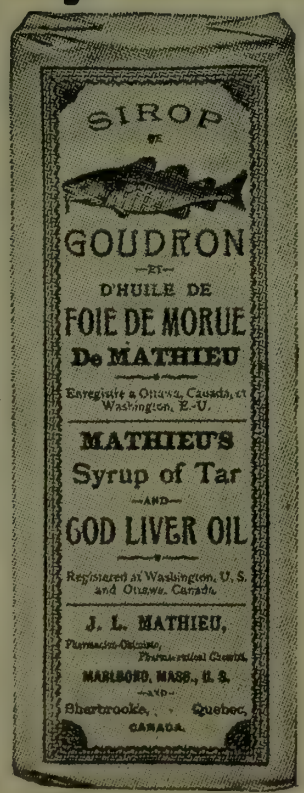
Hamilton, Ont.

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?



WHY YOU SHOULD SELL

Mathieu's Syrup

of Tar and Cod Liver Oil

Reason No. 5

It is well advertised throughout Canada. Its curative qualities have been proven in many cases. It has become a household remedy so that wherever people do congregate Mathieu's Syrup is in frequent demand. You cannot do better than send us your order to-day.

Mathieu's Nervine Powders is another household remedy.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

Christmas Advertisement Contest

The Prize Won by R. J. Donaghy, With T. A. Rowat & Co., London—The Why and Wherefore of the Award, With Reproductions of the Three Best Entries—Something About Some of the Other Advertisements.

The Grocer's Christmas advertisement contest was a new departure. Such a thing had never been tried before. It was rather doubtful as to how the matter would be received by the grocers of Canada. But the result has been very gratifyiag.

For some years this paper has carried on a regular page devoted to advertising, urging grocers to advertise in their local papers, showing them how to write their ads.; what form to put them in, and what kind of matter was most effective. This has been done because we are firmly convinced, and examples seem to bear out our conviction, that advertising that is real good advertising, intelligently planned and put together, is one of the surest avenues to success in the grocery business.

We were anxious to find out what effect this campaign was having, whether it was helping our subscribers, whether they appreciated it, and so arranged this competition. Considering that it was a new departure and that it was inaugurated, seemingly necessarily, at the busiest time of the year, the response was very encouraging and shows that the members of the trade are waking up to a realization of the importance of this department of their business.

To pick out the best ad. from a large number of advertisements of different size, form, typographical arrangement and style of wording was no easy task. Advertising is a matter which one can scarcely judge in the definite way a crowd of stockmen will sum up the points of a heifer at a country fair. While there are a number of rules and principles which govern the writing and arranging of good advertising, the matter of its excellence must depend, to a greater or less extent, on individual opinion. With this in view, the advertisements submitted were turned over for decision to R. W. Ralph, advertising specialist with the MacLean Publishing Company, whose writing ads., studying ads., and talking advertising eight hours every day. After careful consideration, the prize was awarded, as was announced in The Grocer two weeks ago, to an advertisement submitted by Rowat & Co., 234 Dundas Street, London, which appeared in the London Advertiser's issue of December 20, 1907. This ad. was written by R. J. Donaghy, the firm's advertising manager, and is reproduced herewith.

While the original ad. was somewhat larger than the reproduction shown here being 12 x 4½ inches, to be exact, this gives a very good idea of it. In several points this ad. follows the ideas which have been extended in our advertising department regularly. It is an ad. which would attract people, would make them come into the store and examine the things talked about. First, the brief introduction emphasizes four points, namely, large Christmas stock, reliable goods, clean stores and assurance of attention to customers. And these are well brought out. Look next at the "talk" which goes along with most of the items quoted. For instance "the sweetest, juiciest oranges;" "choice, ripe bananas;" "pink tinted malaga grapes, (large and sweet); "holly with plenty of red berries;" "crisp, tender celery;" "nicely fatted and properly dressed birds." Wouldn't some of those little descriptive items bring up pictures which would make a customer's mouth water involuntarily? This is the kind of talk we believe that interests people and makes them go down in their pockets.

Look, too, at the way the ad. is balanced. Those single columns of prices were marked out to be just long enough to even up nicely and the double column lines in between take away the stretchy effect.

Mr. Donaghy has a lot to thank the printer for in this ad., for, as far as was possible with the multitude of items crowded in the space, and this is the one criticism we would offer—too much in it—the compositor has done mighty good work.

It will be noticed that only two styles—two series, to be technical—of display, or black faced type was used, a point which adds wonderfully to the general effect, and again, the fact that the prices quoted are put in a black face is also helpful. The light face border surrounding the ad. throws the matter out well, just as a frame adds to a picture. Altogether, this ad. of

CHRISTMAS GROCERIES—GET THEM AT BRADLEY'S

This Store is well supplied with Christmas Groceries. Never before have we been able to offer better value, either in quality or price, than we have this year. We want you to visit this store--see our Groceries and compare prices. Our store and delivery service are quite in keeping with our values--the best in the city. In seasons past Bradley's has proven to be the foremost Grocery in this district. This season we surpass our past successes. Come--visit this store--time spent here will prove interesting as well as profitable.

Regular Groceries Much in Demand at Xmas

Icing Sugar, 7c per lb., 3 lbs. for 20c
Shredded Cocoanut, per lb. 20c
Golden Yellow Sugar, 22 lbs. for $1.00
Molasses, excellent flavor, per quart jar. 15c
Nutmeg, per ounce 5c
Pastry Spice, 2 ounces for 5c
Bradley's Special Baking Powder, in 1 lb tins, each 15c
Pure Lard, per lb. 14c
Walter Baker's Premium Chocolate, per ¼ lb cake 13c.
per ½ lb. cake 26c
Unsweetened Chocolate, per cake 10c

Fancy Groceries at Bradley Prices

Queen Olives, per bottle 40c and 65c
Fancy Stuffed Olives, per bottle 35c and 60c
Luncheon Olives, per bottle 25c
C and B. Browning, per bottle 35c
Harvey's Sauce, per bottle 35c
Holbrook's Sauce, per bottle 25c
C. and B. Ginger Chips, per box 25c
French Cherries, per bottle 35c and 45c
Heins Sweet Pickles, in bulk, per quart 25c
Cream Cheese, per package 15c
Canned Peas, 3 tins for 25c

Christmas Fruits

The finest qualities procurable, priced as fair as large buying and selling will permit. To thoroughly appreciate these prices you should see the goods themselves. We will be pleased to show you them and you need not feel under any obligation to buy unless the values appeal to you.

Finest Select Valencia Raisins
fine large fruit, 9c per lb., 3 lbs. for 25c

Fine Cleaned Currants
Well cleaned, splendid value, 9c per lb., 3 lbs. for 25c

Vastizza Currants
Extra fine Blue Fruit, extra fine flavor, 12½c per lb., 2 lbs. for 25c

Natural Figs
Large Fig, splendid quality, per pound 7c, 4 lbs. for 25c

New Dates
Good flavor, at an extra small price, 7c per lb., 4 lbs. for 25c

Seeded Raisins—Griffin Brand
The finest quality of Seeded Raisins, put up in 1 lb. packages, each 14c

Seeded Raisins
1 lb. packages, good quality, always ready for immediate use, per package 13c, 2 for 25c

Sultana Raisins
The small Raisin, seedless, 2 lbs. for 25c

Fancy Shelled Almonds, per lb 60c
Choice Shelled Walnuts, per lb. 40c

Christmas Nuts

Mixed Nuts
All Almonds, Walnuts, Filberts, a splendid mixture, per lb. 15c
English Walnuts, per lb 15c

Brazil Nuts
Good quality, very popular, per lb. 17c
Almonds, soft shelled, per lb 17c

Fancy Biscuits

We have a good assortment of Jacob's Famous Fancy Biscuits. Very suitable for Christmas. We have two varieties in fancy boxes suitable for Christmas Gifts. See these.

Christmas Oranges, Etc.

The Oranges are certainly the finest in quality we ever had to offer at Christmas time. No disappointment in Oranges if you get them at Bradley's. Navel Oranges—no seeds—delicious flavor. Mexican Oranges—the most popular of Oranges, both in good variety as to size and price.

Navel Oranges 25c, 30c, 35c and 45c per doz.
Mexican Oranges 30c, 35c and 30c per doz.

Malaga Grapes
Extra large, full flavored fruit, per lb. 15c

Table Raisins
Choice clusters, per lb. 20c

Table Raisins
Extra fine large fruit, per lb 30c

Extra large Table Figs, 15c per lb., 2 lbs. for 25c
Fancy Table Figs, 15c per lb., 2 lbs. for 25c
Fancy Pulled Figs, in boxes of about 3 pounds each, per box 65c
Table Figs, in small wooden boxes, each 10c

Christmas Candies

Tons of it, in fact. You won't see a better assortment of fairly priced Candies anywhere. We make a specialty of Candies every Christmas. When we tell you that our order for Christmas Candies was the largest received by the D. S. Perrin & Co., Limited, of London, Ont., from any retail firm, you can readily understand that our Candy Business is of no small proportion. Every variety we have to offer is fairly priced—and the quality reliable.

NOTE THESE FEW PRICES AS EXAMPLES:

Special Mixed, per lb. 8c
Royal Mixed, 9c per lb., 3 lbs. for 25c
Canadian Creams, per lb. 10c
Chocolates, per lb. 15c
Conversation Lozenges, 15c per lb., 2 lbs. for 25c
Humbugs, per lb. 15c
Gum Drops, 9c per lb., 3 lbs for 25c
Butter Scotch Tablets, per lb. 17c
Boston Chocolates, assorted, per lb. 30c
Toasted Marshmallows, per lb. 25c

Cooked Ham, per lb 25c
Choice Celery, per head 5c
Fancy Cranberries, per qt 10c

Our Delivery Service

covers the district thoroughly. Four deliveries daily to all parts of the city, leaving the store at 9.30 and 11 a.m.; 2 and 5 p.m. Special delivery Saturday night leaves at 8.30 p.m. Christmas delivery to Port Dalhousie, Monday afternoon, December 23rd. Christmas delivery to Merritton and Thorold, Tuesday, December 24th. Christmas delivery to Niagara Falls South, Tuesday, December 24th.

3 STORES
Niagara Falls Branch:
Cor. Market Square and Huron Street.

BRADLEY & SON,
PHONE 232
ST. PAUL STREET

3 STORES
Chatham Branch:
Cor. King and Third Streets

One of the Best Ads.—Submitted by Bradley & Son, St. Catharines.

Mr. Donaghy's, both in regard to writing and the composition, appeal to us as one of the best grocery advertisements we have seen in some time.

Bradley & Son's ad., reproduced herewith, which was well up in the running, was a monster, covering fully a third of the St. Catharines papers. It was eight columns wide, running clear across the bottom of the page. The excellent points applied to the winning ad. can also be applied here, but to less degree. The chief point of criticism would be in regard to the arrangement. The single column headed "Regular Groceries Much in Demand at Christmas" on the right-hand side, throws the whole picture—and that's just what an ad. ought to be—out of balance. If it had been put in the middle, between the two under columns of quotations the balance would have been perhaps as perfect as possible with such arrangement and the whole picture would have been much more attractive. There are too many rules, too, in the centre of the ad. Those separating the price items might better have been omitted and white space left in their place. This, of course, is the compositor's fault and not the ad. writer's.

Forsyth, Jr., of Dartmouth, N. S., seems to be something of a humorist, for he lets a bit of this escape him in nearly every ad. he writes. Whoever heard, for instance, of groceries "fairly aching," even "to take part in the holiday festivities." The idea is a pretty fair one, however, and should go a long way toward helping to sell the goods mentioned below. This ad., too, which is shown here, has some of that "mouth-watering talk," as, for instance, "large, plump Valencias;" "all ready for the pudding;" "eating figs, extra large and fine;" "dates, fresh and sticky;" "Malaga grapes, plump and luscious," but the printer has put the price figures in such large type and again has omitted to make them "line" with the other matter, and this has taken away a good deal from the general effect and attractiveness of the ad. Too much space is taken up in the lengthy headlines. Something brief and suggestive with the same matter following in smaller and lighter type would have looked better and saved space. The "Special Christmas Suggestion" at the bottom of the ad., with "Our Share" as an extra attraction, was an exceedingly good idea and should have brought out many an extra dollar from the well-to-do customers. Mr. Forsyth is certainly original in his advertising and business methods.

Bradley & Son submitted two other ads. of smaller, two-column space, filled with suggestive items, one headed, "The Saturday before Christmas," the other, "Last Day Suggestions from Bradley's," both including columns of price quotations with well-worded descriptive matter.

Forsyth, Jr., also sent in another ad. which for novelty deserves a few points. It is headed, in a large condensed black face type, "If your minister will read this from the pulpit at to-morrow morning's service," and following, in a small light face, "he may call at my office on Monday and get a cheque for five dollars." It is safe to say that a good percentage of the paper's subscribers would read this far. Whether they would read through the rest of the advertisement, which is also pretty well arranged, is another question.

C. E. Choat & Co., 65 Gottinger St., Halifax, sent in a series of Christmas ads., written by their bookkeeper, Tom Farmer. These, while well arranged,

Let Us Supply Your Xmas Grocery Order For Good Things to Eat

Never before have our stores had such a complete assortment of the good things that help so much to make the festive Christmas season such a happy time for old and young.

Every particular housekeeper likes to buy her Christmas order where she can depend on getting reliable goods and where she has the best selection to choose from.

Both our stores are clean and bright and we have every facility to aid us in giving you the best service.

Telephone and mail orders receive the same careful attention as if personally given in our store.

SOUTH LONDON 'PHONE 960. DUNDAS ST. 'PHONE 1866 and 317

ORANGES

We recommend the Mexican Oranges as the sweetest, juiciest, and by far the best value. Three sizes. Per dozen .. 25c, 30c, 40c

Navels, a dozen ... 40c and 50c
Floridas, a dozen 40c
Jamaica Grape Fruit, each 10c
Florida Grape Fruit (extra large), 3 for 50c
Choice Ripe Bananas, a dozen ..... 20c and 25c
Pink-Tinted Malaga Grapes (large and sweet), a pound.. 25c

LAYER RAISINS

We make a specialty of choice Fruit. Per pound .. 25c and 30c
Whole Layers $1 25

NUTS

The best grades obtainable.

Grenoble Walnuts, Tarragona Almonds, Sicily Filberts (large), } 20c Pound
Pecans, Brazils, pound .. .. } 25c lb
Hickory Nuts, quart 12c
Mixed Nuts, pound, 15c and 20c

Decorations for the Home and Christmas Tree.

Holly with plenty of red berries, 20c pound. Holly Wreaths, 25c. Christmas Bells, 5c, 10c, 15c. Christmas Tree Candles (all colors), 2 and 3 dozens in box, 20c.

FIGS and DATES

The largest assortment to choose from.

STUFFED FIGS.

Select Figs, with shelled nuts, 1-pound boxes... ... ... 30c
Select Figs, in glass jars, per glass 35c
Choice Figs, with select centers, glass 35c
Choice Figs, in baskets, per pound basket 25c
Seven Crown, the largest layer figs packed, pound 20c
Five Crown, smaller size, two pounds for... ... ... 25c
Locum Figs, very select, 3 pound boxes 60c

STUFFED DATES.

The finest fard dates, with pit taken out and replaced with shelled nuts; 1-pound box.. 30c
Fard Dates, two pounds for 25c
Hallowe Dates, pound 15

CANDY

Every home must have candy and our display will satisfy every purse.

10c BOXES—Assorted chocolates, milk chocolate, coffee cream, chocolate drops, chocolate dragers.

25c BOXES—Assorted chocolates, chocolate creams, creams and chocolates.

At 40c, 50c and 75c, handsome packages of the finest Bon-Bons.

CHOICE CREAMS, 2 pounds for 25c, and 20c pound.

CHOICE CHOCOLATES, 20c pound.

IMPORTED TURKISH DELIGHT, 25c pound.

CRYSTALLIZED CHERRIES, Pound Boxes 50c

CRYSTALLIZED FRUITS, Pound Boxes 50c

YOUR CHRISTMAS TURKEY

If we fill your order you'll get a choice bird. Our buyer selects only nicely-fatted and properly-dressed birds.

Hens ranging from 9 to 12 pounds.
Gobblers ranging from 12 to 18 pounds. } At Market Prices

FINEST CAPE COD CRANBERRIES, a quart 15c

CRISP, TENDER CELERY. HOTHOUSE LETTUCE, RIPE TOMATOES, SPINACH, BRUSSELS SPROUTS, ARTICHOKES.

Largest Assortment of CHRISTMAS CRACKERS and SANTA CLAUS STOCKINGS in the city.

CHRISTMAS CRACKERS.

Every year our sales for these funmakers grows bigger. Young and old alike enjoy pulling them to find out what they contain. Some have funny hats, caps, bonnets, aprons, others musical instruments, Japanese curios and toys, jewelry, besides amusing conundrums and answers. Each box has one dozen Crackers. Prices, from 15c up to $1 a box. See our west window.

SANTA CLAUS STOCKINGS.

Filled with toys, suitable for boys and girls. The best thing you could get for a boy or girl. Last year we sold more than ever before, and have a larger assortment for this Christmas. Prices 10c, 15c, 25c, 50c, 75c, $1 00, $2 00.

T. A. ROWAT & CO.

234 Dundas St. and Cor. Wortley Road and Craig St.

THE PRIZE WINNER

Written by R. J. Donaghy, with Mowat & Co., London —An Excellent Example of Good Grocery Advertising Both From the Ad.-Writer's and Printer's Point of View.

Our large stock of Christmas Groceries is fairly aching to take part in the Holiday Festivities,

and if quality, price, and prompt service cut any figure, large quantities of them will change ownership before New Year's day.

Large Plump Valentia Raisins, 3 lbs. 25c
Seeded Raisins, all ready for the pudding, 1 lb. pgs. 2 for 25c
Sultana Raisins 1 lb pkgs 15c
Table Raisins per lb 20c
Mixed Nuts per lb 17c
Eating Figs, extra large and fine, 1 lb 15c
Figs in lb baskets 18c
Figs Cooking, 3 lbs 25c
Currants, clean, 1 lb pkgs 10c
Dates, new, 1 lb pkg 10c
Dates, bulk, fresh and sticky, 3 lbs 25c
Citron and Lemon Peel, Lipton's Best, per lb 25c

Confectionery

Clear Toys per lb 15c
Stocking Mixture, 3 lbs 25c

and a large assortment of Box Confections from 10c. a box upwards.

GRAPES

Malaga Grapes, luscious and plump, a lb 15c

Syrup, Pickles, Sauces, and all Xmas requirements at equally low prices.

Special Xmas Suggestion

Almost everybody has one or more friends whose heart would be gladdened by a little "bunch" of grapes at this time, and we suggest that you leave the names of one or one dozen of such persons with us and a dollar or two for each and we will send the goods to them with your compliments.

OUR SHARE

to each one dollar order we will add free 1 pkg Raisins. To each two dollar order 1 pkg. each Raisins and one of Currants.

Forsyth Jr

The Man Who Makes Good His Ads.

AN ORIGINAL AD. From Dartmouth, N.S.

show the usual tendency to crowd the space used. One especially attractive ad. is in the form of an "At Home" invitation, inviting the people to the store "any evening during December." The idea, evidently, was to get the public into the store and then to convince them of the excellence of the goods.

E. A. Reed, clerk, with W. Dowling & Co., Brandon, Man., who, by the way, won one of the prizes in the window dressing contest, sent in a well-arranged two-column ad, in a border, with an interior rule border, inclosing three brief paragraphs of convincing talk and a list of quoted prices. The matter stands out remarkably well as a result of the border arrangement, but the wording of the heading, "Santa's Headquarters for Christmas Candies," is rather weak.

Up in the right hand corner at the very top of the front page of the Carleton Place Herald, the week before Christmas, appeared a good-sized ad. ostensibly "A Message of Cheer from Santa Claus," with an attractive list of prices of candies, fruits and specials following. The idea was fairly good, but the ad. was weak from the fact that the advertiser's name was hidden away in a single light-faced line at the bottom of the matter. One had to look hard for a moment before he saw who was paying for the space. The ad. was written by R. R. Powell, T. Stevens' clerk.

A series of very attractive ads., half of them in French, which must have brought in a good deal of business, was sent in by Elzear Turcotte, of Quebec, These were brief, but to the point, and were all different enough in arrangement to satisfy anyone. They stated general policy and business points well, but perhaps lacked in not describing goods a little more fully where prices are quoted.

J. R. Van Norman, 211 Rupert St., Winnipeg, sent in a bright little ad., incorporating a novel idea. It was headed, "A Dollar Well Spent," and underneath is a list of goods ranging from 25 to 5 cents, which, in all, amount to $1. Below this is another head, "Another Dollar Well Spent," with a similar list of different lines of goods. The name and 'phone number in a bold-faced type below would be seen by every eye which passes over the page.

And here's a lady. Miss Maude Alexander, with Prentice & Sproule, Collingwood, sent in a two-column Christmas ad., including a cut of the firm's clean-looking store. This entry suffers from bad composition, more than anything else, the general effect and attractiveness being spoiled by the fact that almost every line is in capital letters. The argument used was good.

A large three-column advertisement from the Picton Times, speaks very comprehensively of Gilbert's confectionery store in that town. The ad., which includes a cut of the very attractive store interior, is divided off in panels, each of which describes one department of the business. The matter is attractively written and no doubt would be very interesting to the Picton people if given one or two insertions. As a matter of fact, however, there is too much matter in the ad. to bring the best results.

The above are mentioned as some of the best ads. among those that were sent us. We should have been glad to mention all of them did space permit. Speaking generally, the contest showed that grocers are beginning to understand the principles of good advertising and are finding out how to get best results. A general criticism is that there seems to be an unavoidable desire to get too much matter into the space useh, thus detracting from the attractive effect, which is the main point sought after. The editor thanks those who were interested enough to send in ads. for competition, and hopes that the number will be greater when a similar contest is arranged again.

The articles on advertising will be continued regularly during the year and in connection with these we should be glad to receive grocery ads. for comment and criticism. This department has been arranged with a view to keeping the retailer with his advertising and such comments by the specialist in charge should be of considerable benefit to those who take part.

THE SITUATION IN THE WEST

Freight Cars Are Exceedingly Plentiful for Various Reasons — Merchants Awaiting Finding of Commission Regarding Freight Tariffs—Amendments to Grain Exchange Charter.

By our Special Winnipeg Correspondent.

With all the employes of the C. P. R. car shops laid off for another week and considerable curtailment of employes in other large industries, more or less directly connected with railway transport —the fact is forced home that conditions in the West have materially changed since this time last year, when freight cars were hardly to be obtained for love or money. In January, 1907, if any railway in the Canadian West got hold of a few foreign cars they hung on to them for dear life, and only sent them home when absolutely obliged to do so. In January, 1908, foreign cars are being rushed home to their respective roads as if a pestilence possessed them. The Canadian Northern Railway is supposed to have 2,000 empties standing idle at the present time, and it is quite probable the Canadian Pacific has double that number of empties; 1,500 are credited to Fort William alone, and every gravel pit siding between the lakes and Winnipeg has its contingent, and Winnipeg yards also have a number. There are several factors in bringing about this condition of affairs, chief among them being the short crop in the West, even the large amount of wheat being shipped all rail to St. John, not sufficing to make up the difference between this year and last in this one line alone. Another factor is the exceptionally large amount of coal hauled during the summer months in anticipation of a possible repetition of last year's shortage of fuel. Again the financial stringency has curtailed the movement of merchandise to a very considerable degree, merchants cutting things as fine as possible, and, lastly, there is the tendency to hold back freight as long as possible in the hope of a more satisfactory freight tariff after the commission has taken evidence in Ottawa next week. The Winnipeg Board of Trade is sending a very strong delegation, and it is understood an energetic fight will be put up against the proposed tariff, more especially those sections which have heretofore been known as commodity goods to the Kootenay and other Western points. Railway men state that there is not much likelihood of improvement in the movement of cars before next spring, but that when spring opens they anticipate a very busy season. In the meantime the laying off of large bodies of men even for a week has its appreciable effect in retail trade, which is rather quieter even than usual this January.

Wholesale houses continue to report conditions fairly satisfactory. In the matter of collections, some of this is no doubt due to the more emphatic effort that has been made to get money in.

The wheat situation has shown little change, beyond a slackening of demand for cash wheat of the higher grades, due, no doubt, to unexpectedly large shipments from Australia to Great Britain and the larger movement of the Argentine crop which is now coming forward very freely. Receipts of cars at Winnipeg have been well sustained, but in spite of fine weather receipts at country elevators have decreased during the week.

The most important matter in grain circles during the week has been the hearing before the Agricultural Committee of the arguments pro and con on the proposed amendments to the charter of the Winnipeg Grain and Produce Exchange. The case is rested now, and it is not known whether or not the bill will be returned to the House for final reading in its present form. If it should pass, it will go on record as absolutely the most vicious piece of legislation in its interference with private rights and private property that has been placed on any statute book in Canada in the last twenty years.

H.

TRADE NOTES.

F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Company, Montreal, has been re-elected a director of the Royal Bank.

Chausse & Cie., Montreal, are sending out to the trade some very neat and useful calendars. On each is an up-to-date map of the Dominion, while the population of the chief cities, towns and villages is given on the back. As they have still some left they will be likely to forward one to bona fide grocers who show they are such by mentioning The Canadian Grocer when asking for one.

THE WEST'S DAIRY PROBLEM

Discussion of the Situation by the Grocer's Special Winnipeg Correspondent—The Dairy Product Must Be Increased—$242,000 of This Trade From the East Last Year.

The month of February and the first weeks of March are, by custom regarded as the period of the year when men interested in dairying, poultry-raising, and the breeding of pure bred cattle and horses, congregate and talk over the best ways and means of promoting the various industries in which they are interested. It is a fact worthy of note that although the year 1907, and more particularly the last three months of it, was noted for the foolish and wasteful rushing on the market of cattle and hogs wholly unfit for the market, and the consequent slumping of the price to a ruinously low figure; on the other hand breeders of pure bred stock of all kinds report an exceptionally good year, with ready sales and good prices, and all available for sale well cleaned up. Further, the bulk of sales show that the western men have been the principal buyers, and that in many cases the animals purchased have been foundation stock for new herds. These sales apply, however, almost entirely to beef cattle and hogs, there being very little movement in the direction of new dairy herds. The Agricultural College of Manitoba seems to be the only agency that is making any direct effort to increase the interest in dairying in this province. This institution during February has arranged for a dairy convention, nominally under the auspices of the old Manitoba Dairy Association, but really under the direction of the dairy school of the province. It is questionable however, whether these efforts will meet with much success, as they seem to be proceeding along the old line of special dairy herds, and experience goes to show that it does not pay the farmer, who is going in for diversified agriculture, to keep cows that are good for milk only. What is really needed is the cow that will produce a profitable quantity of milk and will also produce a calf of beef type. The Canadian west, more especially Manitoba and Saskatchewan, has declared emphatically in favor of Shorthorns as a beef breed, and it is pure bred Shorthorns that have found sale for the foundations of new herds in the west in the past few months. There are in Great Britain some very noted herds of milking Shorthorns, and as has already been suggested in these columns, it would be an excellent work for the Live Stock Commissioners' department to devote time and money to finding out all that is to be learned about these herds and working the information into pamphlet form and seeing that it is thoroughly distributed throughout the country, not only in that way, but in the columns of the press. This is a work in which the Dominion and Provincial Governments should work together, and the Manitoba dairy school, with the agricultural farm for demonstration purposes, are surely in a position to put any knowledge acquired regarding milking Shorthorns into immediare practice, and in this way give object lessons that would be worth their weight in gold to the farmers' sons and daughters attending the college, and would in this way be readily disseminated throughout the country.

The importance of increasing the dairy output of the west can hardly be overestimated at the present time. The year 1907 is notorious for the fact that instead of supplying her own needs for butter, she brought in from the east at least one million pounds of butter, and paid an average of 23c per pound for the butter, and $12,000 for freight, or $242,000 sent east, that ought to have been spent at home. It means that even the farming population did not always make enough for themselves. It is not only that the west has lost the actual money paid out for this butter, but it has lost what is even worse, the valuable by-products that should have been available from this amount of butter, for use on the farm, for the fattening of hogs and the rearing of thrifty calves. The country merchant occasionally declares that he is glad the farmers of his district do not make butter, as he does not want to be bothered handling dairy butter. That may be quite true, but the fact that butter must be brought in from outside to supply the local demand is bad for his business in every way. The mentioning of a departmental store is worse than a red rag to a bull, in the ears of the average country merchant. And they are hardly to blame for that, as they have often to feel the injustice of seeing cash sent to these companies, while their account of long standing goes unapid. Is it not possible to fight some of these monopolies with some of their own weapons? In very many places country merchants have fought, instead of fostering, local creameries, by giving higher prices for butter than was paid for butter fat at the creamery, and in not a few instances the creameries have gone to the wall through this very opposition. It would pay the merchants of any town with a district suitable for dairying to combine and own a creamery, or if they did not do that, to hold stock in and foster in every was possible any creamery that may be started. To interest themselves actively in finding good markets for its products, to see that it is well advertised among the wholesale houses where they deal, and in a score of ways foster its success. In this way the farmers of the district would have cash all the year round for current expenses, and it would then be an easy matter for the merchants to put their businesses on a strictly cash basis, and in that way they would soon lessen the orders to the departmental stores. Of course, these companies, buying in such enormous quantities and also manufacturing themselves, are at times able to give very low prices, but when the quality of the goods is considered and the convenience of being able to get just what he wants just when he wants it would very soon outweigh any trifling difference in price. If the country merchants, being able to buy for cash and take advantage of the market and of all discounts, would speedily be able to give much lower prices to their customers and at the same time make reasonable profits, while the more frequent turning over of their stocks would enable them to keep goods that sare strictly fresh and up-to-date.

Just now when dairy conventions and live stock gatherings are going on is the time for the country merchants to try, at least, to get in touch with the farmers along this line and see what can be done to remedy a condition of affairs that is bad, very bad, for all classes of the community.

LARGE INCREASE IN EXPORTS.

Shipments From St. John to United States Growing Materially.

A statement of the exports to the United States from the port of St. John for the year ending Dec. 31, 07, shows an increase over 1906 of nearly a half million dollars. The total for 1907 was $2,967,924.70, as against $2,527,465,41, showing a gain for 1907 of $440,459.29.

THE INDIAN TEA INDUSTRY.

Crop and Prices of Seasons 1906-7, 1905-6 Compared.

The following paragraphs from a recent issue of the Home and Colonial Mail, of London, should be of interest to the trade generally:

"Some indications of the fortunes of the Indian tea planting industry as a whole during the past season may be gathered from the batch of interim reports, says the Financial Times. The four companies concerned are under practically identical management, but the group is a very important one, representing altogether a paid-up capital of nearly £4,000,000, exclusive of loans and debentures, and may, therefore, be taken as fairly representative. In the following table we show the principal comparative figures:

Company—	1906-7 Crop	1906-7 Price per lb.	1905-6. Crop.	1905-6. Price per lb.
Amalgamated Tea Estates	3,852	9.10	3,682	9.63
Consolidated Tea and Lands	15,510	7.62	16,105	6.63
Anglo-American Direct Tea Trading	5,150	7.61	5,192	6.44
Kanan Devan Hills Produce	7,007	7.75	6,279	7.02

000's omitted.

The selling and distributing of teas for the companies mentioned in the table for Canada and the United States is in the hands of the Anglo-American Direct Tea Trading Co., whose head office is in Toronto.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street Telephone Main 1255

TORONTO - - - 10 Front Street East Telephone Main 2701

WINNIPEG - - 511 Union Bank Bldg Telephone 3726 F. R. Munro

VANCOUVER - - - Geo. S. B. Perry

ST. JOHN, N.B. - - - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - - 1001 Teutonic Bldg J. Roland Kay

NEW YORK - - - 544 West 145th St. R. B. Huestis

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wolf Orell Fussli & Co

Subscription, Canada and United States, $2.00 Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

THE POTATO OUTLOOK.

Should present conditions prevail for a much greater length of time it is quite probable that potatoes will be very high by March. Reports from New Brunswick are of a bullish nature. Many are holding potatoes for $1.50 a barrel ($1.30 is obtainable now), while others are waiting for better prices, though their ambition is not so great. The United States is now importing a considerable quantity of Green Mountains, despite the duty, which is rather stiff, and this, together with the limited stocks held in the east, as evidenced by an advance of 20c to 25c a barrel, would indicate strong future markets, with every likelihood of advanced prices, One Montreal dealer has estimated the price for March at $1.25 to $1.35 per 90-lb. bag. Cold weather has interfered more or less in the shipping of potatoes. At present $1 a bag is asked in Montreal.

SECURE WORTHY REPRESENTATION.

The fact that seven Montreal grocers, wholesalers and retailers were elected as aldermen and by acclamation, too, at the recent municipal elections, is a worthy example to members of the trade in all parts of Canada. This is one of the matters The Grocer has advocated for some years, and we feel that we can justly claim some credit for the happy result.

Montreal grocers take an active interest in municipal politics. As a result, they are always well represented in the municipal government and are thus able to secure privileges, justly theirs, which would not come to them otherwise.

This fact ought to be more widely appreciated than it is. There are probably more grocers in any city in Canada than men representing any other class of business. If the grocers in any city or large town, such as Toronto, London, Winnipeg, Vancouver or Halifax, would agree, through organization, to support a number of candidates for municipal office, they could undoubtedly elect them and secure worthy representation, something for which the need is frequently felt. The grocers, as a whole, do not seem to be alive to their opportunities.

A WISE WARNING.

A despatch from Ottawa states that tht Fruit Division of the Department of Agriculture has issued a circular warning fruit inspectors to be on the lookout for false marks on re-packed apple packages. This action on the part of the Government is a wise precautionary measure in accordance with the letter and the meaning of the Fruit Marks Act. The order was sent out in anticipation of a condition which might materialize as a result of the state of the apple market last fall. It will be recalled that apples were high, and many, thinking that there would be a better price obtainable later on began to store all the fruit they could secure. Whole orchards were bought up, good, bad and indifferent fruit being purchased and stored. It was thought by the Government that much of this might be sold as first-class fruit being anything but such, and the note of warning sent out will put inspectors on their guard against unscrupulous dealers who might falsely brand their apples. It is quite permissible to sell inferior fruit, but it must be sold on its merits, and not under false marks.

SMOOTH OUT THE COMPLAINTS.

One of the surest ways of keeping business, and that, after all, is the way to make money, is to smooth out the complaints. Someone says, there shouldn't be any complaints. These will arise, however, in spite of everything, no matter how well regulated the store or how complete the system. The proprietor and the clerk should aim to have every customer go away perfectly satisfied, both with the goods and the treatment accorded her.

If Mrs. Brown complains that there were two bad eggs in the dozen you sent her, or that the butter was a little off in flavor, it will pay you to take a good deal of trouble to satisfy her, either by showing her that her claims cannot be substantiated or by offering to make good the loss. If she is honest you will only be doing the right thing, and, in the other case, in nine cases out of ten you will shame her out of her dishonesty. If she persists in complaining you will soon find it out, and such a customer is not worth having.

Do the right thing and stick to it is as good a rule to follow in selling groceries as in any other business.

CARE OF GLASS CASES.

Most up-to-date grocery stores have installed at least one glass show case or silent salesman during the past few years, which have been made to pay for the investment from the time they were installed. In the handling of metal goods the cases soon became scratched, however, unless care is taken.

A subscriber recently asked how to remove scratches from the show cases in his store, and, as this question should interest every retail merchant, the following is suggested as a practical method of removing scratches:

"Dissolve one ounce of white wax in a pint of pure turpentine. To dissolve the wax place the vessel containing the turpentine over a burner and warm, and apply with a soft cloth. This will in every case greatly improve the surface."

For cleaning glass, a good method is as follows. Mix one ounce of whiting, one ounce of alcohol and one ounce of water of ammonia in a pint of water. Apply with a soft cloth, allow to dry and then wipe off.

Numbers of glass cases are ruined yearly from lack of proper attention. Small cracks appear, caused by heat or contact with hard, heavy bodies, and if these cracks are not at once attended to they soon spread. An excellent method to prevent a crack from spreading is to draw a short scratch at right angles with a diamond or a glass cutter, this will prevent a crack from spreading in every case.

Cases should be set perfectly level on the floor, especially the new all glass variety, which, if this is not done, are certain to warp. The legs of the case should be propped to the required height from the floor to ensure their sitting true. If these methods on the care of show cases are followed out they will likely repay owners for the care taken by retaining a better appearance for a considerable time.

Grocery News from Coast to Coast

Sent in by Correspondents in Towns and Cities in All Parts of Canada—Some New Ideas and Hints on Business—Items From the Canadian Markets.

CALGARY

There is no particularly startling grocery news in Calgary this week, but the merchants all agree that trade is improving, and the slight dullness which invariably follows Christmas has disappeared.

* * *

Tenders for the buildings which will be erected in Victoria Park for the big Dominion Exhibition, to be held here this year, have been opened. Nine tenders were before the committee, and that of the Western Planing Company was accepted.

* * *

The Independent Meat and Packing Company, Limited, has turned the first sod, and their immense abattoir and packing plant will soon be added to the list of wholesale businesses of Calgary. Otto Hough, who is well known in the packing business, in which he has had thirty years' experience, is the managing director and will be in charge.

* * *

Eggs and butter are still scarce and prices in these commodities run high, in spite of the warm weather. Calgary is enjoying, and has continued through the past few months to enjoy, the most beautiful sunny days and warm nights. There is not a sign of snow or ice to be seen in the district, and occasional dust is the only trouble. The managers of the curling bonspiel, which commences this week, are doing everything possible to get good ice on the rinks, but a slight change of temperature is required to make their attempts a success.

EDMONTON, ALTA.

In spite of the quiet season which usually follows the Christmas rush of business, grocers in Edmonton report a fairly good trade. This has been aided by the fine weather which prevails throughout the west. Everyone is looking forward optimistically to a good year in Edmonton. The money stringency is still felt, but business men in Edmonton seem to think that it will have no permanent effect on the growth and development of this city.

* * *

The price of all groceries continues to be fairly high. It is hoped that the price on many lines may be reduced on account of the reduction in the freight tariff. Butter and eggs are rather scarce and are consequently high in price.

* * *

Grocers in Edmonton are endeavoring as much as possible to reduce their business to a cash basis, as they find it the most satisfactory in the long run both to their customers and to themselves. Collections are rather difficult just now.

* * *

John O. Lewis, who conducted a confectioner's store here for several months, made an assignment last week and his stock will be disposed of at public auction.

* * *

Thanks to the careful supervision of the city authorities, Edmonton is now supplied with milk of very good quality. The tests each month show a good amount of butter fat in the milk.

* * *

A movement is now on foot to establish a Twin Cities Club in Edmonton and Strathcona, the purpose of which will be to work for the advancement of both cities. It will be composed of business and professional men of both cities and should be a great advantage to both.

Speaking of the proposal to form such a club, Secretary Harrison of the Edmonton Board of Trade, said:

"There is every indication that within the next eighteen months the joint population of Edmonton and Strathcona, which is now 22,500, will increase to 30,000. I would strongly advocate that the leading citizens of the two cities get together and form a Twin Cities Club. The time is ripe for such an action to be taken. Our general interests are identical; both cities contain men who have large interests in each. To-day the Twin Cities of Central Alberta contain a larger civic population than any other city west of Winnipeg and east of Vancouver."

"The outlook for an active and progressive year in the building line is good. The provincial university and C.P.R. shops in Strathcona, the capital buildings, courthouse and C.N.R. shops in Edmonton, the advent of the Grand Trunk Pacific and Canadian Pacific, the building of the C.P.R. high level bridge etc. By August, 1908, harvest time will have again arrived. British capital is flowing west and the future contains such promise that even the greatest pessimist will have to sit up and take notice."

"The passage of the new homestead and pre-emption act will stimulate immigration to an extent unprecedented in the history of the west. The large number of letters received daily at the board of trade and the predictions of the United States immigration agents indicate this. The Peace River country, of which Edmonton and Strathcona are the gateway, is like a strong magnet, drawing continuously and irresistibly the pioneer settler."

"If there ever was a period of history of these two progressive cities that their advance will be rapid and substantial, it will be during the next eighteen months. Those who are disappointed and handicapped elsewhere are looking for locations in this vicinity. The trade is already advancing. Some have stated that Edmonton and Strathcona have passed through a period of prosperity, but the future holds forth greater opportunities than ever to those who are wise enough to grasp the present and forge ahead with all confidence in the ultimate destiny of these twin cities of Canada.

PAPER A NECESSITY.

Parkhill, Jan. 22.

MacLean Publishing Co.:

Dear Sirs,—Yours of the 10th inst. received and would say that the postmaster has made a mistake in notifying you to discontinue sending me The Grocer.

I regard your paper as a necessity to every grocer, and trust I shall continue to receive your paper as usual.

Yours truly,

J. H. LAUGHTON.

GUELPH.

The Armour Company, of Toronto, have had recently a lady demonstrator at G. B. Ryan & Co.'s dry goods store demonstrating their extract beef, beans, etc. It has helped the sale of these goods during the week in the grocery stores, but as a rule the orders taken by outside agents that way do not turn out satisfactory. We have too much of this sort of thing among new brands of cereals. A man comes to town and goes from house to house and gets the people's names and where they deal and then makes out an order for a package of his cereal and goes to the grocer and says: "I have here a number of orders from your customers for a certain number of packages and if you don't want them I will turn them in to So and So., generally your opposition and you don't seem to remember the other fellow who did the same thing a few weeks ago and you buy five cases, and when you come to fill those orders seven out of ten will refuse to take the package. There are too many kinds of schemes to induce a grocer to load up his stock and too many kinds of cereals on the market to carry them all. A grocer has not room in his store for all and he must be careful in his judgment.

* * *

Most of the factories have all gotten started here after the holidays and the hard times scare is over.

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

There are quite a few complaints of apples not keeping around here this year. Those people who have been depending on spies keeping in some instances are quite disappointed. There are also complaints of a well-known brand of canned goods not being up to the standard. In some instances tins of peas taken out of the same cases are altogether different. One can will be fine and sweet and a uniform size while another out of the same case will be large peas, sour and not fit to eat.

* * *

The first smelts of the season were offered last week and sold well retail at 2 lb. for 25c. There is quite a demand for good ciscoes but most of those coming are far too rough.

* * *

Orange and oyster benefits are all the rage just now for Saturday specials.

* * *

We have often heard of Dan McLeod, port manager of the Dominion Fish Co. at Southampton but last week he visited Guelph on business and what he doesn't know about lake fish isn't worth knowing. It would pay other wholesale men to get out among the trade occasionally and get acquainted. There are lots of grocers doing business with wholesale houses through their travelers who have never seen the wholesale house or its proprietors and a personal acquaintance that may sometimes help the traveler to get better orders.

* * *

A large number of people here, and I suppose elsewhere also, ought to be ashamed to ask a grocery driver to take his groceries to the back door at this time of the year. I have had some experience the past week in snow and after the heavy fall of snow last Sunday most people just shovelled a neat path to and from their front door. But from the street to their back door is a pile of snow from two to five feet deep and they expect a driver to put a bag of potatoes or a hundred of flour on his back and wade around to the back door through snow to his waist in some cases. I heard a baker get off a good one on one of those people this week. He went to the front door. The lady referred him to the back door and after wading through the deep snow to the back door, he said: "Well, Madam, I am sorry your husband is so sick." "My husband is not sick at all," she replied. "Oh, I though he was as he had such a nice neat path up to the front door shovelled and none to the back door and I wondered if he was not sick how that was. I have a wife and family to support, Madam, and wading through the wet snow all day I am liable to get cold and sick as well as anyone else." Needless to say, next day the path to the back door was shovelled. Did you ever think of that when you are shovelling your snow or are you like a man in Guelph who says shovelling snow gives him chills? If he would use the shovel long enough the chills will disappear.

* * *

The new city directory for Guelph is being delayed at present because the man in charge is trying to get the new city council to change the names of some of the streets. The idea is all right as we have several streets named the same, but why was this not done when the new mail delivery was started and before the houses were numbered. We hear a great many complaints about long-delayed letters and letters being lost not so much from the local office as from Toronto and larger centres. One lady got a letter this week posted in Toronto on Dec. 3rd and another got one posted on Nov. 27th and still another holds a receipt for a letter posted in December that has not arrived yet. This is not the fault of our streets being named alike or the house numbering either, although both are blamed. The cause is in the inside mail departments and ought to be investigated.

* * *

Who can give us some facts about running a meat table or counter in a grocery successfully; that is, not beef, but fresh pork and sausage, hams, bacon, bologna, etc. I know of lots running them but have not yet seen where there is much money in it and it is a branch of the business there ought to be money in. Don't all speak at once. But tell us how to cut up a cooked ham in small lots, cut thin, etc., at the small margin allowed and get out on it.

ONE OF THE WAYS IT HELPS.

The following item from the Guelph correspondent's budget of news this week shows a very good example of one way in which this paper benefits its readers:

"It did not take long after the arrival of The Grocer last Friday for some of the grocers to start selling oranges by the peck. Such a thing was not thought of till after reading the Toronto correspondent's account of the merchant there doing so."

KINGSTON.

The man behind the counter has a lot to think about these days, for every time the door opens that unexpected sight draft come in, causing a financial chill which is sometimes hard to check, for people won't pay. It is always Pa is out of work or we had to pay back taxes or we had to pay somebody who made us. They never tell you about having a $1 seat at the theatre or going six times a week to the five cent show.

* * *

The supposed to be solid Sovereign Bank is in a liquid state. Two of our grocers, I am sorry to say, are shareholders. I am sorry because grocers work mighty hard for the little balance they have in the bank.

* * *

As I am writing, a big snowstorm is raging and already a foot of snow covers Mother Earth. The lake is frozen over and now the islanders can cross in safety. After being prisoners for about two weeks now we will get good yellow butter and big brown eggs for the islanders make and keep the best and they get the best prices.

* * *

Amherst Island is practically owned by Lord Somebody in Ireland, It would be a good place to try Home Rule. His agent, Mr. Moutrey, is a fine man and popular with the tenants. Two grocers do a thriving trade. Mr. Neilson and Mr. Instant are the men behind the counter. They ship most of their produce to the city.

* * *

Wolfe Island five hundred years ago was a wild place, but it is quiet now. Your scalp is quite safe unless you play hockey there, then look out. The grocers on this island are Messrs. Cummings and Baker. Then we have Garden Island, owned by the Calvin Co., large boat owners and builders. They have their own stores.

* * *

Mr. Leach, manager for Jas. Hendry, broker, met with a serious accident last week, falling down the elevator shaft and lighting on his head. Hopes are entertained for his recovery as he is a valuable and well liked employe.

* * *

Marshall Reid, who bought out Mr. Hodson, is making much needed improvements. He is putting a door on the corner and placing a plate glass window on each side.

* * *

Mr. Neill, traveling for the National Drug Co., is pushing trade for St. George's Baking Powder. They have a limerick so you may as well buy a little for the people have the craze. These limericks, which favor one, and discourage a thousand poets and deep thinkers, will keep on until like trading stamps, they are stopped by legislation.

* * *

Saturday's market was a large one and so were the prices paid for fowl, flesh and vegetables. Apples are very poor sample this year and are only fit for feed.

* * *

Canners are offering canned goods at reduced prices. I guess a slump is coming. Eh, what?

* * *

Say, if the canners don't stop using cheap tin, the canned goods business will swell up and burst. Nearly every can we open the tin inside is streaked and mottled and dark, giving one the impression that the fruit or vegetable has a lot of foreign matter from the tin that may necessitate your calling up the doctor and ambulance in a hurry.

Some factories are aware of the

ESTABLISHED 1841

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

The picture below shows our storage warehouse at Hutchinson, Kas., where we store the corn for

"PANSY" BROOMS

THE MAKING OF "PANSY" BROOMS.

Each fall our foreman spends several weeks during harvest time in the broom corn fields selecting corn for "PANSY" BROOMS

Only those who are on the spot during the actual harvest ever get any of the real choice lots, they are all picked up before the commission man gets a show.

Our Storage Warehouse at Hutchinson, Kas.

MADE ONLY IN ONE SIZE AND WEIGHT.

H. W. Nelson & Co., Limited

Office and Warehouse: 92 Adelaide St. W.

Toronto, Ont.

Factory: 15, 17, 19, 21 Jarvis St.

Markets and Market Notes

Business Continues Encouraging in Nearly All Lines—Small Advances in Staple Lines, but Prices Generally Pretty Steady—News From the Local Markets.

QUEBEC MARKETS

POINTERS—
Rolled Oats—Advanced
Canned Goods—Advance likely.
Beans—Declined.

Montreal, January 30, 1908.

During the week just closing there has been considerable activity in general grocery lines, but there have not been any new developments to speak of. The real feature of interest is the talk of an advance in canned goods. It is likely that the canners will put up their prices all along the line on Saturday, the first day of the new month. The reason given is that stocks this season are very low compared to previous years, because of short packs in the principal lines. More inquiry is reported for teas, though early in the week business was not particularly brisk. Rolled oats advanced Tuesday, and is worth, for 90-lb. bags $3.05 to $3.10 to-day. Some jobbers having a stock are still quoting at lower figures. Syrups and molasses are moving out fairly well. Sugar is in demand in certain quarters, but large lots are not being sold. Valencia raisins are reported firmer in Spain, but the Spanish market is not reflected here. California raisins are slightly easier in the primary market. Figs are stiffer in New York. Evaporated apples are dull. Beans have slumped considerably. Maple syrup is easier, but there is no demand for it. Smoked meats are quiet, but lard is moving out well. Butter is about the same, a little easier, if anything.

SUGAR—There is a good consumptive demand for sugar at unchanged prices. Grocers appear to be buying simply for immediate requirement. The New York markets have not been reflected locally to any extent of late.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Syrups are moving out satisfactorily at the old prices. There is nothing new to report in the molasses situation.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—The situation is practically the same as last week. There is an easier feeling in pure maple syrup in bulk, as will be noticed in the quotations.

Pure maple syrup, bulk, per lb	0 06	0 08
Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09

TEA—More inquiry is reported for all teas, though during the early part of the week there was not much activity. Japanese houses are already booking firm orders for new crop teas.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 18
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Fair trade is being done in most lines, but the market is featureless.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Valencia raisins continue rather firm in Spain, but locally there is not much doing in them. There appears to be a good stock for the requirements of the trade held here, and this is gradually being moved out. California raisins are reported slightly easier. Figs are firmer, being up ¼c to ½c in New York. Nuts are unchanged.

Currants—		
Filiatras, uncleaned, barrels		0 06½
Fine Filiatras, per lb., in cases	0 06½	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons		0 07½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07½	0 08½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 05½
Selected, per lb		0 06½
Layers, "	0 06½	0 07
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 11
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs		0 12
Choice seeded, 1-lb. pkgs	0 11	0 11½
Loose muscatels 3 crown	0 10	0 10½
" " 4 crown	0 11	0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 10
" " " 50-60s	0 09½
" " " 60-70s	0 09
" " " 0- 0s	0 08½
" " " 90-100s	0 08

SPICES—Trade in spices is rather limited these days. Prices are unchanged.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 [illegible]
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—Rice is unchanged. Tapioca is reported firmer in the primary market, but is a little easier locally. Several grocers are complaining of the quality of some tapioca they have received. They say it is "off" in quality. There is considerable imitation tapioca from Germany offering, which looks very good, and compared to this it is probable that the genuine article, which has not recently been quite as good as might be desired, may look very poor.

B rice in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 6½	0 07

BEANS—The market is easier. Demand is fair, local prices ranging from $1.65 to $1.70.

Choice prime beans	1 65	1 70

EVAPORATED APPLES—The market is very dull, there being but little demand at present. Quotations are the same as last week.

Evaporated apples	0 08½	0 10

RAW FURS—Several fur dealers are in receipt of cables from London, announcing the results of recent sales there. Muskrat, otter, bear, racoon, red fox and skunk are among the lines for which higher prices were obtained, while fisher and marten sold for less money. Local prices are unchanged, except for mink, which are worth a little more.

Mink	5 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—The feature of the market this week is the talk of an advance which the canners will likely make on Saturday, the first of the new month. No official announcement is made by the local representative of the western firm, but it is common talk in the trade that prices will go up all along the line. The reason for the advance is said to be the general low condition of stocks, made possible at this period by the short pack in the majority of lines, such as tomatoes, corn and strawberries. There is noticeable a slight improvement in demade for various lines of vegetables and fruits, despite the present high prices. It remains to be seen whether an advance, if one occurs, will kill this trade, or at least, act as a temporary set-back.

TORONTO—Business is encouraging and stocks are moving rather more freely than usual lately. It is quite definitely understood locally that an advance of some kind will be made by the Canadian Canners on Saturday of this week, As to extent of the projective advance, no information can be gleaned at present. The advance will not be at all unwelcome and should stimulate business for a short time at least to fill the orders taken at the old prices.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Jan. 30, 1908.)

January business is reported fairly satisfactory by the wholesale and manufacturing interests of Winnipeg. There is a general feeling that the worst is over and with improved country collections the leaders in Winnipeg business life are disposed to take a more hopeful view of the situation. There is a good demand for all staple and general lines of groceries and foodstuffs and although buyers are more cautious in their purchases than they were a year ago, this is probably a matter for congratulation. In some districts where crops were poor the retailers have been obliged to ask for considerable extensions of credit and in spite of the money stringency their wholesale houses are carrying the great majority of such dealers. With a mild winter and good prospects of an early spring, it is confidently expected that crop returns in 1908 will greatly exceed those of 1907 and if these expectations are realized next autumn will see a return to normal conditions in the western provinces.

Price changes are not numerous this week. Pot and pearl barley are advancing. Rolled oats have been easier, but with a stiffening in the price of oats the market is firmer.

CANNED GOODS—The canned goods market is quiet and featureless. Quotations are unchanged.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red, pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " "	1 90
3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¾'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

Ontario Apples

Fancy Quebec famuse No. 1, per bbl	6 00
Winter apples (assorted varieties) No. 1, per bbl	5 00
" " No. 2 "	4 50
Northern spies and Kings No 1, per bbl	5 50
" " No. 2, "	4 50

SUGAR—There are no new features in the sugar market. Local wholesalers are of the opinion that prices will be steady for some time.

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	4 95
Berlin, granulated in bbls	4 90
" " " sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2 's "	5 15
" hard pressed lump, 25's, per cwt	6 25
" " half bbls., per cwt	6 00
" icing	5 90
" bar sugar	5 70
Icing sugar in bbls	5 70
" in boxes	5 90
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls, per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS—Seeded raisins are quoted ¼ cent less than formerly. There is a tendency towards lower prices in nearly all dried fruit items. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 90-100 per lb	0 08½
" 80-90 "	0 07½
" 70-80 "	0 07½
" 60-70 "	0 08½
" 50-60 "	0 09
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 16
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES—Price is still in the neighborhood of 9c to 9½c per lb. for new season fruit. It is likely that these prices will be reduced shortly as the market in the east is easier than it was.

POT AND PEARL BARLEY—Pot barley is selling now at $3.55 per sack and pearl at $4.95. Prices have recently been advanced.

ROLLED OATS—The rolled oats market is firmer than it was, owing to the advance in the price of oats, following a temporary decline. We quote :

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" 40 " " 80	3 05
" 20 " " 80	3 10
" 8 " " 80	3 40

CURED MEATS—

Hams, selected, mild cure, 10 to 14 lb, 100-lb. crates	0 15½
Bacon, selected, mild cure, 5 to 7 lb. "	0 21
Backs, selected, mild cure, 8 to 10 lb., crates	0 17

Sugar Cured.

Prices for 100-lb. sacks; add ½ for 200 lb. boxes; ½ for 100-lb. boxes; ¼ for 50-lb. boxes.

Hams, light, 10 to 14 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 25 to 30 average	0 13
" skinned, 16 and 18 average	0 15
Picnic hams, 6 to 10 average	0 11
Shoulders, 10 to 14 average	0 11

ONTARIO MARKETS.

POINTERS—
Potatoes—Firmer.
Butter—Strong.
Dried Fruits—Firmer.
Collections—Fair.

Toronto, Jan. 30.

Wholesalers generally report a continuance of fairly good business and they are unanimous in saying that the volume of trade transacted is larger than at the same time last year. Somewhat different reports come in from retailers, particularly in the north of the province, where matters are certainly very quiet and in some districts really depressing. Everything seems to point however to the steady opening out of a good spring's business.

TEA—Locally business is quiet, under the prevailing high prices. Advices from foreign markets continue to bear out the assertion that high prices will continue.

COFFEE—Business is encouraging this week at staple prices.

SUGAR—The market is steady at prices quoted below.

Paris lumps, in 50-lb. boxes	5 45
" in 100-lb. "	5 35
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 35
Berlin granulated	4 40½
Phoenix	4 45½
Bright coffee	4 40½
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

DRIED FRUITS—The tone of the market is somewhat firmer, with an advance noted locally in dates. Valencia raisins also are firmer, but local stocks seem large enough to supply present demands and prices have not been advanced. As a matter of fact, prices in the primary markets have advanced so that these goods could scarcely be laid down here at the prices they are being sold at to-day. A gentleman from the middle of the prune district, who called on the trade this week, is responsible for the statement that conditions there are such that present prices are the lowest we shall have for some time.

Prunes, Santa Clara—	Per lb		Per lb
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06½	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50-lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 06½ 0 07		
Bag Figs	0 04½ 0 05		

Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana	0 10 0 11		
" Fancy	0 11 0 12½		
" Extra fancy	0 14 0 15		
Valencias, new	0 06½ 0 07		
Seeded, 1-lb packets, fancy	0 11½		
" 16 oz. packets, choice	0 11		
" 12 oz. " "	0 09		
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

RICE AND TAPIOCA—Late advices from India, referring to Rangoon rice, report that the rice crop there is in such poor condition that importations will have to be made from Burmah for home consumption. This condition will not be remedied till the Bombay crop is available in the fall of the present year, and seems to point to a higher basis for rice.

A steady staple business is being done locally at prices quoted below:

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 06
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 07
Carolina rice		0 10
Tapioca, medium pearl		0 06

SPICES—Business is a little brighter this week, with reports of a slightly firmer tone in some lines. Coffees are going well and cocoas and chocolates seem to be on the verge of a decline, which seems certain to come shortly. Prices continue on the same basis.

	per lb	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon		0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 22	0 25
Allspice		0 16
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

BEANS—The market is about on the same basis as at last reports, with local prices a little firmer.

Beans, hand picked, per bush	1 70	1 95
" prime No. 1, "	1 65	1 8
" Lima, per lb		0 07½

EVAPORATED APPLES—Business is more active this week under fair demand. Some rather heavy shipments are being made by local firms to European markets. There is some demand also from United States points, and unless this is continued present prices can scarcely hold.

Evaporated apples	0 09	0 09½

HIDES AND WOOL—The markets are very quiet, with very light receipts.

Hides, inspected, cows and steers, No. 1		0 05
" " " No. 2		0 04
Country hides, flat, per lb.	0 04	0 04½
Calf skins	0 07	0 08
Kips		0 06
Lamb skins	0 65	0 75
Horse hides, No. 1		2 00
" " " 2		1 25
Rendered tallow, per lb.	0 05	0 06
Horse hair, per lb		0 25

GUILD CASE AGAIN POSTPONED.

Hearing Changed From February 10th to June 3rd.

The case against the Wholesale Grocers' Guild, technically "The King vs. Beckett," which was slated for February 10, has been again postponed.

The case had been set down for January 20, but Chief Justice Falconbridge being unable to take it on at that date it was adjourned to February 10. As it is likely to be a long drawn out case it has been the expressed desire of the bench not to let it interfere with regular court business and yet, since it was a matter of great public interest, that it should be taken up as soon as possible. It appears, however, that a witness whose evidence is considered exceedingly important, cannot be secured for the date set and after consultation between the chief justice, G. T. Blackstock, K.C., and R. B. McKay, defendant's counsel, the date of hearing has been fixed for June 3 to 15.

CANNERS AT CINCINNATI.

Canadian Companies Will Be Well Represented at Next Week's Convention.

A large number of Canadian packers have signified their intention of being present at the annual convention of the National Packers' and Machinery and Supplies Association, which is to be held in Cincinnati, O., from Feb 3rd to 8th. The great majority of the members of the newly organized Independent Association are going down in a body, and arrangements are being made to have them stay at the same hotel during the convention.

Special arrangements are being made for incidental attractions, and visitors are assured a pleasant as well as profitable time.

SANITARY CANS

Grocers selling Canned Goods should see that the Fruits, Vegetables, Etc., are packed in Sanitary cans—there is absolute safety in recommending Canned Goods packed in Sanitary cans.

Ask your Jobber for goods packed in Sanitary Cans.

Sanitary Can Company, Niagara Falls, Ont.

General Offices: Fairport, N.Y. U.S. Factories: Fairport, N.Y., Indianapolis, Ind., Bridgeton, N.J.

NOTICE!

The manufacturers of

JELL-O and JELL-O ICE CREAM POWDER

have commenced one of the most extensive advertising campaigns ever produced in Canada and are placing contracts for newspaper advertising, bill posting and distributing Recipe books, etc., in every city and hamlet of the Dominion.

We have a large assortment of all flavors and will be pleased to mail prices.

All dealers should have a few cases in stock to meet the demand that will be produced by this complete system of advertising.

Both the manufacturers and ourselves fully guarantee the sale and will refund purchase price if these products do not sell.

LUMSDEN BROS., Hamilton, Ont.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyn Avenue East ***WINNIPEG, MAN.***

8-oz. Can.

We Make It!

The BEST Air Drying Iron Enamel Made. Try a 1-doz. Case from Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

Choicest Cured Meats
AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham — **Rolled Bacon**
Boneless Prepared Bacon — **Pure Lard**
Skinned Boneless Backs — **Lard Compound**
Finest Baker's Shortening, etc.

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Potted Meats

always form an attractive and profitable line on your provision counter. We never had more satisfactory goods in this line than those we are sending out to-day. All made with the greatest care and under government inspection.

Cooked Hams — **English Brawn**
Cooked Shoulders — **Headcheese**
Potted Hocks — **Potted Pork Tongue**
Potted Tender Loins — **Potted Ox Tongue**
Cooked Pigs' Feet

F. W. Fearman Co.
Limited
Hamilton, Ont.

Cheese

Advancing markets make it wise for you to buy your cheese at once.

We have in store a supply of finest colored and white, which we are offering at most attractive figures.

Our own buyers bought this cheese in the best cheese-producing districts, and we can guarantee the quality.

Being very closely in touch with the markets on both sides of the water, we can buy at bottom prices. It will pay you to buy from us.

Wire or write at our expense for prioes.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
We have no retail stores.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of -

Ryan Brand Provisions

They prove so delicious in their purity that your customers want them continually. And, remember, the government food inspector has declared Ryan Brand to be absolutely pure.

GET OUR PRICES NOW!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

During the past week there was more or less expectation of a display of interest in the Canadian situation on the part of English houses, but the dullness which has characterized the market, despite its steadiness, was not disturbed.

Entire interest appears to centre on the cheese coming from New Zealand. Their season, while nearing its close, is not yet finished, and their export figures are something to be reckoned with in calculating Canada's chances at the moment. The New Zealand article, being a cheaper product than the Canadian, finds a more ready market in the Old Country.

Holders locally continue to view the situation with a calm unconcern. Knowing stocks to be small, they are not anxious to dispose of what they have at anything but their own quotations. There has been some business transacted, but the amounts involved have not been large by any means. It is quite safe to say that sales have been most moderate.

There is a good range offered in quotations again this week. The better grades are still quoted about the same as at last writing, in the neighborhood of 13¼ to 13½ cents, the latter price being a bit firmer. Poorer quality is obtainable at a price somewhere about 12¾c. Holders, however, are not strenuously pushing the sale of even this stock.

Receipts of cheese last week amounted to 65 boxes, against 388 boxes previous week, and 22 boxes same week one year ago. Total receipts for the season amount to 2,053,472 boxes, against 2,348,749 boxes same period 1907.

Cold weather has resulted in an even more brisk demand for butter, which is selling this week again at 28½c to 29c for fancy creamery. Single packages are being disposed of at 30c.

Trade has been more largely local within the past week or so than for some time past. There has been a little nibbling from outside points, particularly from Ontario, in the Toronto district. A few cars have been sent out during the past two weeks. The west, which has been quiet for about a month, has again become interested in eastern markets. It is quite likely that they will be forced to buy from Montreal until May, at least, as supplies held by western people are very light, and quite too small to take care of the demand.

Local butter trade has grown to be so important that dealers are taking a very independent stand. They care not a great deal for outside orders, and fill them only when their own price is obtainable. The past season was a good illustration of the comparatively slight interest displayed in outside markets. In former seasons those who trade in butter have given considerable attention to England. Last season they hardly followed the markets. Demand for Canadian butter in Canada was wonderfully well sustained, and prices obtainable at home were quite satisfactory, and there was not such trouble to reckon with as there is when export trade is done. This demand continued after the close of navigation, and, though the make was good for the season, it rapidly dwindled under the steady calls made upon it, until now it is so small that fear is entertained as to whether or not it will last out the season.

Conservatism is very noticeable among holders of creamery and dairy. The latter is scarce as ever, and selling from 24c to 25c for fair to good stock, to 25½c to 26c for fancy rolls.

A late opening of the new season is anticipated owing to the retarded winter. When butter making does start it is thought by some that there will not be a great deal of encouragement for factorymen, owing to the fact that cows will be in poor condition after a winter spent in the stables where hay and feed were none too plentiful because of the high markets which have all along ruled for these lines.

However, that is looking ahead somewhat, and conditions may be considerably better than expected.

Receipts of butter last week amounted to 791 packages, against 1,033 packages previous week, and 628 packages same week, 1907. Total receipts for the season amount to 409,343 packages, against 603,675 packages for same period last year.

THE PROVISION SITUATION

The continued depressed condition of the British market keeps matters quiet among Canadian packers. And the fact that this is so is not surprising, when the comparatively small part Canadian goods play in this world's provision market is considered, along with the fact that packers in the other countries which provide the major part of the supplies are continuing to do an enormous amount of business under conditions which, to local men, would seem to be anything but advantageous, the reason for the miserable condition of the Canadian markets is at once apparent. Even at the low prices prevailing in England last week—Danish offerings were heavier than in any other week, we can remember. Deliveries totalled 45,000, a most extraordinary aggregate. American packers, too, seem to be willing to do business on small margins, and their shipments last week were, also extraordinarily heavy, totalling 35,000. And this, in spite of the low prices prevailing in the home markets. It looks as if the American farmers were anxious to get rid of their hogs.

Even under these conditions prices locally are slightly better this week. Last week f.o.b. price was markedly low at $5. This week an advance of 15 cents is noted. Fed and watered stock this week bring $5.40, as against about $5.20 a week ago and for hogs off cars at factory $5.60 to $5.70 is now being offered.

A review of conditions in the American market is given in the following paragraph from the New York Journal of Commerce's weekly summary:

"The past week has witnessed record receipts for this season of the year next ro the previous week, both of which were enormous and far ahead of any recent years. But the packers have been such free and general buyers that prices have not gone off very much, it being the belief that the heavy run of hogs will be over by the middle of February; some of the packers have been willing to stock up at these prices, having accumulated little stock previously this season except of meats. Hence we have had no big break in prices, although cash demand has remained as stagnant as it has since the panic, the trade not believing that present prices can hold in face of such receipts much longer, or at least that they can go no higher. Consumption has also fallen off since hard times, and, together with the tight money market, has prevented any speculation on the part of the distributing trade, who have not even bought hams ahead this year as usual from the first of January. Some of the packers refuse to sell green meats, as well as future products, at late decline and are accumulating stocks. But there are enough of them still in the market to prevent any recovery in prices, although shorts, led by the Cudahy Packing Company, have been covering."

PROVISION MARKETS

MONTREAL.

PROVISION—Smoked meats generally are very quiet, little trade being reported by the packers. There is considerable activity in lard, which is firm. Pork and heavy lines are dull. Purchasers appear to be waiting for Easter before buying very heavily.

Lard, pure, tierces	0 11½	0 12
" 56-lb. tubs	0 11¾	0 12½
" 20-lb. pails, wood	0 12	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12	0 12½
" " 5-lb. "	0 12½	0 12¾
" " 3-lb. "	0 12½	0 12¾
Lard, compound, tierces, per lb.	0 08½	0 10
" " tubs	0 08½	0 11
" " 20-lb. pails, wood	0 09	0 10
" " 20-lb. pails, tin	0 08½	0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09	0 11
" " 5-lb. "	0 09½	0 11½
" " 3-lb. "	0 09½	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The market is very firm, especially for fancy fresh made. The quantity manufactured is light. Storage stocks are being reduced very quickly, and local dealers are anticipating higher prices for the next month or

six weeks. Receipts of fresh roll butter are larger and the demand continues to be good.

Creamery, fall make, boxes	0 28	0 29
Creamery, winter make, boxes		0 28
Dairy, tubs	0 23	0 25
Fresh large rolls	0 24	0 24½

EGGS—The demand for storage eggs is good. Stocks of storage are rapidly declining. Only limited quantity of pickled are on the market. Stocks of new laid eggs are small. Market is very firm, and, if cold weather continues, if is likely to remain so.

New laid	0 33	0 35
No. 1 candled		0 22
Selected cold storage	0 25	0 26
Pickled	0 21	0 22

CHEESE—Local demand continues good with prices firm. Quantity for export is much below stocks of previous seasons at this period. Local dealers are confident that high prices will rule. Cable quotations this week are 64s to 64s 6d.

Cheese, old	0 15½	0 16½
" new, large	0 14	0 14½
" " twins	0 14½	0 14½

HONEY—Trade is normal. There is practically no white clover comb honey on the market. Quotations are nominal.

White clover comb honey	0 14	0 15
Buckwheat, ext acted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—Dealers report receipts of fresh killed poultry light. Demand is good and a slight advance in prices is noticeable, turkeys being up one cent and chickens and fowls a cent and a half.

Turkey, per lb	0 14	0 16
Chickens and fowls, lb	0 07	0 11
Geese	0 08½	0 09½
Ducks	0 10	0 11

WE BUY FEATHERS

All kinds at highest cash prices. Secure them for us. It will pay you. We sell every description of Down and Feathers at correct prices. Free from all impurities and microbes.

P. POULIN & CO.
36-39 BOUSECOURS MARKET, MONTREAL

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

TORONTO.

PROVISIONS—The market is a shade quieter this week. Prices rule about the same for all lines. Smoked meats have been selling fairly well. Backs are short and scarce. No material change is noticed in lard. Fresh meats are picking up in demand.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 14½	0 15
Medium hams, per lb	0 13½	0 14½
Large hams per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb		0 16½
" pea meal		0 17
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "	0 12	0 12½
" compounds, per lb		0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—A firmer tone is noticeable. Indeed, the market is more healthy than it has been for some time. Prices, while no quotably higher, have a stiffening appearance. Stocks of creamery are being quickly reduced. The demand has improved wonderfully, and some firms are beginning to find real difficulty in filling orders. Dairy receipts are good.

	Per lb.	
Creamery prints	0 29	0 32
Creamery solids		0 28
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—No material change is noticeable. While the market has an exceedingly firm tone, there have been no advances in prices. Stocks of storage eggs are getting low. New laid are arriving fairly well.

Eggs, candled	0 22	0 23
" selects	0 27	0 28
" limed		0 21
" new laid	0 30	0 33

CHEESE—Prices rule firm. Local demand is slower, but this fact has had no effect on the market.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13½

HONEY—The market is still sick and will probably remain so. There is practically no demand.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Prices are slightly easier. Turkeys are being quoted a few cents lower. Supplies are fairly plentiful, but sales are slow, the public having a tame demand.

Live Weight.

Spring chickens, per lb	0 10
Old fowl	0 07
Ducks	0 08
Geese	0 08
Turkeys	0 10 0 11

Dressed weight.

Spring chickens, per lb	0 10 0 12
Old fowl	0 07 0 08
Ducks	0 10 0 11
Geese	0 10 0 11
Turkeys	0 13 0 15
Squabs, per doz	2 50

A WIN FOR KINNEAR & CO.

The T. Kinnear & Co. team sprung rather a surprise on followers of the Toronto Wholesale Grocery Hockey League, at 'Varsity rink on Friday night, when they defeated the James Lumbers Co. by a score of 10 to 2.

The Kinnear team presented the strongest line-up of the season, while Lumbers were weakened by the absence of Tom Kerr from point. Bilton put up a good defence game, although it was his first appearance on skates this season, but he was scarcely able to hold the pace set by the Kinnear bunch.

Those who knew figured the Kinnears to have no chance to beat their opponents, as Lumbers had already beaten the Brokers, and the latter had beaten Kinnears in the opening game of the season. The Kinnear team did not keep their rooters long in suspense, for five minutes after play began they had banged four goals past Wes. Lumbers. Then Lumbers scored one, but the combination of the Kinnear forwards and the fast rushes of Humphrey and Minett were responsible for three more, and at half time the score was 7 to 2.

The second half was quite as fast as the first, with the Lumbers team struggling hard to even the score, while there was no let-up to the attacks on the Lumbers goal. During this half "Wes." Lumbers gave a great exhibition of goal-keeping, stopping innumerable shots that looked sure.

The line-up was as follows :

The James Lumbers Co.—Goal, Wes. Lumbers ; point, Bilton ; cover-point, Dilworth ; forwards, Wylie, Ford and Carradus.

T. Kinnear & Co.—Goal, Campbell ; point, Minett ; cover-point, Humphrey ; forwards, Kinnear, Marks and Rennie.

The next game will be played this evening at 'Varsity rink, at 9 o'clock, between T. Kinnear & Co. and the Brokers. A rousing game is expected.

The three teams in the league are still on even terms, being tied in the standing, each having won and lost a game.

THE PORK AND BEANS SITUATION

Retailers throughout Canada know how hard it is to persuade their customers to accept any Pork and Beans other than **Clark's**.

They have tried them, and come back time and again for more. Retailers know the amount of time and talk it will take—and the sales which will be lost—in an effort to push other Brands. Jobbers can have any orders for Clark's Pork and Beans filled promptly and completely, so if you specify Clark's Pork and Beans you will get them. It is wise to insist.

Wm. Clark, Montreal

Manufacturer

O'MARA'S BACON

No order Too Large
for our capacity.
No order Too Small
for our attention.

Government Inspection

NOW

is the time for Grocers to contract for their year's supply.

WRITE

I can supply the Right Goods at the Right Price. Write now.

JOSEPH O'MARA

PALMERSTON, - ONTARIO

For your own Profit you ought to be selling this Brand of quality

HORSESHOE BRAND

HAM AND BACON

touches the highest pinnacle of excellence. The delicious flavor—A flavor which cannot be duplicated in any other brand—is positively a trade builder for the provision dealer. A trial order will convince you of this.

WRITE NOW FOR QUOTATIONS

JOHN DUFF & SON

Hamilton, Canada

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. This is the best season for trade. Do not miss it.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
338 Hastings Street West

and from all wholesale houses throughout Canada

OPTIMISTIC REPORTS FROM ARGENTINA.

Crops Promise Splendidly—Oats Arousing More Interest.

Late advices from the Argentine say that the optimistic reports regarding the Argentine harvest are fully confirmed. The wheat crop is splendid. There probably will remain about three million and a half tons available for export.

Linseed suffered considerably, but as the acreage is bigger than last year there will be no decrease in export.

Oats are rather a novelty there, but the crop is steadily increasing and probably half a million tons will be exported.

It is too early to estimate the maize crop, but there is no reason to fear a failure.

The total value of the export grain for the current year is estimated at $600,000,000.

Hardy Bros., grocers, of Toronto, have been succeeded by E. R. Gifford.

J. C. Laberge, grocer, of Beauharnois, Que., has made an assignment.

THE TIME TO BUY.

If you want to take benefit of profitable prices, buy your black or green teas now from Laporte, Martin & Co., Montreal, who want to get rid of their stock before moving, and who have an attractive price list for all immediate buyers. Freight paid on 200-lb. lots, whether one or more brands in the lot. —Advt.

Free Watches!

KEEP YOUR LABELS and exchange them for
A SOLID GOLD WATCH
Guaranteed and fully jewelled, and warranted a perfect timekeeper.
SOLID SILVER AND GUN METAL WATCHES ALSO
are offered for a smaller number of Labels.

FUSSELL'S
(BUTTERFLY BRAND)
CREAM AND MILKS

5,000 MARKS WIN A SOLID GOLD WATCH.
2,500 MARKS WIN A SOLID SILVER WATCH.
1,000 MARKS WIN A PRETTY GUNMETAL WATCH.

Full particulars are wrapped round each tin, but BEGIN AT ONCE TO COLLECT. Every Label fixed on a tin of Fussell's Cream and Milks has value in this competition.

Contractors to the British Government.
Ten Gold Medals Awarded.

Address all communications relating to this offer to **FUSSELL & Co., Ltd.,** (Competition Dept.) **4, Monument Street, London, England.**

Keep your Labels to get a GOLD WATCH FREE

Insist on Fussell's

Prices and Particulars of the Agents
John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.
C. Fairall Fisher, - - - Montreal.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

A Car Lot of BUDA

"The Flour of Quality"

will convince you that we put it mildly when we say that Buda flour is the best value in Canada. Many leading dealers are making money out of this brand. Are you? I will give the leading dealer in each town control of Buda for his town, if his order is in first. Get busy! Write to-day for prices.

J. B. HARTY
PICTOU, N.S.

CEREAL MARKETS STEADY

Large Export Demand Gives Firmer Tone—Oats Seem to Be Slightly Firmer—Winnipeg Inspections and Present Visible Supply.

Business seems to have opened up rather more encouragingly for Canadian millers during the week. Export demand is exceedingly good, indeed, some Ontario millers report that it has not been better for years. Large shipments are being made to British markets via London and Glasgow, and everything seems to point to a good year of export business in Canadian flour.

Oats seem to be a little stiffer this week, consequent on light local supplies, but business in oat products and cereals is somewhat quiet.

Saturday's inspections of wheat at Winnipeg included the first car of "hard" wheat received in over a month. The total inspection was 178 cars, compared with 65 cars a year ago. Grading returns showed: No. 1 hard, 1 car; No. 1 northern, 7 cars; No. 2 northern, 13 cars; No. 3 northern, 25 cars; No. 4 14 cars; No. 5, 26 cars; No. 6, 10 cars; inferior, 69 cars; winter wheat, 13 cars. Other inspections were 35 cars of oats, 7 cars of barley and 4 of flax.

The visible supply of wheat in Canada and the United States decreased 9,000 bushels during the past week. This compares with a decrease of 729,000 last year. Corn increased 461,000 bushels, and oats decreased 71,000 bushels.

Later estimates place the Australian wheat exportable surplus at 16,000,000 bushels, of which not over one-half will go to Europe; the remainder will be taken by South Africa, etc. This year's crop is estimated at 34,000,000 bushels. In 1906 the crop amounted to 66,000,000 bushels, of which 34,000,000 were exported.

The English visible supply of wheat last week showed a decrease of about 100,000 bushels; English imports of wheat were 2,744,000 bushels; flour, 217-000 barrels; corn, 1,317,000 bushels.

MONTREAL.

FLOUR—Firm prices rule again this week, but an advance is not anticipated at the moment. A slight export trade is being done with England and South Africa. Local business is normal.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household,	6 25
Glenora	5 65
Manitoba spring wheat patents	6 25
" strong bakers	5 55
Five Roses	6 10

ROLLED OATS—There has been no material change in the situation since last week, though the firmness of the Ontario markets recently noticeable seems to be reflected to a certain extent locally.

Fine oatmeal, bags	3 20
Standard oatmeal, bags	3 20
Granulated " "	3 20
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	2 90 2 95
" 80-lb. bags	2 75 2 80
" bbls	6 10 6 20

FEED—Demand for feed is still strong. Manitoba bran has been advanced.

Ontario bran	22 00 23 00
Ontario shorts	24 00 25 00
Manitoba shorts	23 00 24 00
" bran	22 00 23 00
Moullie, milled	26 00 31 00
" straight grained	27 00 33 00
Feed flour	1 50 1 70

TORONTO.

FLOUR—Business is brisker this week and large shipments are being made by local millers to Glasgow and London. The market's firmer tone seems to be due to an increased export demand, but prices have not advanced.

Manitoba Wheat.

60 per cent. patents	5 40 5 60
85 " "	5 15 5 20
Strong bakers	5 10 5 15

Winter Wheat.

Straight roller	4 90 5 10
Patents	5 20 5 40
Blended	5 25 5 30

CEREALS—The markets are on about the same basis as at last reports, though oats are slightly stiffer. Prices are even with following quotations:

Rolled wheat in barrels, 100 lbs	3 00 3 15
Rolled oats, in wood, per bbl	6 65
" " in bags, per bag 90 lbs	3 00 3 25
Oatmeal, standard and granulated, per bbl	6 60
" " " " in bags, 98 lbs.	3 40

CANADIAN FLOUR FOR EGYPT.

Toronto Milling Co. Finding Ready Market in Alexandria.

And now it's Egypt that is reaching out after Canada's products. We will soon be pretty well represented in the world's markets.

In a chat with Douglas A. Campbell, of the Campbell Milling Co., on Tuesday, the Grocer asked whether the firm was doing any extensive shipping to outside points.

"Well," said Mr. Campbell, "beside our British shipments, we sent rather a large order of our Monarch brand pastry flour off to Alexandria, Egypt, this week, and it looks as if that market would open up well for Canadian flour."

"This was the second shipment," continued Mr. Campbell. "We sent a sample shipment down there some time ago, which seemed to please our customers immensely, and resulted in the large order which has just been sent out. The flour was sent direct to private parties in Alexandria. It seems that the Egyptian wheat has gradually come to be too poor in quality to satisfy the demand there for a first-class brand of flour, and in turning elsewhere for supplies the importers were attracted to the flour made from grain grown on Canada's comparatively new wheat fields."

"The market down there seems to be opening up well," Mr. Campbell continued, "and I think we may look for a steady and increasing trade in that corner of the world."

Elphege Lacasse, grocer, of Montreal, has made an assignment.

The "Wanted" Biscuits

are

Mooney's Perfection Cream Sodas

Why! Simply because they really are perfection. There is a perpetual freshness and crispness about Mooney's which you will search for in vain in any other brand of soda biscuits. Your customers know this—that's why they want Mooney's. And they know that the last cracker in a Perfection package is every bit as fresh and crisp as the top layer.

It's up to you

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

WHO READS TRADE NEWSPAPERS?

How to Keep in Touch With Progress in Various Departments of Business.

If you were to be appointed to a responsible position in railroad administration or in a manufacturing industry, where would you go for information about the latest equipment and methods? You would turn immediately to the trade press publications dealing with the transportation or manufacturing industry concerned. In this great country of invention and development nothing is fixed. Equipments and materials of to-day are constantly being replaced by those of more efficiency and economy. In one of the great steel plants in Pittsburg new installation and machinery costing hundreds of thousands of dollars was replaced in less than two years by even more expensive equipment, but which produced a better product at less expense. Whatever one may know of the mechanics of any business or industry of one year ago, he could not be depended upon to undertake any important enterprise on such a knowledge.

In business life to-day we find two methods of keeping in touch with progress. There are business and trade organizations, local and national, which deal with many of the general problems for advancement. The other factor is the trade press. This class of publications has grown in recent years from meagre trade reports to the largest periodicals of the world, giving the latest scientific and trade news and amounting to practically complete showing of equipment for the industries concerned through advertising pages.

After a tour through the United States, Sir Alfred Harmsworth said of the American newspapers: "Apparently sin is news, but what of the great industries and enterprises of your country?" He could find his answer in the trade press publications which now ably represent every commercial and industrial interest.

The second annual convention of the National Federation of Trade Press Associations has just taken place. There are in all over two hundred and fifty publications which deal with the professional, transportation, manufacturing, commercial and financial interests of the United States, and about fifty in Canada. These constitute the textbooks from the first grade to the universities of the great business life of this country.

Who reads these trade press publications? Those who are foremost in the management of the railroads, the cotton and woolen mills, iron and steel industries, electrical and mechanical shops the mammoth wholesale and retail food products and dry goods establishments, and all banking institutions. They must have the latest news of, they must know what is being done and what the world affords. The heads of all departments will fail to meet the responsibilities placed upon them if they, too, are not well posted and aggressive in their methods. The ambitious workman of to-day will be the proprietor of tomorrow. He, too, must look to his text books—the trade press publications—for the broad knowledge of conditions outside of his own environment.

Among the questions which are frequently asked applicants for positions as teachers are these: Are you taking any educational journals? If so, how many? In some instances a certain number of points are given for favorable answers to these questions. Similar questions apply equally well as an indication of the enterprise and efficiency of workmen, foremen, superintendents, executive officers, and the heads of firms, in printing as in all other lines.

The United States could not have reached the high degree of development in medicine, architecture, music, business, manufacturing and transportation without the leadership of the trade press. With the certainty of still further specialization in all lines, the trade press will be of correspondingly greater importance. Whatever the developments in any line, there is a similar evolution in printing. More than any other artisan, the printer must keep in touch with progress through his trade publications because printing is the dynamic radiating force of the social, educational and business life of to-day.

FROZEN HERRING SCARCE.

Rough Weather Causes Lighter Catch Than Last Season.

Advices received show that the catch of herring in Newfoundland this year was lighter than last, so that the supply of frozen herring will this season be less than a year ago. This season American vessels took 57 cargoes, amounting to $251.653, while Canadian vessels took 30 cargoes, totalling $134,442. Last year 65 American vessels and 41 British took cargoes to the value of $453,144, so that there is a consequent decrease in value of $66,049. Rough weather early in the season prevented the fishermen getting out as usual, while a spell of mildness prevented freezing operations to the usual extent after the catch, such as it was, was in the hands of the fishermen.

W. C. Carthy, grocer, of Toronto, has made an assignment.

The Maple Leaf Flour Mills, Kenora, Ont., which were recently destroyed by fire, are to be rebuilt immediately.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

NAP G. KIROUAC & CO.,

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL
Canadian Agents.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You are never out of favor with your customers if you stick to

Mott's

"Diamond" and "Elite" brands of

Chocolate

The superior quality of our brands has made them the unquestionable favorites of the Canadian housekeeper—

For Sale by all Jobbers.

John P. Mott & Co.,
Halifax, N.S.

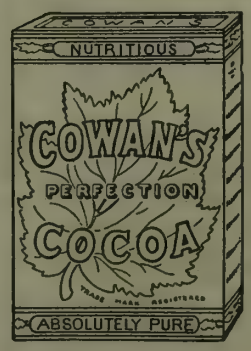
SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

COWAN'S

Cocoa and Chocolate

leads every other brand in purity and flavor. There's reason behind the popularity of Cowan's.



The name "Cowan's" is a guarantee from you to your customer that you sell the purest and finest flavored Cocoa on the market.

The Cowan Co., Ltd.

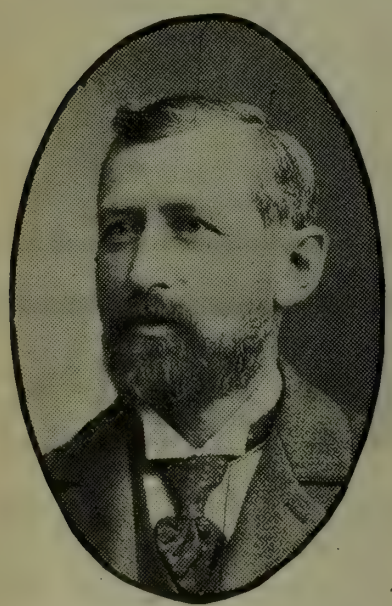
INDEPENDENT CANNERS ORGANIZE

New Association, Including About Forty Companies, Formed at Toronto on Monday—Will Co-operate for Mutual Benefit, Advantage and Protection.

The independent canners of Ontario were pretty well represented at a meeting in the King Edward hotel, Toronto, on Monday, Jan. 27th, and the result of the meeting was the formation of a brand new organization, to be known as the Independent Canners' Association.

For some time it has been felt among the canners who remained out of the combine when the Canadian Canners' Company was formed some few years ago, that they might with advantage be united to some extent at least for mutual benefit and protection, but no definite steps were taken until recently, when R. W. Ball, of the Essex Canning Co., took a forward step in inviting these gentlemen to a meeting in Toronto to talk matters over. The result of the meeting was the formation of the association.

The objects of the new body are not, as is held in some quarters, particularly to oppose the Canadian Canners, but, as was stated in a resolution passed by the meeting, "To hold meetings from time to time to discuss matters relative to the interests of canners for their mutual benefit, advantage and protection."



E. D. SMITH, M.P.,

Of Winona, President of the Independent Canners' Association.

The following officers were elected :— President, E. D. Smith, M.P., Winona; vice-president, A. Baker, of the Old Homestead Canning Co., Picton ; secretary-treasurer, R. W. Ball, of the Essex Canning Co., Toronto ; and F. J. Lowe, of the J. H. Wethey Preserving Co., St. Catharines; W. Echert, of Gorman, Echert & Co., London; S. E. Martin, of the Farmers' Canning Co., Bloomfield, and Geo. E. Fisher, of the Burlington Canning Co., Burlington, who, with the officers, will form the executive.

A legislative committee was appointed to look after a branch of the organization's business, which, in time, may grow to be important, and is composed as follows : F. M. Smith, of the Oshawa Canning Co.; W. A. Carson, of the Napanee Canning Co., and H. T. Reason, of the St. Thomas Canning Co.

Considerable discussion took place during the progress of the meeting regarding the seeming injustice of the report from the Government inspector last July regarding the alleged questionable conditions in some of the factories in the Niagara district. The opinion seemed to be that the names of the delinquent firms should have been given, instead of making public a report which reflected on all the factories of the district. The members of the association present placed themselves on record as not objecting to inspection, and as strongly urging that in cases where unsatisfactory conditions were found by a duly appointed and qualified officer that the delinquents should be brought directly before the proper authorities.

Several of the members present referred strongly to the seeming attempts of the Canadian Canners to control the trade of the province, but no action was taken. The association, as a whole, seemed to feel that there is enough business in the field for all and that each company will get its legitimate share.

The convention of the National Packers' and Machinery Supplies Association at Cincinnati next week was referred to and it is highly probable that a large number, the majority of those present, will visit this convention. Arrangements are being made whereby the members of the association will travel together and stop at the same hotel while in Cincinnati, and a pleasant and very profitable outing is assured.

The next meeting of the association will probably be held a short time after the convention, when matters of interest which cropped up during its sessions will be discussed, and the work of organization of the new association completed.

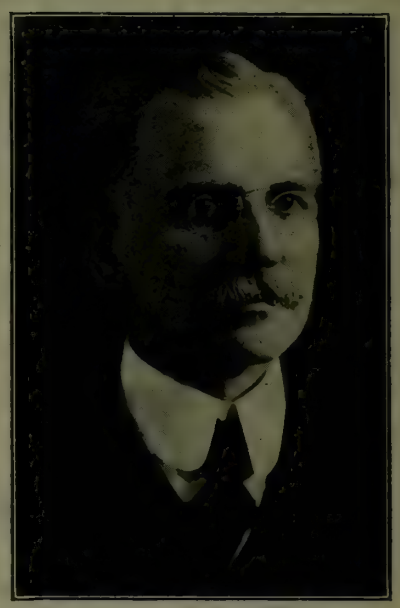
Among those present at Monday's meeting, beside the gentlemen mentioned above, were ; Wm. Fertz, of the Family Canned Goods Co., and C. M. Hunsburger, of Jordan ; C. L. Black, and G. E. Russell, of the Sever Lake Canning Co., St. Davids ; Arthur Allan, of the Lakeside Canning Co., Wellington ; S. E. Bolter, of the Niagara Falls Canning Co.; D. C. Munroe, of the Alviston Canning Co.; H. G. Lorimer, of the Belleville Canning Co.; J. Breault, of the Tecumseh Canning Co.; R. C. Eckert, of Gorman, Eckert & Co., London ; Geo. Bolter, of Niagara Falls ; S. H. Bolter, of Niagara-on-the-Lake ; R. Church, of the South Bay Canning Co., Port Melfort ; Geo. H. Davey, of the Meaford Canning Co.; Geo. E. Coleman, of the St. Thomas Canning Co.; H. E. Robinson, of the Ingersoll Canning Co.; W. G. Trethewey, of the Sanitary Canning Co., Weston ; C. A. Armstrong, of the Beamsville Preserving Co.; R. B. Morden, of the Belleville Canning Co.; T. Owens, of the Bloomfield Packing Co., and A. K. Fraser, of the Fraser Canning Co., Wellington.

AN EARLY EYE FOR BUSINESS.

Good Story of Incident in Boyhood of New President Montreal Board of Trade.

Thomas J. Drummond, the new president of the Montreal Board of Trade, is one of a family of successful manufacturers and merchants. Not only have they been unusually successful and attained an influential and prominent position in Montreal, but their success has also not lost them any of their old friends.

The new president even as a boy had an eye to business. There was a cat show in Montreal and a handsome prize was to be awarded to the best collection of felines. Mr. Drummond read the announcement and with his brother George, the former president of the Manufacturers' Association, and one or two other boys, they secured a big packing case from Greenshields' Dry Goods Store and nailed rough wooden slats on the front. Each contributed his own family cat and then stealthily visited the homes of all their neighbors and secured about forty representatives of all kinds, all of them mongrels. They had the largest collection at the show, but it was a motley group and it kept the boys busy separating the fighting cats. Much to their disgust, the judges refused to award them a prize. The boys made such an aggressive row about it that to keep them quiet the committee gave them $2 and ordered them to remove their cats. The packing case was taken up the lane behind Victoria Rink and the cats liberated—the most of them the worse for wear, and many of them their owners could not recognize. The two dollars was spent on ice cream.



ALD. S. J. CARTER,

Of S. J. Carter & Co., Montreal, Recently Elected to a Seat in the Municipal Council.

A. Cawthorne, representing the Ozo Company, Montreal, has just left on a trip to Ottawa, Peterboro and western centres.

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

Do Not Forget

that the Golden Flower and Rose Brands of Extra Fancy California Oranges command the best prices in most American markets; we have full supply. Order a sample Box or two it will mean further orders. Offered this week:

2 Cars Extra Choice Navel Oranges.

1 Car Fancy Messina Lemons.

1 Car Danish Cabbage.

Pine Apples, Sweet Potatoes, Lettuce, Celery, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

WHY?

is

"Golden Flower"

the most extensively specialized brand of Navel Oranges on the continent of America to-day?

WHY?

The reliability of the contents of every box is the

"WHY"

Try 'em
McWilliam & Everist
have 'em

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Fruit Market Remains Steady—Potatoes Have Made Another Advance and Are Firm—Good Business in Fish.

The fruit market has been featureless during the past week. Oranges are holding their own. Prices have a firmer tone. The first shipment of Bitter oranges has arrived. The quality is said to be highly satisfactory. Lemons are selling fairly well. Cranberries are moving very slowly. Almerias have a firmer tone.

The feature of the week has been a further advance in potatoes of 10c. Supplies are scarce and the bad weather will prevent their moving freely. A further advance is highly probable. Domestic vegetables are in good demand. Parsnips are scarce. Fancy imported lines are moving slowly.

The fish business is brisk. Good sales are reported especially from country points. This is due to the wave of cold weather which has facilitated shipments by freight. Prices are unchanged.

MONTREAL.

GREEN FRUITS—There are several changes noticeable in prices this week. Florida oranges are up considerably, while pineapples are $1 lower. Strawberries are easier, too, being more plentiful. Jamaica and Mexican oranges are about done. Demand is for Californias and Valencias. Lemons are selling fairly well.

Bananas, fine stalk		2 00
" jumbos		2 25
Cocoanuts, new, per bag		4 50
Lemons	2 25	2 50
Navel oranges	2 75	3 25
Florida oranges, box	4 00	5 00
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	2 75	3 25
Tangerines, half-box		3 00
Pineapples, case		4 50
Grape fruit, box	3 00	7 00
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	10 00	11 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquat qt		0 25
Strawberries qt		0 60
Apples Gameuse, bbl	4 00	5 00
" other fall varieties, bbl	2 00	5 00

VEGETABLES—Despite cold weather, vegetable dealers report a very good demand for most all lines. Prices in the majority of cases continue high and firm, and there are some advances noticeable. Potatoes are much firmer, being worth $1 a bag for the best. Cold weather has hindered shipping. An advance is reported in New Brunswick, where most of the stock is coming from now. This amounts to about 25c a barrel. Beets, which are scarce, have gone up. There has been a strong advance in wax and green beans also, while Canadian onions are easier in feeling.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate		5 00
Water cress, large bunches, per doz		0 75
Spinach, bbl		3 50
Green peppers, crate		3 50
Boston hot house cucumbers, doz		2 00
Potatoes, per bag		1 90
Sweet Potatoes, basket		3 25
Beets bag	0 75	0 80
Carrots, bag	0 60	0 65
Tomatoes, Florida, crate	4 50	5 00
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 75	1 00
" " large crates		2 25
Canadian onions, lb	0 01½	0 01½
Boston lettuce, hot house, per doz		0 90
New Orleans shallots, doz		0 60
Radishes, doz		0 60
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75
Horse radish, per lb		0 12
Beans, green, basket		6 50
Beans, wax basket		7 00
Egg plant, doz		2 00
Green peas, basket	5 00	5 50
California cauliflowers per crate		4 00

FISH—Although Lent is still a month off, fish dealers are doing a good business. Demand for all varieties is reported active. Frozen lines are selling particularly well, satisfactory orders being received from all parts of the country. There is a good movement of oysters at old prices.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04½	0 05
Halibut, express, per lb	0 08½	0 09
Mackerel, " "		0 09
Dore, "	0 07½	0 08
Pike, lb	0 04½	0 05
Cod fish, l		0 04½
Steak cod, lb		0 05½
Whitefish, lb	0 08½	0 10
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 08½
New tomcods, bbl	2 25	2 50
Sea herring, bbl	1 85	2 0
Smoked and Salted—		
Haddies, box s. per lb		0 07
Kippered Herring, 50 in box		1 10
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb		0 05
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal		1 70
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Boiled lobsters, lb		0 18
Live lobsters, lb		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 00
No. 1 Nova Scotia per bbl		5 25
" " per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs	6 50	7 00
Green cod, per bbl		6 00
Medium " " "		7 50
Large " " "		8 00
Labrador Salmon, ½-bbls		8 50
No. 1 salt eels, lb	0 07½	0 03

TORONTO.

GREEN FRUITS — No material changes are noticeable in the market. Oranges remain firm, though there has been no advance. Business is better. The first bitter oranges of the season have arrived. Lemons are not very brisk. Big local sales of apples are reported. Bananas are moving better. Almerias have a much firmer tone. The stocks are getting lower and a steady market is assured. Cranberries are very slow.

Oranges, Florida's new	2 00	2 25
Oranges, Mexicans, new	2 00	2 10
" naval, new	2 75	3 25
" Valencias	2 50	5 00
" Murcias		1 75
" Bahamas	1 75	2 00
Oranges, bitter	250	2 75
Lemons, California, 240, 300, 360, 420	3 00	3 00
" Messinas, new crop	2 25	2 50
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Quinces, per basket	0 50	0 60
Cranberries per bbl	7 00	10 00
Almeria grapes, per keg	5 50	6 00
Tangerines	3 00	4 00

VEGETABLES—The big feature of the week is the sharp advance in potatoes. An advance of 10c is quoted for

both Canadians and Delawares. The rough weather has made supplies precarious, and as the demand is active a further advance is probable. Domestic vegetables are in good demand. Parsnips are very scarce and are being quoted at an advance of 10c. Fancy imported stuff is slow.

New Brunswick Delawares, per bag	1 05	1 10
New potatoes, Canadian, per bbl	1 05	1 10
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz		0 75
Beets, per bag	0 90	0 95
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 10
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 00
Cucumbers imported, per doz		2 50
Tomatoes, imported, per crate		5 00
Strawberries, per box		0 65
Mushrooms, per lb		0 65

FISH—The cold wave has resulted in a sharp demand for all varieties of frozen fish. Good sales are reported, especially to outside points. Prices continue unchanged. There is a scarcity of good ciscoes. Other supplies are well up to the mark. Oysters are meeting with a strong demand.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Quails, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08

FISH COMPANY AT PRINCE RUPERT.

New Organization With $1,500,000 Capital to Develop Pacific Fisheries.

The building of the Grand Trunk Pacific and the opening up of fishing areas adjacent to Prince Rupert has already borne fruit in the organization of new enterprises. A company known as the Canadian Fish & Cold Storage Company has been formed, with a capital of $1,500,000, for the purpose of dealing in all kinds of fish existing in the waters near Prince Rupert. An excellent site within the harbor has been secured from the Grand Trunk Pacific Railway. The building is to have an initial storage of 6,000,000 pounds of fish and provision has been made for doubling this capacity. At a later date a fish fertilizer plant, capable of treating 100 tons of non-edible fish daily, will be erected. It is proposed to operate on the fishing banks with ten large motor boats, each with a capacity of from 50,000 to 60,000 pounds of fish, and the construction of these craft will be undertaken next spring, in ample time to permit of the company engaging in actual business early next fall.

Andrew Kelly, head of the Western Canada Flour Mills, is president, and James Carruthers vice-president of the new company.

Assaly & Co., general merchants, of Iroquois, Ont., have assigned.

Frozen Sea Herrings,
Lake Trout, Whitefish,
Sea Salmon, Halibut,
Smelts, Bloaters, Haddies,
Oysters, Flounders, Cod, Haddock.

Herrings and Whitefish in ½ bbls., Shredded Cod, etc.

Everything to be had in a first-class fish house.

Prices right, quality finest.

WHITE & CO., Limited
Hamilton and Toronto

Orders Solicited.

"They're As Good As St. Nicholas"

is a phrase that the far-sighted Dealer, with his customers' (hence his own) interests at heart, will never use—because Franc Tracuzzi's brands stand alone as the STANDARD of honest packing.

ST. NICHOLAS } Extra Fancy.
HOME GUARD }

KICKING } Extra Choice.
PUCK }

W. B. STRINGER & CO., Sole Agents, TORONTO

"GOLDEN ORANGE" Brand
NAVEL ORANGES

Grown and Packed at

Arlington Heights, California

Stand unrivalled and alone, for **Quality** and **Appearance.** Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

To Buyers of

HIGH-CLASS NAVEL ORANGES

The

"BRONCO"

Brand

California Navels handled by White & Co., Toronto, is the most perfect Orange in quality, flavor and texture coming to Canada. Your trade will be back for more if you once give them **"BRONCOS."**

White & Co.

Limited

Toronto

Phone or mail orders promptly attended to.

THE TEA AND COFFEE SITUATION

Manager of Vancouver House Gives Ideas to Grocer Representative.

W. J. Heddle, tea buyer for the W. H. Malkin Co., of Vancouver, B.C., in discussing the situation in teas and coffees with the Grocer's local representative recently, said :

"Coffees have been gradually stiffening in price for some time. This is especially true of finer grades, such as Costa Ricas and Bogotas, which are now from 3s. to 3s. 6d. per English hundredweight dearer than four months ago. Teas have done nothing but climb in the past six months or more, this more with reference to the common grades. Recently we received in advices from an old and most reliable tea house at Colombo, Ceylon, the following : 'We really believe the old prices for old and medium types of tea have gone, never to return, and it would appear that at last demand for tea has reached the supply. There is plenty of tea coming in and still the cry is for more. As usual, when common teas are high in price, there is very little difference between cost of that class and good mediums, which show far better values today than common grades.'

"Common teas," concluded Mr. Heddle, "have advanced 100 per cent. in twelve months. Mediums have but slightly advanced till the past few months, while fine teas can be bought for practically the same price as last year."

DIED IN MONTREAL HOSPITAL.

F. W. Barrett, Toronto, Passes Away Suddenly While on Business Trip.

Word was received in Toronto on Sunday of the death at the General Hospital in Montreal of Frederick W. Barrett, secretary of the Luxfer Prism Co. and the Expanded Metal and Fireproofing Co. Mr. Barrett, whose home was at 49 Madison Avenue, was taken ill about three weeks ago with typhoid fever, but was thought to have recovered, and two weeks ago left for Montreal on a business trip with T. W. Horn and was seized with a chill and taken to the General Hospital, where he died.

The late Mr. Barrett was about 53 years of age. He was born in Port Hope and was the son of the late William Barrett of that place. He graduated at Victoria University and was a member of the Upper Canada Law Society. After practising law in London he became connected with the Polson Company when they started shipbuilding works at Owen Sound. Afterwards he practised law with T. W. Horn and with the latter became interested in the Luxfer Prism & Expanded Metal Companies. He married the daughter of Mr. Whiteman, druggist, of Owen Sound, who survives him.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

HINTS TO BUYERS.

The firm of Laporte, Martin & Co., Montreal, have decided to reduce their considerable stock of wines before moving. They represent most important firms in the line of sherries, port, Malaga, clarets, sauternes, champagnes, etc. Their wines are of the best in quality, and the prices are materially reduced, so as to make rapid sale. Give your orders early. Freight paid by express or heated cars on all wines, whether in cases or in original casks.—Advt.

The grandest novelty of the season—Meurisse's orange chocolate cream bars. Give your orders to the travelers of Messrs. Mathewson's Sons, Montreal ; T. E. Charest, St. Gabriel St., Quebec, and W. C. Scott, 76 Queen St., Ottawa. They all carry a full stock of these delicious goods.—Advt.

Sunflower Brand of Navels

are the best. We have them.

THE DAWSON COMMISSION CO., - TORONTO

Your Consignments of Poultry, Butter and Eggs Solicited.

J.V DE YBARRONDO & Cº

Successors to James Violett & Cº

IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS

Rª ROSE CHOICE

SUPERIOR EXTRA

EXCELSIOR

EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED

GREEN PEAS OLIVE OIL

MUSHROOMS SARDINES &c

BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables,

Pure White Wine Vinegar,

Clarets, Brandies and Champagnes.

JUST RECEIVED

Special consignment of

No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspe Herring,
Large Frozen Newfoundland Herring,
Frozen Haddock, Finnan Haddies.

Extra Choice Fish. Quality Guaranteed.
Attractive Prices.

J. & R. McLEA

THE IMPORTERS

23 COMMON ST., - MONTREAL

Your Business First

You are more interested in your business than in ours; but the more interest you take in our **FISH** the better for your business.

You'll get in this line a combination of high quality and reasonable price that cannot be duplicated. You will find that the reputation of the goods will draw trade; and the quality keep it.

Your business interests are best protected by the **ATLANTIC FISH CO.** line—the best and most complete line of **FISH** sold in Canada.

"Halifax," "Acadia" and **"Atlantic"** are our brands.

Atlantic Fish Companies, Limited

Lunenburg, N.S.

A. H. BRITTAIN & CO., Agents for Quebec and Ontario, Montreal

Better Late than Never!

Start in the New Year by asking your wholesale grocer for Brunswick Brand of Canned Goods. All the leading wholesale grocers sell Brunswick Brand.

Wishing you the compliments of the season, we are,

Yours Respectfully,

Connors Bros., Limited

Black's Harbor, N.B.

SARDINES are fighting shy of their old haunts on the French and Portuguese coasts.

The best are now caught off Norway and the leading brand packed is

"King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard olive oil, demand "King Oscar" brand from your jobber.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

Fresh
Frozen
Smoked
Salted

FISH

Pickled
Dried
Prepared
Boneless

All kinds now in stock. The largest assortment and best variety of fish in Canada. Give us a trial order that we may convince you.

Prompt Shipment. Low Prices. Quality Guaranteed.

Prices mailed on request any time. Get them.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

IF

you want anything in

FISH and OYSTERS

Let us know your wants, we promise satisfaction on each and every order.

THE F. T. JAMES CO., LTD.

76-78 Colborne Street, - - TORONTO

F. T. JAMES, - - Manager

H. C. ROWE & CO'S.

"Long Island Native"

CHOICE

OYSTERS

40 years' experience has demonstrated this firm's superiority in growing and shipping oysters.

Declared by health and food experts in the United States to be the most sanitary and healthful oysters grown. TRY THEM.

Sold by Imperial measure, solid meats.

White & Co., Ltd.

Toronto and Hamilton

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—Experienced process man for tomato canning factory; references required. Address all communications to Fraser Bros. & Whitehead, Kelowna, B.C. (5)

WANTED—Responsible salesman selling to retail grocers to handle sideline paying an A1 commission; no sample to carry; circulars only. Address Box 178, CANADIAN GROCER, Toronto.

TRAVELERS WANTED.

WANTED — Salesman in each province of the Dominion calling on the grocery trade, to sell Sinecure Scourer, a polishing and scouring soap, on commission; liberal commission and exclusive territory to the right man. Apply Cancomco, this office.

SITUATIONS WANTED.

YOUNG man, 25 years of age; seven years' experience as practical grocery and confectionery salesman; desires position on the road for responsible house; territory east of Toronto; knows and can sell goods. Box 177, CANADIAN GROCER, Toronto.

AGENTS WANTED.

WANTED—Domestic and foreign agencies; we have working salesmen and advertisers; good references. R. F. Westhaver & Co., manufacturers agents, Halifax, N.S. (5)

SARDINE AGENCY—Large Norwegian packers of sardines want energetic agents in the different parts of Canada. Applications marked "Quality" to the CANADIAN GROCER, Toronto. (8)

SITUATION VACANT.

WANTED—Position as traveler, to represent first-class firm of wholesale grocers, in Edmonton and Alberta. Apply R. R., care of CANADIAN GROCER, Toronto. (6)

Apples Wanted

Spies selling No. 1 at ***$4.00***
" " No. 2 at ***$3.00***

Mixed cars also selling well.

DON'T DELAY SHIPMENTS

We also want

Potatoes, Fresh Eggs, Butter and Poultry

Auction sales

Monday, Wednesday and Friday

G. A. BOOTH

51 Nicholas St. Fruit Exchange Bldg.

OTTAWA, ONT.

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

NEW BRUNSWICK BUSINESS GOOD

Fishermen Shipping Lobsters to Maine —Change in Steamer Calls Discussed— Some Crop and Dairy Statistics.

St. John, N.B., Jan. 27. 1908.

There has been practically no change in local grocery circles during the past week. Business continues fairly good and collections are reported satisfactory.

* * *

Local fishermen report that several consignments of lobsters have been sent to Portland, Maine, recently, owing to a scarcity of lobsters along the Maine coast.

* * *

After being in business as a baker for fifty years, David Mitchell, of Castle Street, 79 years of age, has gone back to work at T. Rankine & Sons, where he learned his trade. Despite his years, Mr. Mitchell is still remarkably active.

* * *

The provincial dairy school will open at Sussex this year on Monday, March 9. Three courses will be conducted, a creamery course, commencing March 9; a farm dairy course on the same day, and a cheese course commencing March 25. The superintendent, C. W. McDougal, will be assisted by T. C. Daigle, Moncton, F. Y. Morrow, Charlottetown, and J. H. Grisdale, Ottawa, or R. Robertson, Nappan, one of whom will lecture on field and animal husbandry and competent lecturers on the subjects of "Cow testing a fundamental in building a dairy herd," "Dairy veterinary," and "The need of sanitary milk in the Maritime Provinces." Students from Prince Edward Island will attend the school as usual. The curriculum this year has been extended and the session promises to be the most comprehensive in the history of the school.

* * *

The proposal of the Montreal Board of Trade that the West India steamers should proceed to that port in the summer season has aroused much interest in St. John and Halifax. J. C. Stewart, of Halifax, who was in the city last week, stated his views in the matter. Mr. Stewart has a large acquaintance with West India trade relations, having made several visits of some duration at the different West India islands, with a view of ascertaining what Canada's prospects may be for a further development of business. He does not think that the general export trade of this country will be benefited by sending the boats to Montreal.

"The only advantage of such a change, in my opinion," said Mr. Stewart," "would be the fact that at Montreal one finds a larger stock of cereal products than is carried at any maritime province port.

"I think it must be evident therefore, that it is not cheaper freights that are wanted to increase the Ontario exports to the West Indies, because we are now getting them quite as low as we could hope to do if the ships sailed from Montreal instead of St. John or Halifax. The export rate on flour from an Ontario point to Halifax or St. John is very little more per hundred pounds than to Montreal.

"What would help Canada's West India trade in cereal products most," said Mr. Stewart, "is a small tariff preference in the markets of our sister colonies. One need only to take into account the old established connection of New York with all the British West Indies and also to look at the map to see that the process of increasing our exports of western products to the West Indies by direct steamer is one of making water run up hill. To do this we must have artificial assistance, and the tariff preference is the one that seems most natural in view of what we have done in the same way for British West India sugar.

"Please observe," said Mr. Stewart, "that I have specified western products. I do this to distinguish between the local trade in fish and lumber, which are natural exports of the Maritime Provinces. We need no further help for the latter, because in these lines we are the fountain head of supply on this continent."

Mr. Stewart holds that whether viewed from the local or Dominion standpoint St. John and Halifax are the best ports for the British West India steamship line, and he says that to maintain the twelve day service and go to Montreal would mean greater expense without the hope of adequate or sufficient compensation.

THE MAN WHO SMOKES

is worth going after, Mr. Grocer. He has money to spend, and wants to spend it—good combination for trade ! Go after him with

T. & B.

"THE PERFECT PIPE TOBACCO"

Give him a pipeful, and you will sell him a regular supply. It is delicious—mild and fragrant and cool, never "bites the tongue" or clogs a pipe.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

The annual meeting of New Brunswick Farmers' and Dairymen's Association was held in Fredericton Jan. 22. Hon. W. P. Farris, commissioner of agriculture, presented some statistics on crops in the province last year, as follows :

"The province produced last year of the six crops of which my department collects statistics :

	Average per acre
410,714 bushel wheat	19.9
5,748,134 bushels oats	29.5
96,558 bushels barley	23.5
1,451,911 bushels buckwheat	24.9
5,182,503 bushels potatoes	115.0
2,836,394 bushels turnips	493.6

This is an increase over 1906 of all crops except barley and potatoes.

There was a largely increased acreage of potatoes planted in 1907, but on account of blight, which caused the tubers to rot, and the frost before spoken of, the yield per acre was only 115 bushels against 135.1 for 1906.

Prices for all first-class products have ruled high during the season.

Canadian dairy statistics for 1907 are rather disappointing. In New Brunswick the dry season of 1906 left the farmers laboring under a shortage of feed for their cows during the winter of 1906-7. This shortage of feed and consequent poor condition of some of the herds, made a discouraging outlook for the season of 1907. We have experienced in New Brunswick only a small percentage of the decrease anticipated by reason of these conditions.

The total cheese made in New Brunswick factories in 1907 was 1,255,541 pounds. The total butter was 937,576 pounds. The price secured for cheese was 11.85 cents, as compared with 11.7 in 1906. The price secured for butter was 23.97 cents in 1897 as compared with 22.50 cents in 1906. The total value of cheese and butter produced in factories in 1907 was $373,585.49."

SATISFIED WITH NEW TREATY.

Letter From Parisian President Discusses Attitude in France Toward Franco-Canadian Agreement.

A letter to this journal from a Canadian resident in Paris, France, who is in a position to be thoroughly in touch with the business situation in that country, includes some interesting points in regard to the new Franco-Canadian treaty. He says :

Referring now to the new treaty, I may state that it is received with much interest by business circles engaged in export and some in importing here, and with satisfaction in the manufacturing districts concerned in the Schedule C rates. Some objections are made, especially to the clause granting Canada nearly all the minimum tariff rates on agricultural produce. The slight difference existing in many cases between the Canadian intermediate and general tariff are criticized when compared with the large differences between the preferential and the intermediate tariffs. Your friends across the line and also the Germans seem to be pouring oil or something else on this fire. Considering this it is possible that a warm discussion may follow before the French parliament, but sincerely hope that the treaty may be finally approved and ratified.

"One point which does not seem to have been very strongly emphasized in Canada is that as soon as the treaty is ratified Canada will be the only country, outside of Europe, which will enjoy a substantial part of the reductions of the French minimum tariff on manufactures and agricultural products.

"The treaty arrangements seem to have been to some extent the result of efforts made by Canadian business men during the visit of the Manufacturers' Association in 1905. You will remember that at that time W. K. George, president of your association addressed our chamber of commerce and the procedure recently made seems to be along lines suggested at that time. We remember here very pleasantly the occasion of the visit of the Canadian association."

PEOPLE CHEW MORE GUM.

Gum Trust Made Million and a Half Profit Last Year.

W. J. White, one of the founders and owners of the Chewing Gum Trust, as the American Chicle Company is popularly known, has retired from the company, and at a meeting of the stockholders yesterday, James Nicholl, his successor on the board, was elected. A year ago George H. Worthington succeeded Mr. White as president of the company.

According to the annual report of the company, the chewing gum element in America continues to chew more gum each year. The company made a net profit of $1,658,000 last year, out of which $1,260,000 was paid in dividends.

It takes nearly 3,000,000 acres of land in Mexico to produce the chicle from which the chewing gum is made.

R. B. McGill, representing the Excelsior Fruit Cleaner Mfg. Co., Peterboro, called upon the Montreal trade last week.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

20 years of progress of the firm of

JOS. COTE

Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.

Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.

We have 6 travellers who are continually on the road at the disposal of our customers.

Branch : 179 St. Joseph St. Phone 1272, 2097

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

NEW VANCOUVER WAREHOUSE

One of the Finest Wholesale Buildings on the Coast Recently Erected and Equipped for the W. H. Malkin Co.—A Well Arranged Floor System and a Record Moving.

Into a warehouse with floor space of over an acre and a half, the W. H. Malkin Co., Ltd., moved their immense wholesale grocery business on Monday, Jan. 15, and in the change did not disturb their routine enough to delay shipment of a single order half an hour. That is a record "moving" when it is taken into consideration that a stock of over a thousand tons had to be shifted and a large staff of clerks and shippers had to leave their desks at the old premises and take up their work at the new location.

A splendid warehouse, massively built in mill construction style, now accommodates the growing business of the W. H. Malkin Co., Ltd., one of the largest wholesale grocery firms in Canada. The building was erected especially for the firm. In its construction no detail making for solidity, convenience and quick handling of goods was overlooked. The walls are of brick and concrete. Every one of the six floors is made of 2x8 fir planking on edge and spiked together, while each floor is supported by massive pillars and girders. The basement is solid cement concrete and gives a seventh floor for warehousing. It is arranged for butter, cheese, eggs and other produce, having butter packing and egg candling rooms.

On the ground floor nothing is to be warehoused, the receiving and shipping of goods being done here exclusively. For this work the arrangement is perfect. A railway siding at the rear is at such a grade that the floors of the cars are at the same level as the warehouse floor. Wide doorways allow of several cars being unloaded at once. To the ground floor are brought all orders of goods to be prepared for shipment. Two freight elevators, electrically operated, one for receiving, one for shipping, reach all floors. Platform trucks have taken the place of the old two-wheeled truck, and these are loaded on each floor in assembling an order for shipment, and run on the elevator for delivery to the shipping floor. A feature of this ground floor is its driveway entirely round, so that teams come in one side and go out the other, after making the circle of the floor. All loading for local delivery is thus under cover.

On the second floor is a large packing room, also a closed room for broken packages of small goods, such as candies, grocers' sundries, etc. Another room encloses the cigar and tobacco stock, while there are certain lines, such as biscuits, candies, brushes, etc., warehoused here. The front of this floor is devoted to the accounting offices and the president's private office. The sales offices are in front on the ground floor, in close touch with the offices of the shipping clerks.

The third floor is stocked with such staples as salt, flour, cereals, condensed milk, etc. On the fourth floor are carloads of canned goods, starch, soap, syrup and other cased goods. The fifth floor warehouses canned salmon, oils, pickles, cocoa, English imported goods, brooms, tubs and hollow ware, paper, etc.

The sixth floor is devoted entirely to teas and coffees, and to the packing room for these goods. This latter is extremely convenient in arrangement. On one side of the room is a double row of bins or shelves to contain opened chests and half chests ready to be put through the blending process.

The handling of the large shipping business, in which orders are received from over a thousand customers, is done entirely on the "floor system." Each floor has its own head, who is responsible for the receipt and care of stock and only certain stocks are placed on each floor. When an order comes in to the shipping office, each floor manager gets a slip covering the goods wanted from his floor, and no confusion can arise as a different colored slip is used for each floor. A desk and phone on each floor gives full facility to the manager of each to get out his orders quickly. In the main office is not only a diagram of each floor, showing the location of each variety of stock, but stock lists show the quantities in hand.

The business offices are most conveniently laid out, an open stairway connecting the sales offices on the ground floor with the accounting department and general manager's office. A pair of private offices at each side of the main entrance are occupied respectively by the assistant manager and buyer, J. P. Malkin and the tea buyer, W. T. Heddle. In Mr. Heddle's office is a complete set of fixtures for tea testing and coffee testing, his specialties.

W. H. Malkin & Co.'s New Warehouse, Vancouver, B.C.

ARE YOU A PACKER

OF

Baking Powder, Meats, Coffee, Lard, Spices, Syrups

?

If you put up any of these lines you must have heard of us and our cans. If not, we want you to know us.

We are makers of the finest, most reliable, and sanitary cans on the continent. To satisfy our customers has always been our aim, and we have succeeded in point of quality and in the matter of delivery and treatment.

Secure Samples and Quotations

ACME CAN WORKS

Montreal

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Price $25.00

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

DRY GOODS REVIEW

10 Front St. East

TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.

To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

J. HOWELL JAMES
333 Lippincott Street, TORONTO

Store Fittings, Counters, Showcases, Etc. Made to fit any store.
Write or phone me before fitting up your store or making alterations.
PHONE COLLEGE 2880

DON'T WHINE!

When Collections are Slow

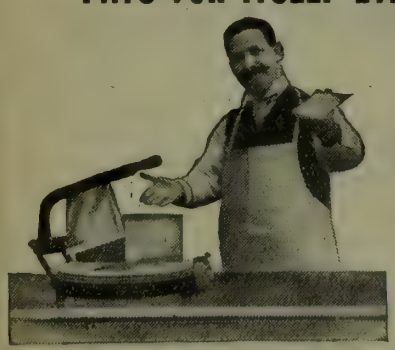
Send them to

The Beardwood Agency

313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

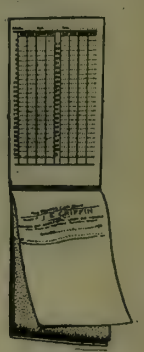
18 and 20 Mary St.,
HAMILTON, Ont.

The Need Supplied

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates. The

"Duplex" Counter Check Book

Is just that kind of book. It is made in various sizes too. You will find the book of much service to you.



Write and secure sample, free.

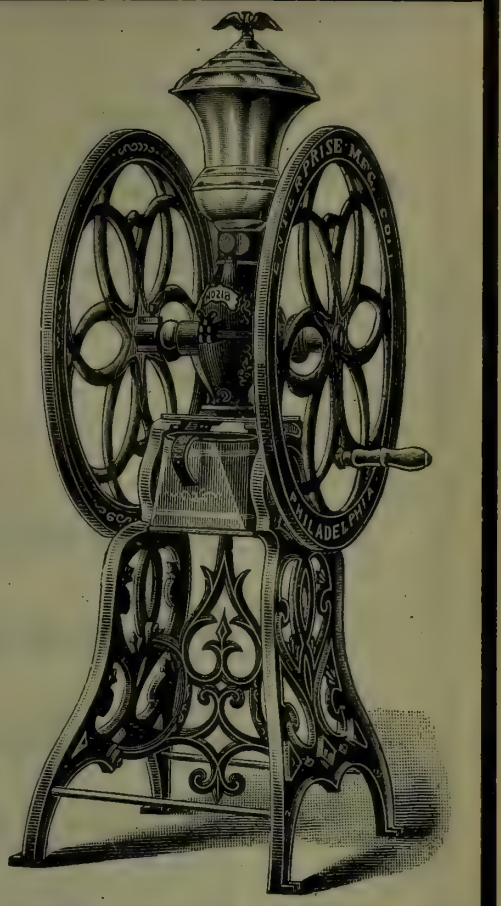
The Carter-Crume Company, Limited
Toronto and Montreal

MARKED "ENTERPRISE"

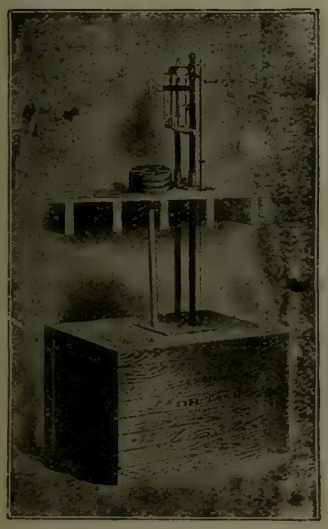
Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.



Saves Money at Every Point



Cut 1
Cellar Outfit

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil— and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

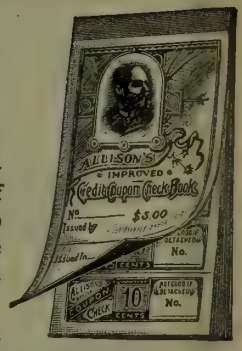
Write us for catalog B. It is free.

S. F. BOWSER & COMPANY, Limited

66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one, write for our liberal exchange offer."

Simplified Account Keeping



The cost of recording a multitude of small sales eats up a big slice of the profit on such transactions.

Such accounts can be kept better, more accurately and at a cost absolutely insignificant by the use of

Allison Coupon Books

HERE IS HOW THEY WORK:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

To the Wholesale Trade

We offer for immediate delivery subject to being unsold:

Bordeaux Shelled Walnuts
6 Crown Shelled Almonds
Fine Selected Valencia Raisins
Superior Quality Malaga Raisins
Fine Filiatra Currants
Santa Clara Prunes
Oregon Prunes
Eleme Figs

The quality of these goods is acknowledged to be excellent, and we are offering them at prices which will interest every buyer. Now is the time to buy. Send for quotations and samples.

MacLaren Imperial Cheese Co. Ltd.
HEAD OFFICE, - - TORONTO.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 31, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $1 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO

Crown Brand—
1 lb. tins, 2 doz. in case $1 20
½ lb. " 2 " " 0 80
¼ lb. " 4 " " 0 45

ST. GEORGE'S BAKING POWDER

			Per doz.
Trial size,	6 doz. in case.		$0.90
4-oz.	4	"	1 35
6-oz.	3	"	1 80
8-oz.	3	"	2 35
12-oz.	2	"	3 55
16-oz.	2	"	4 55
32-oz.	1	"	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb. $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ½ gross box 2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

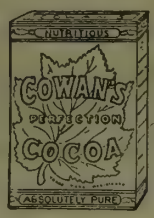
EBY, BLAIN CO. LTD.

Meat of Wheat, per case 4 20
Wheat OS, 16 lb. bags 0 19
"Pickaninney" Buck Wheat Flour doz. 1 00
" Pancake Flour, " 1 00
" Pastry Flour, " 1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Perfection 1-lb. tins per doz. $4 50
Perfection, ½-lb., per doz. 2 60
" ¼ lb., " 1 40
" 10c. size " 0 90
" 5-lb. tins per lb. 0 40
Condensed cocoa, cream and sugar, doz 2 25
Soluble, bulk, per lb 0 22
" " " 0 19
London Pearl per lb. 0 14
Special quotations for Cocoa in bbls., kegs, etc



Chocolate—
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30
The following sweetened for household purposes:

Royal Navy, ¼'s, ½'s, 12-lb. boxes per lb. 0 33
Diamond, ¼, 7's, boxes, per lb. 0 28
Perfection, 2c. size, 2 doz. in case per doz. $1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz. 0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Chocolate—
Maple buds, 5-lb. boxes, lb. 0 33
Vanilla wafers, " 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes, lb .. 0 28
" " 2's, nonpareils " .. 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks, box 1 35
Milk cakes, 5c. size, box 1 35

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

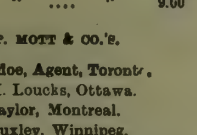
A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case ..... per doz., $ .90
¼ " " 4 " " .... " 2.40
½ " " 2 " " .... " 4.75
1 " " 1 " " .... " 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼s (for cooking), doz 0 95
Prepared cocoa, ¼'s 0 34
Prepared ⅓'s 0 32



Mott's breakfast cocoa, ¼'s 0 42
" " ½'s 0 42
" No. 1 chocolate, ½'s 0 38
" Navy " ½'s 0 35
" Vanilla sticks, per gross 1 10
" Diamond chocolate, ½'s 0 27
" Confectioner's chocolate, ... 0 34
Sweet Chocolate liquors 0 38

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 43
Breakfast cocoa, 1-5, ¼, ½, 1 & 5-lb. tins	0 43
German Sweet chocolate, ¼ and ½-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 [illegible]
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
lb. "	0 27
lb. "	0 [illegible]
1 and ½ b. packages assorted	0 26½
¼ and ½ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	In 15 lb. pails	15 lb. pails and 10, 25 and 50 lb. boxes.	
	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED

"Jersey" brand evaporated cream per case (4 doz.) $4 65
"Reindeer" brand per case (4 doz.) 5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 [illegible]
15-year-old Mandheling Java and hand-picked Mocha	0 [illegible]

1-lb. fancy tins choice pure coffee, 48 tins per case ..... per doz. 2 5[illegible]
Madam Huot's coffee, 1-lb. tins 0 32
" " " 2-lb. tins 62
100 lb. delivered in Ontario and Quebec.
Rio No. 1 ..... 0 15

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal and Toronto.
5 oz. bottles, 4 doz, per doz 1 75
10 " " 4 " " 3 00
Rep. quarts, 1 " " 6 50
Imp. " 1 " " 9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33
"Gilt Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 3

Cheese.

Imperial—
Large size jars, per doz. $8 25
Medium size jars, " 4 50
Small size jars, " 2 40
Individual size jars, per doz. 1 00

Imperial holder—
Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00

Roquefort—
Large size, doz. 1 40
Small size, " 2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

Bottles				Per case.
1-oz.,	case of 2 doz			$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins $1 25
" " " 1-lb. tins 2 25
" " groats ½-lb. tins 1 25
" " 1-lb. tins 2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

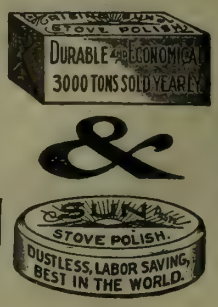
Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.

Last Year We Sold More

RISING SUN STOVE POLISH IN CAKES



SUN PASTE STOVE POLISH IN TINS

than we sold in 1906, notwithstanding the 1907 business depression. You know what that means. It means that THIS YEAR we will sell a great deal more Stove Polish than ever. If our business increased under adverse conditions of 1907, what will it do in 1908? You want to push the Stove Polish that is selling. You make no mistake when you push RISING SUN and SUN PASTE.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The

Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded and Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED

14-38 Gray Nun Street, MONTREAL

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
6 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case.per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails.....	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 12

Jelly Powders

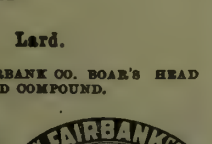
List price "Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09	
½-bbls. 0 09½	
Tubs, 50 lbs. 0 09½	
20-lb. Pails. 1 80	
20-lb. tins.. 1 80	
Cases 3-lb . 0 10	
" 5-lb.. 0 09½	
" 10-lb.. 0 09½	



Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, ½-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto	
Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.	
Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON

Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.			
Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.			
Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... .....per doz.	$1 40
" ½-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
" ½-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars '	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON

Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.	
1-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases.....	3 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish.... ..... "	10 20

Starch.

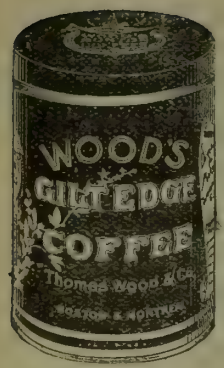
EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 [illegible]
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½

WITHIN YOUR GRASP



ESTABLISHED 1879

To make business grow requires as much art and attention as it does in other fields to raise a tender plant.

You must study its wants, jealously guard it, feed it, nurture it.

Wavering, uncertain, experimental treatment as often ruins as benefits.

"In grasping at uncertainties we lose that which is certain," the moral of which is, you have in

WOOD'S COFFEES

the unfailing material to revivify, stimulate and build up trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Colonial Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maine Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

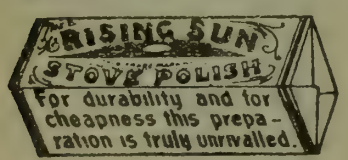
pkgs., cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Argon Gloss, 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 00
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gall ns	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " " "	2 75
10-lb. " 6 " " "	2 65
20-lb. " 3 " " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

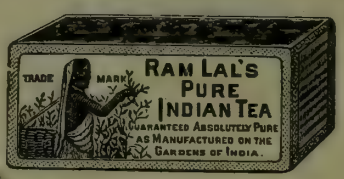
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	} 120 ½-lb	0 35
" " 30 1-lb.		
" " 120 ½-lb		0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs., ½s & ⅛s.	0 30	0 40
" " 1 lbs. & ¼s.	0 28	0 30
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb. " "		0 21
Blue Label, retail at 30c		0 22
Green Label, " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 40
Gold Label, " 80c		0 55

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 76
" " 1-lb "	0 05

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 00

CANE'S WASHBOARDS.

Pony per doz.	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 00
Gillett's cream yeast, 3 doz. in case	1 00

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme
Montreal and Toronto

INDEX TO ADVERTISERS.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
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3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
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7. Testing, Blending and Preparing.
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Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

When writing to advertisers, kindly mention having seen the advertisement in this paper.

SPECIAL

Simcoe { **BONELESS CHICKEN**
CHICKEN SOUP
GIBLET SOUP

Ask your **Wholesale House** to quote you their **Special.**

GET IN ON THIS.
Act Quick or Too Late.

CANADIAN CANNERS, Limited

Buy Rice Seeded Raisins Prunes from us

4 free 'Phones —use them

(Our values are unexcelled, our shipments promptly and carefully made.)

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON, - - - - - - ONTARIO

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY

SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

HERE IS THE ACTUAL PROOF

Three weeks ago we told you of the remarkable increase in our sales in 1907 over 1906. This week, the following quotations from a few letters received during the past few days, express in the words of grocers themselves what "SALADA" is doing for them. They tell of the large and profitable tea business that thousands of grocers in Canada have made with

"SALADA"

Aurora, Jan. 28th, '08.

Messrs. P. C. Larkin & Co.,
Toronto, Ont.

Dear Sirs,—We are glad to notice that the sales of "SALADA" are forging ahead. We find it the most satisfactory line of goods we handle in all our business, and intend to increase our sales for it this 1908.

Yours truly,
TOWNS & CO.

Published by permission of Messrs. Towns & Co.

WE BELIEVE THE FOLLOWING QUOTATIONS SPEAK FOR THEMSELVES:

"Please repeat our last order, 'SALADA' is getting to be a great seller with us."
"Personally, I find my sales of 'SALADA' increasing every day."
"Those samples you sent were alright. 'SALADA' is the only tea."
"I feel that 'SALADA' is the only tea to sell, and I certainly intend to push it."
"We prefer serving our customers with the best, which of course is 'SALADA.'
"Send us another case of 'SALADA' as before. We are gradually discarding loose teas altogether, as we find more satisfaction this way."

The "SALADA" Tea Co., Toronto or Montreal

KEEP IT HANDY!

"CAMP" is worthy of a place on your counter—the foremost place. Every bottle you sell verifies our advertising and proves—to somebody—that "Camp" is just as delicious, wholesome and economical as we say. Not only so—but

"CAMP" Coffee

sells quickly and easily, and affords the distributor a very handsome profit.

Your Customers are looking for "Camp."
Keep up your stock and let it be seen.

Manufactured by R. Paterson & Sons, Coffee Specialists, Glasgow

AGENTS:— ROSE & LAFLAMME, MONTREAL

KENTUCKY REFINING CO.,

INCORPORATED

LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and Stearines manufactured by the Kentucky Refining Company of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under No. 11744.

Manufacturers and Refiners of the following High Class

COTTON SEED PRODUCTS:

NONPAREIL—Bakers' Oil, Choice Salad Oil.
SUNBURST—Prime Salad Oil.
SUM YEL—Cooking Oil.
APEX—Prime Summer Cooking Oil.
DELMONICO—Choice Summer Yellow Cooking Oil.
WHITE DAISY—Packers' Oil.
EXCELSIOR—Soap Makers' Oil, Miners' Oil.
SNOWFLAKE—A choice summer deodorized oil.
RED STAR—Boiled Down Soap Stock.

We are also producers of the very highest quality **STEARINE.**

STOCK CARRIED IN MONTREAL.

Prices furnished on application to

J. M. BRAYLEY,

MANAGER MONTREAL BRANCH

55 ST. PAUL ST., - - MONTREAL

Phone Main 6785

Y. & S.
SCUDDER
M. & R.
STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

Agents

C. E. Paradis, - -	Quebec.	William Forbes, - -	Ottawa.
C. DeCartevet, - -	Kingston.	Geo. Musson & Co., -	Toronto.
J. W. Bickle & Greening, -	Hamilton.	G. H. Gillespie, - -	London
Carman Escott Co., -	Winnipeg.	R. G. Bedlington & Co., -	Calgary
Tees & Peerse, -	Edmonton.	Wilson & McIntosh, -	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:—

Jose Segalerva
Malaga, Spain

will be Ahead of his Competitors Because the MALAGA SEEDED RAISIN is

Superior in Richness and Flavor, and can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

YOU WILL MAKE A GOOD PROFIT

Agents for the Dominion

ROSE and LAFLAMME — Montreal and Toronto

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

CAN WE HELP YOU ?

There are some grocers and general merchants living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow grocery man a couple of hundred miles away either to buy a set of scales or to sell a second-hand counter or show case did not seem practicable to even the most progressive grocers. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

Creates His Opportunities

He states his wants briefly in a "Canadian Grocer want ad." and in four days' time practically every grocer, clerk, grocery equipment manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

Every Grocer in Canada

can take advantage of our "want ad." page. Ask yourself is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but **you must take the first step.**

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

Rates:

1c. per word per insertion.
Box Number, 5c. additional each insertion.

The Canadian Grocer

MONTREAL **TORONTO** **WINNIPEG**

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Are Your Goods Sold in British Columbia?

Business was never better in this Province than at the present time. We have three first-class salesmen who are personally acquainted with every merchant throughout British Columbia, and can get the business.

If you want your goods SOLD, write us. Don't put it off.

Standard Brokerage Co., Limited

144 Water Street, - - - Vancouver

Box 1057 **T. E. JOHNSON, Manager**

GREIG'S WHITE SWAN COFFEE

is a delicate blend of the finest Mocha and Java imported direct by ourselves, roasted ***just right*** and packed ***hot*** into parchment bags—sealed and put into handsomely decorated square, hinged tins—one pound net weight. "The Coffee in the bag—the bag in the tin." Fresh from the roaster, the strength and the aroma of the Coffee simply cannot escape.

It is a Coffee prepared for ***particular*** people. The kind critical customers come back for. The kind that can be sold to people you never sold coffee to before.

Two dozen pounds in a case

Try it and see how your coffee sales will grow. We depend on our first sale to make the second one.

The Robert Greig Company, Limited

TORONTO

PURE TOMATO CATSUP

made from the WHOLE TOMATO only, is a line which will unquestionably please your customers. We make a specialty of absolute purity in all our goods; and you can safely recommend our pure tomato catsup as being made from the finest ripe, juicy WHOLE TOMATOES. This catsup is so delicious that every sale you make is the beginning of a long line of repeat orders.

Our lines of Pure Cider Vinegar and pure fruit Jams are declared by lots of grocers to be great sellers.

The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - ONTARIO

"Pride of Canada"

In our high class Maple Specialties we have built up a reputation for **superiority** which makes our lines a **safe proposition** for the retail grocer.

Absolute purity and general excellence in the products enables you to guarantee our Maple Syrup and Maple Sugar without any fear as to the customer's verdict after using.

IT PAYS

The Maple Tree Producers' Association

Waterloo, - Quebec

" I have just arrived from Japan to look after the next season's

JAPAN TEA IMPORT BUSINESS

and will stay in Canada for a short time. I shall be very pleased to hear from all my **WHOLESALE TEA FRIENDS.**"

SHAW T. NISHIMURA, Sole Agent, – 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.

MODEL E MACHINE

OUR No. 1 SINGLE ARC
500 Candle Power

OUR No. 3 SINGLE ARC
500 Candle Power

OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one withan entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesian supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**
LINDSAY, ONTARIO, CANADA.

Purity Means a Lot to You

Don't forget that your customer blames you—not the manufacturer—when he discovers impurity in any goods he buys from you. When selling fruit extracts, sell only

Shirriff's Highly Concentrated Pure Fruit Essences

They are the concentrated essence of pure fruits, absolutely free from the slightest taint of adulteration. Prices upon request.

IMPERIAL EXTRACT CO., 18-22 Church St. Toronto

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

PRUNES

ALL SIZES. PRICES RIGHT.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dirty and fly-specked.

Seems as if ***every successful*** retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy "just as good" kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED
Windsor, - Ontario

E. T. BUYERS---CASH BARGAINS

On Monday we take stock. We have on hand a considerable stock of Raisins, Evaporated Apples, Prunes, Dates, Currants, Beans, Red Onions, etc. These goods we desire to get out next week and to facilitate their movement we are accepting brokerage prices.

SEND IN ORDERS IF YOU WANT TO SAVE MONEY

T. A. Bourque & Co., Reg., Sherbrooke, P.Q.

E.D.S. Brand Jams and Jellies Are Absolutely Pure

We know this to be the whole truth and nothing but the truth. And in further proof, along comes the Dominion Government analyst who virtually declares it to be without a peer in Canada for purity. Ask and we'll show you the document. **Ingredients,** Pure Ripe Fruits and Pure Cane Sugar.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

White Moss

Your best selling argument when placing any line before a customer, especially Cocoanut, is quality. Our brand is the leader of Cocoanuts in this respect. Have you a sufficient stock?

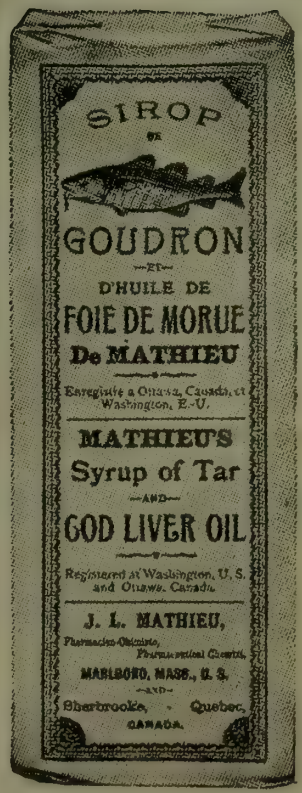
The Canadian Cocoanut Co. 613-619 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL



Mathieu's Syrup

of Tar and Cod Liver Oil

THIS IS THE SEASON in which such large quantities of Mathieu's Syrup are sold. It is a time when every second person you meet has either a cough or a cold. Nine out of ten of these people call for Mathieu's Syrup of Tar and Cod Liver Oil—because they know how efficacious a remedy it is.

MORAL: Keep a good stock of Mathieu's Syrup. It sells without effort and gives you a decent margin into the bargain.

Mathieu's Nervine Powder's taken in combination with Mathieu's Syrup are the best cure for La Grippe, Feverish Chills, etc.

Send your order along to us to-day.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

E. NICHOLSON

CODES,
A B C 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901

D. H. BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG
CALGARY
EDMONTON

BANNATYNE AVE EAST
TRANSFER TRACK

EDMONTON BRANCH NICHOLSON & BAIN
CALGARY BRANCH: NICHOLSON & BAIN

Winnipeg, Man.

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

We have REMOVED to our New Factory

Sterling Road

(North of Dundas Bridges)

Phone Park: 376

The T. A. Lytle Co. Limited,

Pickle Manufacturers

Toronto

St. George's Baking Powder Limerick Contest

Advertising Matter Free to Dealers

We have arranged a Limerick Contest to further advertise St. George's Baking Powder.

$500.00 in cash prizes will be offered.

The advertising starts early in January and will continue until the contest closes on February 28th.

One of the conditions is, that every contestant must send in the trademark taken from a can of St. George's. This means that more people than ever will buy this famous Baking Powder.

In order to bring trade to your store, we have made large facsimiles of the Limerick advertisement, suitable for outside window display and also for store bulletins.

We send them free to dealers.

Write for as many as you can use—display them—and thus take advantage of the heavy advertising that will be done to push the sale of St. George's.

National Drug & Chemical Co.
of Canada, Limited, Montreal

Diamond E Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely skeptical about trying another coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new** life into your **Coffee Trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

THICK, SWOLLEN GLANDS

that make a horse Wheeze, have Thick Wind, or Chokedown, can be removed with

ABSORBINE

or any Bunch or Swelling caused by strain or inflammation. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. Book 3-C free.
ABSORBINE, JR., for mankind, $1.00, delivered. Cures Goitre, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal

We did not demonstrate or exhibit at the World's Fair at St. Louis in 1904 or the Diploma would surely have been ours.

But we have demonstrated at the ***Ottawa*** and ***Toronto Fairs*** and have won the Diplomas at both.

Consequently there is only one ***Best*** package tea and

"MELAGAMA"

IS IT

We aim for uniformity of quality ***365 days*** in the year.

We take all discounts and buy sufficient ***Tea,*** to tide us over any probable advance in the market, consistent with the best season to procure the ***rich flavory leaves,*** which warrants the best procurable quality.

We might say just here that we never had such a large and well selected stock to select from as we have at the present time. Our travelling staff are all genial fellows and are at all times on the alert for ***Bulk Tea*** business as well as for our renowned ***"Melagama."***

Our trade for the ***month of January*** was three times as great as for the corresponding period of last year. Our trade in the ***United States*** has grown to such enormous proportions that we have been compelled to engage much larger quarters for our ***Buffalo Branch,*** which is now located at the corner of Ellicott and South Division Sts., opposite the Post Office, where any of our numerous friends and customers are invited to call and enjoy a cup or sample of our delicious beverage.

We will also be only too happy to forward a liberal sample of any price and quality, simply for the asking.

MINTO BROS.

Toronto and Buffalo

F. J. WHITE, General Manager and Proprietor

Doesn't It Stand To Reason

that when you sell a customer canned goods which are positively delicious in flavor and purity, she will want the same brand next time? No use talking, you can't be too particular in your selection of canned goods. To get the continuous trade of a customer you must sell her canned goods which have *positive* merit. The look and the taste must carry a conviction of outstanding excellence. That's the kind of canned goods which go into the cans of

OLD HOMESTEAD BRAND

Clean, well-grown, juicy fruits and vegetables, preserved in cans, with all their delicious natural flavor absolutely unimpaired. Give your customers Old Homestead Brand, and you can positively rely on them coming back again and again for more of it.

Your jobber is anxious to supply you with
Old Homestead Brand

The Old Homestead Canning Co.

Picton, Ontario

"Essex" Shipments

The rush of orders this season has given us all we could do to make shipments on time, and the out-go of goods all this month has been the biggest on record. It is easy to see that we're doing the business and that the better class of trade is with us. If you want any portion of the "Essex" line, you'll have to speak quick.

The Essex Canning and Preserving Co., Ltd.

Factory at Essex, Ont. 28 Wellington St. E., TORONTO, Can.

Celery Relish
Red Cabbage
Red Beets
} 16 oz. Round or 12 oz. Flat Bottles

Worcestershire Sauce
Tomato Catsup
Molasses
in Tins

Write To-day For Prices.

These goods are made by ENGLISH Firm located in Toronto. Get busy and try them, they sell like hot cakes.

JOHN CASSON CO.,
57 Front Street East, Toronto

Three Good Things For Shippers

of Groceries, Canned Goods, Liquors, etc.

WARMINTON'S CLUTCH NAILS
for strengthening and repairing boxes.

WARMINTON'S PAIL HOOKS
for Candy Pails, Lard Pails, etc.

WARMINTON'S STRAPPING
for binding cases.

Save you more in a month than will pay you for a year's supply.

Prices on application.

J. N. WARMINTON
Patented Shipping Specialties
207 St. James St., - Montreal, Canada

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion
Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

Jams and Whole Fruits

Complete range of Imported and Domestic goods. Prices Right.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

---

2 in 1

Shoe Polish

is a highly profitable line, which has, by sheer force of merit, become the staple shoe polish of Canada. No matter what amount of 2 in 1 you order, you can positively rest assured that every box of it will be sold in a short time. It shines shoes and preserves shoe leather.

The F. F. Dalley Co.
Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

Cream of Tartar Substitute

FINEST QUALITY CREAM POWDER

THREE GRADES

Manufactured by

THN WEAVER REFINING CO. Cheshire, Eng.

Samples and Prices on application.

Sole Importer

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

BARGAINS IN TEAS

We have decided to reduce our stock of Teas in order to facilitate our removal into our new stores and to save cartage and storage expenses. This means that we have arranged prices to suit buyers who are willing to grasp a real bargain. This is a real opportunity for making an extra profit.

Our Stock is Large and Well Assorted

WE PAY THE FREIGHT

on every lot of Teas of 200 lbs. or more, whether of one or more brands, until we move

Japan Teas

We have a complete variety of the Popular Brands. We fill all wants of the trade. We especially recommend the following brands which are *leaders*, both in quality and price:

"Victoria Brand" in 90-lb. packages.
"Princess Louise Brand" in 5, 30 and 80-lb. packages.
GUNPOWDER, all favorite brands.
SIFTINGS from Japan or Ceylon.

Black Teas

All our Black Teas are fully assorted as to prices and qualities. We call your particular attention to the following brands which we thoroughly recommend:

PEKOE ORANGE FROM CEYLON.
CEYLON BLENDS.
FORMOSA OOLONG.
SCENTED ORANGE, PEKOE OF FOW-CHOW.
ASSAM BENGAL.
"VICTORIA" BLEND BRAND.
"PRINCESS LOUISE" BLEND BRAND.

These are all fine goods and rapid sellers.

Wines and Liquors

We pay the freight on wines in cases or in original casks shipped either by express or in heated cars. We are sole agents for the largest firms and producers of Wines, Champagne, Port, Malaga, Sherries, Clarets, Burgundies, Sauternes, and we can cater to all the requirements of the trade in respect to prices, qualities and brands. It will pay you to place your orders with us.

For all information, quotations, etc., write, phone or wire at our expense.

Laporte, Martin & Co. Ltd.

Wholesale Groceries, Wines and Liquors

Montreal

Some French Table Delicacies for You

You have read of the new French treaty, and, consequently, know that many of the unexcelled products of France are now coming into Canada on payment of a smaller duty. We represent one of the most noted houses in France, Talbot Freres, Bordeaux, whose specialties should be on the shelves of every grocer open to win new customers and hold old ones. Here are a few of their most attractive lines:

Mushrooms
Scarce, but we have them.

Lima Beans
The Most Delicious.
Sold in Tins.

Asparagus
Whole and Tins.
Tins and Glass Jars.

Brussels Sprouts
People Ask for Them.
Are in Tins.

Green Peas
A truly French Variety.
Tins and Glass Jars.

Mixed Vegetables
A very Fine Line.
Tins and Glass Jars.

Also French Pastes, Macaroni, Vermicelli, Capers, Anchovies (in salt and oil), Truffles, Artichoke Bottoms, String Beans, Olive Oil. Each and every line the best produced.

SEND IN YOUR ORDERS

Hudon, Hebert & Co., Limited

Wholesale Grocers and Wine Merchants

Montreal

THE MOST LIBERALLY MANAGED FIRM IN CANADA

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

The illustration below shows the interior of our storage warehouse where tons of fine long green corn is waiting to be made into

"PANSY" BROOMS

THE MAKING OF "PANSY" BROOMS.

Pansy Brooms are made in only one size and weight. The right size for household use.

Anything heavier tires the housekeeper for no purpose, anything lighter has not sufficient body. "PANSY" BROOMS are just right.

Interior of our Storage Warehouse showing bales of Broom Corn.

Each "PANSY" BROOM is enclosed in a separate wrapper.

WRITE FOR PRICES

H. W. Nelson & Co., Limited

Office and Warehouse: 92 Adelaide St. W.

Toronto, Ont.

Factory: 15, 17, 19, 21 Jarvis St.

Tartan BRAND

SIGN OF PURITY

New Pack

Wagstaffe's Marmalade

1-lb., 20 oz. and 28-oz. glass; and 5-lb. and 7-lb. gold lacquered tins.

Canned Fruit TARTAN Brand

Full Assortment

RASPBERRIES, STRAWBERRIES, PEACHES, PEARS, PLUMS, Etc, Etc.
You will make money by anticipating your future wants in above lines. Our TEA SALE a great success. Lots of bargains left. Write for samples if you are open, or Phone 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.

Wholesale Grocers. - HAMILTON

QUAKER SALMON

TRADE MARK

M

SONS

ESTABLISHED 1834.

Our instructions to the British Columbia Packers' Association, when we decided to offer to the trade ***Quaker Salmon***, were: "Pack absolutely the best salmon obtainable. Use every precaution to ensure retention of original quality. Make the package the most attractive on the market."

When ***Quaker Salmon*** was shipped, they wrote us: "As instructed, we gave our best attention to selection and packing of this brand, and the shipments represent highest grade of Sockeye Salmon packed on the Frazer and Skeena rivers. We feel sure that you will feel pleased with the quality and general condition of these goods."

We are pleased. ***You*** will be, when your order is filled.

QUAKER SALMON, flats, - - $2.05
QUAKER SALMON, talls, - - 1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

Matches that do more than burn—

Our Matches

"Laurier" and "Togo" brands

show you a bigger profit than any other brands. They also cost you less, as the freight charges are a big factor to you . . .

Let us hear from you
A post card will bring particulars

The Improved Match Co.

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

Cables—BOYD, TRINIDAD. All Codes Used.

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.,

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. London and New York, Frame & Co.

ARE YOU A PACKER

OF

Baking Powder,
Meats, Coffee, Lard,
Spices, Syrups

?

If you put up any of these lines you must have heard of us and our cans. If not, we want you to know us.

We are makers of the finest, most reliable, and sanitary cans on the continent. To satisfy our customers has always been our aim, and we have succeeded in point of quality and in the matter of delivery and treatment.

Secure Samples and Quotations

ACME CAN WORKS

Montreal

TOILET SOAPS

Bring A Good Profit

The average grocer has found that our high-class toilet soaps sell very freely, and bring him a good margin of profit. There are some, however, who are not yet buying from us. We want to hear from these, for we have a particularly attractive proposition to make them.

SAVONS FRANCAIS

C. PAGNUELO, Manager

Factory: 1653 Notre Dame St. E.
Offices: 225 Coristine Bldg.

MONTREAL

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS THOS. SYMINGTON & CO. EDINBURGH

SIGNAL BROOMS

Well and carefully made of best materials. In all sizes, styles and weights. Unsurpassed in value by any, equalled by few.

JAMES TURNER & CO.
LIMITED

Hamilton, Ont.

Naptho SOAP
MADE IN CANADA

The soap question is worth consideration from the standpoint of economy.

Selling inferior soap costs you many a dissatisfied customer.

Why not win permanent customers by selling soap of worth?

NAPTHO SOAP always pleases because it does more work than any soap on the market.

Can be used in either HOT or COLD water.

At the price quoted to the trade NAPTHO is the best value of any SOAP on the market, and it is impossible for a manufacturer to produce a better article at any price.

Washes everything washable in either HOT or COLD water.

The Welcome Soap Co.
Limited
St John, - N.B.

DRIED FRUITS
—AND—
FILBERTS

Thos. Bell, Sons & Co.
MONTREAL

Representing

D. S. Parthenopulo,
PATRAS

"Somerset" Brand Currants

Thos. Bell, Sons & Co.
MONTREAL

Tea Inspection at Hamilton and London

System of Local Examination With Ottawa Inspector Behind It Works Smoothly in Hamilton—London Sends Samples to Ottawa But Experiences No Noticeable Delays—The Basis of Local Inspection.

Reference has been made at considerable length in these columns recently to the claims of Montreal wholesalers and importers for a local tea inspector by whom the matter of the inspection of teas might be facilitated and alleged delays in delivery avoided. The position of the Toronto importers on the subject has also been comprehensively outlined. With a view to finding out how the Government's system of inspection worked out in other centres and as far as possible to get in touch with all the facts of the case, The Grocer representative visited Hamilton and London last week, called on the tea importers and wholesalers in those cities and gathered a good deal of information on the subject, which is presented herewith.

Hamilton Has Local Inspector.

Hamilton is in the position of possessing a local tea inspector, though, curiously enough, his appointment was made with so little flourish and the system has worked out so satisfactorily that the majority of the local importers were not aware of his existence, and were very much surprised when informed by The Grocer representative that their teas were not inspected at Ottawa, as had been done previously, but were passed by a local man.

Here is the way the matter materialized there. When the question of tea inspection was taken up by the Government last June, Hamilton's claims for a local inspector were considered at two or three meetings of the wholesale grocers. Considerable delay had been experienced previously and it was thought this difficulty could be remedied. Through the influence of one or two of the largest importers, and, it is said, with the help of Adam Zimmerman, the local member, these claims were recognized and, when in August, men from St. John, Halifax, Quebec and Winnipeg were taken to Ottawa for a course of training under Mr. Allan, the Government tea inspector, a man from Hamilton was taken along. His appointment, as well as those of the men in the other cities mentioned, was made on September 1st, and since that time he has been inspecting all teas that are consigned to Hamilton.

The appointment of an inspector in Hamilton, as well as in the other cities above mentioned, was justified by the fact that these places were at some considerable distance from the office of the Dominion tea inspector at Ottawa, and it was seen that it was probable that delays would occur. The appointments were made with a view to aiding the importers in these cities as far as the department saw possible. Inspectors were not placed in Montreal and Toronto at this time because it was believed that these cities were near enough to the Government inspector at Ottawa to provide for satisfactory procedure in inspection and the system of "freeing by wire" was inaugurated to further facilitate the matter.

Hamilton, by reason of indirect train service, was claimed to be six hours further from Ottawa than either Toronto or Montreal and an inspector there seemed necessary.

The Basis of Inspection.

The Hamilton inspector, as, indeed, does each of the local inspectors, examines every tea which is consigned to his city. The object of this inspection is to guard against the introduction of sand or foreign leaf—briefly, to assure that no impure teas are brought into Canada. It should be understood, however, that the local inspector is not the final authority. If he has occasion to believe that any tea should be rejected, he does not forbid its entry directly, but forwards the sample to the Dominion inspector at Ottawa, who finally passes or rejects it.

The Arrangement Most Satisfactory.

Just how satisfactory this arrangement of local inspection has proved to the Hamilton importers is seen in the fact that the great majority of them did not know of the official's appointment and supposed their teas were still being inspected at Ottawa. The opinions of several of the leading firms are given herewith :

J. J. Glassco, of Glassco & Co., said: "We have experienced no trouble whatever in the matter of tea inspection. Of course, we bring in high grade goods almost wholly, which would not require inspection. We could not ask for more satisfactory arrangements."

Jas. Lumsden, of Lumsden Bros., said : "We did experience considerable delay some time ago, but have had no trouble lately."

"Last June," said Fred Smye, of Balfour, Smye & Co., "the wholesalers of the city got together and raised an agitation for a local inspector. We had had considerable delay previous to that time. After two or three meetings some correspondence with the department and by the help of Mr. Zimmerman, our local member, we secured the appointment of the inspector without much trouble, and matters have been thoroughly satisfactory ever since. I don't see why Montreal should have any difficulty in getting a local inspector."

Geo. E. Bristol, of Lucas, Steele & Bristol, said: "Why, yes, as far as tea inspection is concerned we are very well satisfied. Things go very smoothly here."

Mr. Balfour, of Balfour & MacLaren, expressed himself as well satisfied with existing arrangements. "We have never experienced any trouble here," he said, "and the present system seems to work out admirably."

"We have had no trouble recently," said Mr. Villa, of James Turner & Co. "As the matter works out now we would never know there was an inspector."

At W. H. Gillard & Co.'s office The Grocer representative found Harry Beckett and several brokers; namely, J. B. Lamb, J. A. Henderson, Mr. McFarlane and Mr. Scandrut, of London, engaged in determining the merits of several tea samples and these gentlemen talked the matter over together. Their agreed opinion was that no trouble was experienced from the workings of the present system. "At the time these appointments were made," said Mr. Beckett, "I suggested that the inspections should be made by two or three local wholesalers who were not interested in the shipment to be examined. It seems to me this would be the most satisfactory scheme, but the Government evidently did not see it my way."

The opinions of other members of the trade in Hamilton were unanimously the same as those already presented.

The Situation in London.

London, which is even further away from Ottawa than Hamilton, has no local inspector and is, therefore, on the same basis as Toronto and Montreal. Local importers say that when the Hamilton wholesalers were taking up the matter they promised to urge London's claims for an inspector but that nothing came of it. The Government's reason for neglecting London when the appointments were made in other cities seems to be that London is not a large tea importing centre, that is, in comparison with Winnipeg, St. John and Hamilton, and that a local inspector was not needed. And, indeed, London tea importers seem to be exceedingly well satisfied with present arrangements. As a matter of fact, it is said that not a great amount of tea below the 10c. standard is brought into the city and, therefore, the necessity for inspection by the Government official at Ottawa is a very infrequent matter. One or two firms indeed, were quite emphatic in declaring that their teas were never inspected, but inquiry at the customs house proved that this was not the case and this fact is merely an evidence of how satisfactorily the present system works out in that city.

From the reports of the local customs officials it seems that when inspections are necessary the replies are very prompt and that three or four days at the most suffice for the "freeing" of the teas.

The local wholesalers were practically unanimous in asserting that the mat-

ter of inspection, as handled by the local customs officials, was entirely satisfactory.

T. B. Escott, of Escott & Co., said. "The matter of a local tea inspector for London came up last summer and was taken up by several Hamilton wholesalers who promised to push our claims. We heard nothing further of it, however. As it stands now, no difficulty is experienced here. This is accounted for to a great extent by the fact that fairly good teas are brought in here. We have no occasion to object to the present system, though we cannot see why Hamilton should have an inspector and London not be so favored."

Wm. Marr, of Elliott, Marr & Co., did not think that any of their teas were ever inspected. "We bring in good lines," he said, "which pass readily without any inspection."

Mr. Dillon, of A. M. Smith & Co., said the local customs officials were very considerate in their handling of

ARMAND CHAPUT,

Of L. Chaput, Fils & Cie, Montreal, on the Executive Committee of the Exhibition of Grocers.

teas and that their house had never experienced any difficulty recently.

Mr. Turnbull, of Edward Adams & Co., said: "No. We have no difficulty in getting our teas through readily. The present system seems quite satisfactory."

Alfred Masuret, of Masuret & Co., Geo. Gillespie, broker, L. H. Scandrut and several others all expressed themselves as thoroughly satisfied with the system in operation at present and it is very evident that London firms are not at all anxious for a local inspector.

A. B. Rowell, representative of Lamont, Corliss & Co., New York, was calling on the Toronto trade last week in the interests of Peter's chocolate and X-ray stove polish.

NOVA SCOTIA FEELS THE WEATHER

Soft Roads and Heavy Snowfalls Reflect on Trade—Eggs and Butter Scarce—Jotting of Trade News.

(By The Canadian Grocer's Special Correspondent.

Halifax, N.S., Feb. 4.

The weather conditions during the past week have been decidedly against business. On the opening of the week the weather was mild, with soft roads, and at the close stormy condition, there being a heavy snowfall with severe frost, making travel on the roads difficult, and causing trade to slacken off more particularly in the country districts. In the city business is fairly good for this season.

* * *

Prices generally are steady and collections are about average. The receipts of butter and eggs are very limited, and no improvement is looked for under the existing conditions. Very few first-class apples are being marketed. There is lots of fruit stored in the warehouses in the valley, but the holders of it are not sending any of it to market. They are keeping it back for better prices.

* * *

Fire last week destroyed the store and grocery stock of Archibald Bros., of Truro, N.S., causing a loss to the firm of about $2,000. The firm had $800 insurance on the stock, the building being owned by other parties.

* * *

Patrick Connolly, aged 62, a well-known grocer of the north end of the city, died last week after a brief illness. He was a native of Ireland, and came to Halifax in 1870, being for many years in the employ of the Army and Navy grocery, later on starting business on his own account.

* * *

At the meeting of the Provincial Fruit Growers' Association last week, C. Howard Black, the president, in his address said: "The year 1907 was a most trying one on the farmers of the Maritime Provinces, but we have, however, in most sections of our Province, enough for the year's use and there will be no want. Prices for nearly all kinds of farm products have ruled high, and though the amount of produce which we have to dispose of is very much less than usual, the return will be somewhat encouraging, especially is this the case in regard to dairy products. The fruit growers of the Annapolis Valley, though they have lost some by heavy gales and frosts, are rejoicing in a good crop of apples and unusually high prices, and altogether the returns must be very satisfactory to those engaged in this branch of farming.

The following resolution, which was presented by the Kentville delegates, was passed unanimously:

"Whereas, in the year 1906, Germany imposed a duty on apples going into their country, amounting to 10 marks per 100 kilos, equivalent to $1.63 per bbl. of 150 lbs. on all apples from Canada, and 3 marks 20 phennings per 100 kilos, equal to 52½ per bbl. on apples from the United States, thus enabling our competitive fruit growers across the border to get their apples into Germany at a preference of $1.11 less than our own country, which has practically shut out all Canadian apples from the German markets; and, whereas, before this duty went into effect, frequently large quantities of Canadian apples found a ready market in being either shipped direct to Hamburg or by German buyers purchasing in the London and Liverpool markets, both of which are now entirely lost, greatly to the detriment of the Canadian fruit industry; therefore, resolved, that the fruit growers of Nova Scotia earnestly entreat the Department of Finance at Ottawa to secure trade relations with Germany which will admit Canadian apples into the German market under as favorable a tariff as is granted to our competitors from the United States; and, further resolved, that copies of this resolution be forwarded to every fruit growers' association in Canada, asking their hearty co-operation against the unreasonable discrimination against one of Canada's important industries, amounting to $1.11 per barrel, exceeding the first cost of production."

The following officers were elected: President, E. J. Elliot, Clarence, Annapolis; First Vice-President, Albert McMann, Aylesford; Second Vice-President, Howard Kennery, Alma, Pictou; Executive—A. D. McCuish, Cape Breton; F. A. Cook, Yarmouth; Wm. O'Brien, Windsor; Wm. Vinton, South River, Antigonish; Samuel Freeman, Amherst; Secretary, Chas. R. B. Bryan, Pictou.

CORN EXCHANGE OFFICERS.

Elected by Acclamation at Montreal Last Week.

When nominations closed for officers for the Montreal Corn Exchange for 1908 it was declared that all had been elected by acclamation, that is, all officers except the vice-president, who will be chosen at a future date from the members of the management committee. The results were as follows: President, Jos. Quintal; treasurer, Edgar Judge; committee of management, E. S. Jaques, Charles R. Taylor, W. I. Gear, C. B. Esdaile, James Carruthers, J. L. Norris and W. W. Hutchison.

H. E. Ledoux & Co. have received letters of incorporation to manufacture and deal in wholesale and retail tobacco. The capital of the company is $100,000, and the head office will be in Port Arthur, Ont.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street Telephone Main 1255

TORONTO - - - 10 Front Street East Telephone Main 2701

WINNIPEG - - 511 Union Bank Bldg Telephone 3726 F. R. Munro

VANCOUVER - - - Geo. S. B. Perry

ST. JOHN, N.B. - - - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - - 1001 Teutonic Bldg J. Roland Kay

NEW YORK - - - 544 West 145th St. R. B. Huestis

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim

FRANCE—

PARIS - - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wolf Orell Fussli & Co

Subscription, Canada and United States, $2.00 Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

ADVANCE IN CANNED GOODS.

The advance in canned goods, by the Canadian Canners, which had been spoken of for a couple of weeks, materialized on Saturday, the first day of February. While complete details of the advance have not up to the time of writing been made public, it is freely stated that the new prices will be two and a half cents above the basis formerly quoted, and that this applies to practically all lines of fruits and vegetables.

The reason for the advance is not very apparent at this time of the year. The canners state that they have not any great amount of stock on hand, and the stocks of last summer's pack yet would seem to be in the hands of the wholesalers. The advance seems to be an indirect attempt to provide for an early moving out of these goods.

QUALITY VERSUS PRICE.

The really good grocers, the kind who are making money and are building up most satisfactory businesses are coming more and more to emphasize quality in their goods rather than price. It is not a question of how cheap, but how good.

And isn't it the high grade goods that make the biggest profits? There is a certain class of customers, of course, and there always will be, who look for the cheapest goods of everything and who are not satisfied unless they think they are getting a bargain. Some grocers cater to these and buy a lot of third grade stock to sell at low prices. This may be all right in a few lines but are they not, in most cases, making a mistake? The quality of the goods rather than the price, should be emphasized, and in nearly every case those customers just mentioned would, if they could only be brought to think so, get better satisfaction from the better class of goods. It will pay to try to educate them to the higher standard.

THE FUTURE TEA MARKETS.

The following paragraph from the India Planter's Gazette issue of Dec. 14th has an important bearing on the future of the world's tea markets and seems to have been overloked by many of the trade who would be most interested:

"The Directors of the Wynaad Tea Company recently announced that owing to the charges for debenture interest and interest on advances which had weighed so heavily on the undertaking they had decided to sell the estates to certain capitalists who were disposed to amalgamate several Wynaad properties and to form them into one important company. The amalgamated concern hass now made its appearance under the title of the East India Tea and Produce Company, Limited, with a capital of £200,000 in £1 shares. The Wynaad Company receives £29,000 in cash for its properties, while Messrs. Parry and Company are to be paid £25,010 in cash and £12,500 in shares for the Cherambadi and Pootoomulla estates; William Sissmore Shaw £1,690 in cash and £800 in shares for the Golesland estate; Richard Keen Walker £10,000 in cash for the Achoor property, and Messrs. Peirce, Leslie and Company, Limited, and Robert Shand Anderson £10,000 in cash for the Wentworth estate. The total approximate acreage of the properties to be acquired is 16,637, and it is said that 2,361 acres are planted with tea, 126 acres with coffee, and 218 acres with pepper, while 13,932 acres are forest, grass and scrub. The prospectus forecasts a continuance of high prices for tea owing to increased consumption, and adds that, 'after the next two or three years the annual production of Ceylon tea will probably be reduced by some twenty million pounds as the result of the interplanting with rubber of a large portion of the area now under tea.'"

When this threatened decrease in production in Ceylon, and the enormously increased consumption in nearly all parts of the world, is considered, it seems not impossible that within the next few years tea prices may be forced up to a point infinitely above even the present high basis.

As is well known, the great bulk of our teas come from India and Ceylon. Even were the production in Ceylon to remain at its present aggregate, which, in the light of the preceding paragraph, we can scarcely hope to expect, it would be at least three or four years before new plants in India could produce enough new crop teas to increase the production to any extent. Considering these facts, it seems highly improbable that there can be any material reduction on tea prices ruling at present for some years to come.

ONE OF THE LARGE-SMALL THINGS.

Dit it ever occur to you that the matter of the condition of your finger nails might have a good deal to do with the pleasing or displeasing of a customer? This is one of the apparently small things that often means a great deal. What must an aesthetically constituted housewife think when she sees her grocer handling butter, cheese, biscuits, etc., when his nails haven't been trimmed for several days, nor perhaps cleaned during the same length of time? It is likely to deter her from coming to the same store again.

This is a matter that can be easily looked after. Of course it takes time, but it's time well spent. The best way to get one's nails in satisfactory condition is to soak them in hot water for a short time before going to bed. After a few evenings of this treatment it will be very easy to keep the nails in a presentable condition.

If a clerk is out to climb and to win the good will of his employer, he should be careful to regard all these seemingly small details. This is a most important one.

TRADE NOTES.

P. Poulin & Co., Montreal, are temporarily moved to Jacques Cartier Square, while a new freezer is being installed in their St. Claude St. branch.

A splendid specimen of the timber wolf adorns the general offices of Chase & Sanborn, Montreal. It is a proof of the hunting prowess of John Anderson, who brought down the animal while in an expedition in New Ontario recently.

The grocery store of Raoul Prevost, corner Marie Anne and St. Lawrence Streets, Montreal, was broken into by burglars early Saturday morning, and $96 cash was taken from the register, along with a quantity of liquor and other goods.

A big pork factory, it is rumored, will soon be built in Tillsonburg. It is understood that a party of Scotch capitalists, who are heavily interested in the packing industry in Scotland, are the promoters. The municipality has already granted seven acres of ground for a site. It is expected that building operations will begin in the spring.

*Grocery News from Coast to Coast

Correspondence Sent in by Representatives in Canadian Towns in the East and West — What is Doing Among the Retail Trade.

BARRIE.

This week removed from our midst one of Barrie's oldest business men, in the person of Robert Meeking, who has in the past thirty-five years managed various businesses, as well as ran his own grocery stores, both in Barrie and Allandale, the latter from which he retired some two years ago, owing to ill. health. He has been confined in the Royal Victoria hospital for the past year, and died on Saturday.

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The continuous snow and cold weather which has prevailed here during the past ten days, has utterly spoiled the farming trade in this district, and also there is a falling off of town trade in general. Last Saturday scarcely a farmer was able to get into town with his produce, owing to the terrible state of the roads, and this means a bad week for the people who were expecting to see eggs and butter become easier, for instead of these two leading things in the foodstuffs world becoming cheaper in price, they will now be higher, as there is no great supply of butter in Barrie at the present time, and the stocks which the various merchants have on hand is rapidly decreasing. A few local women dealers sold all they had on Saturday very rapidly at thirty cents a pound. New laid eggs were sold as high as thirty-five cents.

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Frank Soules, late of James Vair & Sons, has joined the traveling staff of the Walter M. Lowney Co., of Montreal. From the latest reports we hear that Frank is doing a fine business in Lowney's candies.

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Beeton will hold its annual seed fair on Feb. 18th. It proved a great success last year, exhibits from all over Ontario being in evidence.

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Another commercial man in town last week, S. Gren. Calwell, was presented with a bouncing boy. Congratulations, Gren.

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Bakogeorge Bros. have started their ice cream business for this year, opening their new fountain on Saturday. Although the weather has been very cold, they report an excellent trade in this line.

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The Bank of Nova Scotia branch was opened for business here on Monday. The manager deserves great praise for the taste on the interior decorations, which excel any of the other banks here.

CHATHAM.

That the proposed act to facilitate the formation of co-operative societies—commonly known as the Monk Act—meets with little favor among local retailers goes without saying. The local branch of the Retail Merchants' Association, it will be remembered, played a considerable part last year in securing the laying over of the bill to the present session of parliament. The association enlisted the support of the county's representatives, in addition to which Geo. Stephens, ex-M.P., himself a prominent retailer, put his shoulder to the wheel and did most effective work in the line of blocking the project for the time being.

A NEW THEORY.

Here's a note from our Chatham correspondent which brings forward a novel theory:

Secretary Wm. Anderson, of the Grocers' Section of the local R.M.A., is inclined to father a novel hypothesis in connection with the annual quiet spell at this time of the year. "Everybody makes New Year's resolutions to economize," he says, "and, as a result, we have to wait two or three weeks every year till they come round to their old ways again."

Since before the commencement of the Christmas holidays, there has been no meeting of the local retailers. The annual meeting is about due, however, and the probability is that the matter will be brought up then and aggressive action taken with a view to enlisting the aid of the local M.P.'s and others in opposition to the bill.

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Frank Malcolmson, of the Kent Canning Co., left on Tuesday last for Boston, whence he will sail on the liner Romanic for the Mediterranean, his ultimate destination being Naples. Mr. Malcolmson will spend a couple of months abroad and will visit various places of interest.

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Geo. A. Young is the latest grocer to join the ranks of the advertisers. Though proprietor of one of the oldest established businesses in the city, Mr. Young is youthful and aggressive, and his attractive announcements in the local papers should prove drawing cards.

The Stoney Point Canning Co. has been organized with a capital of $40,000. The Tecumseh Canning Company is back of the project.

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E. B. Northwood, of the Northwood Co., produce dealers, has returned from Orillia, where he was called last week on account of the serious illness of his wife. Mrs. Northwood is reported to be improving.

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A pioneer in the tobacco and cigar manufacturing industry in this section passed away on Friday morning, in the person of F. W. Kogelschatz. Mr. Kogelschatz was upwards of 78 years of age. A native of Hanover, Germany, he came to America while a young man, settling in Chatham in 1855, when he entered into the business of manufacturing cigars and tobaccos. He amassed a large fortune, retiring about 25 years ago.

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Miss Parsons, of Toronto has been conducting a very successful demonstration of Lipton's teas, coffees and jellies at H. A. Andrew's grocery during the past two weeks. The demonstration proved quite a drawing card and helped considerably to boom the Lipton products.

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Louis John, who has been conducting a fruit store in Comber for some time past, has moved to Essex.

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Timothy Durocher, of the Canada Flour Mills office, qualified for a Carnegie hero medal last week, while on a visit to his home at Belle River. He was out skating with his sister when the latter went through some thin ice. Mr. Durocher went promptly to her assistance and with the aid of a hockey stick, managed, at considerable risk to himself, to rescue the young lady.

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The possibilities of a creamery in the way of putting money into circulation are shown by the fact that the Ridgetown Creamery, under the management of Mr. Ireland, during the last eight months of 1907 paid out $17,500 in cash.

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S. Parnall has disposed of his grocery business on Earle Street North, Leamington, to Russell Wigle. The business will henceforth be run under the name of Rus. Wigle & Co. The new management is advertising aggressively.

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The grocery and crockery business of W. A. Gosnell, of Ridgetown, is to be disposed of. The stock will be sold in connection with the selling out of the dry goods firm of Snively & Sauvey,

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

who intend discontinuing their Ridgetown branch.

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Geo. A. Malcolmson, of Sandwich, manager of the Amherstburg and Sandwich canning companies, announces that the price of tomatoes for the coming season has been advanced to 27½c. per bushel. Last year contracts were made at 25c. and already quite a few farmers have signed for this year's crop at the same price. It is stated, however, that they will get the benefit of the advanced price. The Amherstburg factory will handle considerable wax beans the coming year.

GALT.

"Trade is quiet," is the general reply of the grocers when interviewed regarding the volume of business being transacted.

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Allan Deans, of the Red Front, is an enthusiastic curler. He recently played in the Tankard primaries at Ingersoll, but his rink was finally defeated.

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The customs returns for Galt for January show a decrease of over $5,000, due to the fact that the importations of the local merchants, have fallen off considerably when compared with January, 1907.

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John Sloan, Galt's enterprising grocer, recently elected vice-president of the Board of Trade, is taking an active interest in the work of that organization. At the same time he is not neglecting the interests of the grocers. At the last meeting of the Board, Mr. Sloan brought up the co-operative store bill, and as a result of his short address, the Board will probably put itself on record as opposed to the bill.

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E. W. Cummings, Galt's newest grocer, is doing well, and his business is rapidly increasing, owing to prompt attention and unfailing politeness.

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The delivery drivers are desirous of expressing their appreciation of the Guelph correspondent's "spiel" regarding shoveling the path to the back door.

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How many grocery stores in Ontario towns close up at 9.30 sharp on Saturday nights. They do in Galt, and since this early closing has been inaugurated the shoppers have been educated, and the grocers say the change is resulting in no monetary loss.

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The country roads are badly blocked by the recent snow storms and the attendance at the market on Saturday was unusually small. Prices remained stationary.

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At a meeting of the Preston Retail Merchants' Association the following officers were elected: President, T. Darnley; 1st vice-president, E. B. Reist; 2nd vice-president, H. J. Schultz; treasurer, Geo. Kanmacher; secretary, A. R. Bernhardt.

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"At the present time," said a local grocer to-day, "it would be almost impossible to inaugurate a cash system. With the shortage of money, we find it necessary to give more credit than ever before. Of course, we recognize the fact that we are taking long chances, but the ever ready question of what are you going to do about it, confronts us. We simply cannot refuse credit to customers who previously paid cash."

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It has been frequently mentioned by travlers and other that the stock of crockery, etc., of John Sloan is by far the most extensive in Western Ontario. One entire storey is devoted to this branch of Mr. Sloan's business, and he finds it satisfactorily remunerative.

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Your correspondent this week called on a grocer hitherto neglected, and was received right royally. "Yes," he said, in answer to an inquiry, "I am a subscriber to The Grocer, and, in fact, would not be without it, as I find in it suggestions of immense benefit to me in my business. The correspondence department is an excellent idea, allowing the grocers throughout Ontario to become acquainted with general conditions. It is indeed a paper for every grocer."

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Ald. Radigan, the Main Street grocer, has been appointed to the Market, Fire and Light Committee in the Council, and has entered on his duties in this connection with an energy which bespeaks for him a successful municipal career.

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Trade has been good during the past two weeks.

GUELPH.

The Retail Merchants' Association decided that in future there would be no more Thursday half holidays in Guelph for the clerks and salesmen on the ground that it is not wise to close down business throughout the whole city in that way. They don't generally have those half holidays, only during July and August and that is a long way ahead to start moving about it. Those gentlemen may get thawed out and warmed up again between now and July 1.

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The Guelph Board of Trade passed a sweeping resolution condemning the banus and loan business to new industries and has asked the government to take the matter of prohibiting it up. They are also asking other boards of trade to do likewise. I never heard of a grocer getting a loan or a bonus to start in business from the cities or towns and think that other kinds of businesses should find their own money also.

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One of the greatest leaks and one we seldom hear of in the grocery store is in the tobacco department, and nearly all grocers sell tobacco. A great many think they are making a good fair profit on a caddie of tobacco, forgetting the fact that the whole staff, including themselves, use tobacco more or less, and everyone helps themselves. Did you ever hear of such a thing? Well, I have, and it is a fact in some stores and ought not to be, nor will it be tolerated where the grocer's attention is called to it.

Take for instance a caddie of brier tobacco, costing, say 17 lbs. @ 70c.—$11.90, and selling at 10c. a plug, or $13.60, which gives you, say, a profit on a caddie of $1.70, if all are sold. But when each one of your staff uses at least one a week and help themselves and you have, say, five clerks, and drivers, which is a small average, this would mean 50 cents a week, and in some stores the teamsters from the railway companies get given them each week, say, three, making it 80 cents a week, which would mean in a year say $42.60 that you are giving away free without your knowledge, perhaps, or three caddies of tobacco a year, and remember this is a small average. I know of one grocer who impresses the fact on each new man he hires that if he ever hears of him giving or taking a plug of tobacco or even asking for one he will be immediately discharged. How is it in your store? Do you all pay for your tobacco?

Now, again, I have heard the argument put up that a man in a grocery store is entitled to his tobacco free becaase he does not get a 10 per cent. discount off his groceries, the same as the dry goods clerks get off their dry goods. But that is getting on to another thing and is not a good reason for the grocer's staff to steal it, for that is practically what it means.

Think it over for yourself and I think you will find one little leak in that department.

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R. Pratt, the popular traveler for Red Rose Tea in this section, called on the trade for the first time this year and as usual at this time of the year for his firm to do, left most of the boys a neat little memento of the occasion. This year it is a neat little pocket diary, beautifully gotten up and besides has seven pages of very useful information.

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Benson Bros., grocers, have again been awarded the contract for supplying the Ontario Agricultural College with groceries for this year. This speaks well for and must be very gratifying to this young and energetic firm. Jackson & Son, the old reliable grocers, have been given the contract for the County Jail, and J. M. Dooley the bread.

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Just at this time we are again reminded that these Government institutions with their yearly contracts, ought to be taken in hand by the Grocers' Association, and instead of the grocers having to tender for the contract and take chances of losing money, these institutions ought to have a man employed to do the buying and allow him to go from one to the other of the larger stores each year in turn, and he ought to know values and keep in touch with the markets himself, and ought not to be hampered in any way by either political

parties. That would do away with a grocer having to take chances on the rise and fall of the markets. The Government, with lots of money, and the people's money at that, should not ask any grocer to put the lowest possible price on his goods, but should give him a good, fair living price and get first-class goods. We have no fault to find with the present officials nor contracts whatever, but the system is wrong, and the grocers themselves are the people who could remedy it so that no grocer need lay in bed at night and wonder whether he was going to lose or make money on a Government contract. The buyer at these institutions should be able to say, well, Mr. Grocer, I am coming to your store this year for my groceries. We used so much of each different line last year, and you can buy accordingly, but remember we want first-class goods at a reasonable price, and we will follow the markets which is only fair for all concerned. The grocers have again got one year to talk the matter over among themselves and be able to meet the contract advertisement on a fair basis next year.

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The past week has been so very cold and stormy that the farmers did not come into the market in as large numbers, and, accordingly, business was inclined to be quiet and prices were a little firmer all round. The great snowstorms have made the roads very heavy, but have not drifted in as badly as they have some other years, and while traveling is slow the roads are passable.

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I hope that suggestion of holding a grocers' picnic or gathering at London this coming summer will not drop, as we really need it. I am sure the grocers of Guelph will take the matter up and do their share if the rest of Western Ontario towns and cities will do likewise. A grocer only needs to attend one of those lectures at a Winter Fair or Farmers' Institute to see where the grocery business would be greatly benefitted and assisted by having some of these experts on the different lines of goods we handle give us an hour or so's talk on their special line and have a day or two so that we could talk the matter over among ourselves.

LONDON.

The London Canning & Evaporating Company contemplate making extensive additions to their building and plant the coming season, and at the annual meeting this week, it is expected, final arrangements for the work will be made. Manager Thomas Bates says the company have found the demand on their premises too great for their facilities, and the coming summer will likely see them in much better shape to handle the large amount of business offering. Fortunately they have plenty of land for any extensions.

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Middlesex dairymen are now considering a scheme which, it is claimed, will result in abolition of the middleman to a considerable extent, and save the farmers all the benefits that come from a rise in the price of dairy products. For years it has been the practice of jobbers to purchase quantities of butter and cheese when prices are at rock bottom and hold for an increase. The scheme under consideration is the establishment of a co-operative bureau, which, being incorporated, would have power to receive the banks' aid in financing the deals with the patrons in the country.

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Samuel Screaton, head of the wholesale firm of Edward Adams & Co., has been re-elected chairman of the Hospital Trust.

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Farmers from the adjoining townships are complaining of the number of fraudulent agents that are around these days. Butter coloring, "guaranteed to be harmless to the consumer of the goods, and sure of bringing higher prices for the commodity," is one of the latest swindles. One farmer reports having paid three dollars for a sample case and subsequently found that the stuff was a concoction of chemical coloring matter and oil, cheaply made up and useless for any purpose. The authorities have been notified of the swindler and it would not be out of place if he were taught a severe lesson.

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L. J. Walker, local manager of Bradstreet's for some years, has been transferred to the head office in Toronto. His place here has been filled by the appointment of Mr. Irvine, of Toronto.

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The employes of D. S. Perrin & Co. are making preparations for holding a grand ball in the city hall on the night of Feb. 7th.

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Western Ontario farmers are interested in the reported discovery of a method of determining the amount of casein in milk by means of a test occupying only seven minutes. Secretary Hern, of the Western Ontario Dairymen's Association, speaks highly of the invention, which comes from the United States. If all that is claimed for it is justified, the new test will result in the farmers having to accept a new standard for the value of their milk, and that the percentage of casein will play an equal part with the amount of fat. The test consists of mixing a quantity of acetic acid with a portion of the milk, and afterwards submitting it to a machine whirling the milk around at 2,000 revolutions a minute. The casein is thus separated and a measurement may then be made. Secretary Hern regards the test as one of the most important discoveries in years.

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Despite previous warning, country butchers continue to bring to market meat unfit for consumption. A day or two ago a carcase was exposed for sale which was evidently diseased, and on the attention of the medical health officer being drawn to it, he at once ordered it off the market. That the offender was not placed under arrest is certainly not to the credit of those who are looked to to safeguard the public health.

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Wholesale trade is fair, with prices well maintained, an advance in rice for March being noted. Retail trade is quiet. Saturday's heavy snow storm seriously affected business. Very few farmers came in and there was practically no market. No one felt the effects of this more than the grocers.

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Retailers report business somewhat quiet, while in wholesale lines there is nothing new to report.

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J. Harley Brown, local representative of the Redpath Sugar Refining Company, is lying ill in the hospital.

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The banquet committee of the Retail Grocers' Association will report to the monthly meeting of that body on Wednesday night, recommending Thursday, 27th inst., and the Tecumseh House as the date and place of the annual function, which promises to be one of the most successful yet held.

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It is understood that the London Canning Company intends joining the association recently formed by the independent canners of Canada, and which, it is said, will comprise thirty-seven independent concerns.

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A movement is on foot among the commercial travelers of this city to have the date of municipal elections changed from the first Monday in January to the first day of the year, as in Toronto. As it is, travelers are practically disfranchised, so far as municipal affairs are concerned. They spend two weeks at home during the holidays, but on Monday of the election they have to go out on the road again and are thus prevented from voting. This they consider a hardship, and will, therefore, petition the city council to apply for the necessary legislation. Under the law as at present only cities having over 100,000 population may hold their elections on New Year's day.

MONTREAL.

The suggestion to have the standard bag of potatoes changed from 90 lbs. to 75 lbs. is, in Montreal, meeting with the general disapproval of retailers, they being of the opinion that this would enable the peddlers to increase their door to door trade, and thus make them even more injurious to the retailer and his legitimate trade.

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It will be remembered that last year the liquor licenses were raised from $200 to $300, and from $400 to $450, but later, a reduction of 50 per cent. of the increase was granted, making the licenses $250 and $425. No legislation was passed, however, the Quebec Government merely giving their assurance that the matter would be all right. In conversation with President Laniel, of the Retail Grocers' Association, he stated that at the next meeting a motion would likely be made to send a delegation to Quebec, to endeavor to have a law passed making the present arrangement in the matter legal.

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The fact of the G.T.R. shops being closed for one week, caused a falling off

in trade to a certain extent among Point St. Charles grocers. Cash sales were less in evidence than usual, and many customers bought only the absolutely necessary provisions. The shops are operating again, but all the old hands are not on once more, so trade will not yet awhile be as brisk as it was in the Point district during the fall and early winter. One Point grocer upon whom a call was made stated that the apples this year did not seem to possess the keeping qualities of previous seasons, for some reason or other. A number of his barrels had turned out unsatisfactory, causing a loss which he did not expect. Other retailers in the same district, when questioned about this, said they had been finding nothing wrong with their apples.

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A period of extremely cold weather has resulted in a scarcity of eggs, or at least a falling off in receipts. Many grocers are offering "new laid," but the prices asked are prohibitive in some cases, for any buyers except the very best. One store had a display inside with a neat sign, "Strictly New Laid, 60c a dozen." Eggs at 5c apiece do not sell very quickly.

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Fraser, Viger & Company recently had a very attractive window, advertising the biscuits of Glass, Quebec, and of several English houses, whose lines of biscuits and confectionery are seen on their shelves.

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Placide Daoust, ex-president of the Retail Grocers' Association, has issued a very neat calendar, which he is sending around to his customers and friends.

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Jean Lamoreux, president of the Butchers' Association, and well known to the majority of the members of the Grocers' Association, is running for aldermanic honors in St. Louis Ward. He has the hearty support of his friends in the trade. N. Sequin, a grocer, was re-elected to the council without opposition.

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Burglars broke into the store of Nap. Chartrand, on St. Antoine street, one evening recently, and carried off $75, along with a quantity of liquors, candies, cigars and cigarettes. Mr. Chartrand has been rather unfortunate in this respect, his store having been burglarized four times in seven months.

SASKATOON.

At a meeting of the Central Saskatoon Agricultural Society in the Board of Trade rooms recently it was decided not to hold a stock show and sale here this spring as was suggested. In the meantime sufficient information will be gathered together to make the project a success next year, if it is desirable to hold one, and for this purpose the secretary is instructed to communicate with other societies in this district.

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Wheat deliveries on the local market continue to be fairly heavy, averaging about 2,000 bushels per day. Prices this week are slightly higher. No. 1 northern is quoted at 90c a bushel ; No. 2 at 87c ; No. 3 at 81c, and No. 4 at 71c. The matter of supplying farmers with spring seed came before the Board of Trade lately, but it was considered that farmers in this district will not require Government relief in the shape of grain. It is up to each farmer, however to find out for himself whether last year's grain is of the proper standard to produce a good crop this year. Investigations are taking place just now and results go to prove that a careful examination of the bins is worth while. Should the farmers sow grain which is not of sufficient fertility, the result would be disastrous to the west.

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As stated last week, Prince Albert will in all probability have a modernly equipped creamery in the near future. T. D. Plomondon, who represents a firm of experienced creamery men, appeared before the Board of Trade with a proposition to establish a plant to cost about $8,000, for the purpose of making butter and cheese. The members of the board endorsed the proposition. Good butter is a scarce commodity in these latitudes, and it is to be hoped that the plant will be in operation before long. The seed question also came before the board for discussion. Throughout this district large quantities of wheat and oats were unharmed by frost and of excellent germinating quality, but the matter will stand closer investigating.

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At the carnival on the Saskatoon Thistle skating rink, two bags of Champion flour, one ham and one tin of baking powder were amongst the prizes awarded to the winners of the married couples' race.

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A number of our merchants have donated prizes for the bonspiel which is to be held here this week. The prizes are on exhibition in the windows of Currie Bros., on Second Ave., and make a very handsome collection. James Clinkskill has headed the list with a silver cup valued at $100. M. Isbister & Son contributed four sets of cutlery. A silver cup was presented by the Saskatoon Milling Co. Four gentlemen's toilet sets by J. F. Cairns and four boxes of cigars by the Hub Cigar Factory.

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Several travelers are in town this week making the first trip of the year. Although no very large orders are being booked merchants are keeping an eye on the future and their stocks well up.

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On the first of February the firm of Clare & Young, Nutana, will undergo a change. The business has been bought by B. A. Archibald & Co. and this week all hands are busy stock-taking. Mr. Archibald is well qualified to manage the business, having had fifteen years' experience in Halifax, N.S. The stock includes groceries, hardware and dry goods. Asked to what figure the stock would amount Mr. Archibald replied that it would be between thirty and forty thousand. A heavy stock of groceries is piled away in the basement and the warehouse.

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A conference of Western grain growers will be held here during the second week in February. Central Saskatchewan embraces the largest wheat-growing area in the Dominion, and farmers should take advantage of this opportunity for a demonstration. Farmers throughout the country are interested in the question of the markets, and doubtless many other subjects will come up for consideration if there is anything in the grumblings about unfair treatment. If anything is to be accomplished in the way of radical changes organization will be necessary, and the voice of the whole farming community heard.

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H. McColl, baker, Prince Albert, has sold his business to J. Hourie. Mr. McColl has been connected with the baking business in Prince Albert for about twenty-two years and always held the reputation for making good bread.

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Quietness reigns at the stores, but hopes are entertained that business will become brisker soon.

ST. CATHARINES.

What has been needed in St. Catharines is a covered market—or a certain section where perishable goods are for sale. The law demands this, but so many have been afraid to refuse paying the fee that the matter has been in abeyance for years. A letter was published in each of the St. Catharines newspapers shortly before the municipal election that attracted a good deal of attention. The subject of the letter was talked among farmers, fruit growers and gardeners at the polls in Grantham, Louth and other divisions. Mayor Campbell, in his inaugural address, trusted that the Council could see a way to have a covered market. The Fruit Growers' Association at their meeting on Saturday last took strong views on this question. No fewer than twenty will contribute $50 each for a stall and pay in addition the regular market fee.

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A strong effort is being put forth locally to have electric railway connection with the West, including Beamsville, Grimsby and Hamilton.

STRATFORD.

The very life of a store is its ability to attract and hold the public attention. Always keep changing and putting up something new. The story which fails to create any interest whatever soon drops out of sight and becomes a back number. Always have something on the go—something new. Have new methods mixed with the old ones, abolish the old ones that are seen to be gaining you no advantage or new trade. This object can be attained in several ways. Some merchants have a happy knack of saying just the right thing in the daily papers. This counts for much in the daily routine of the grocer's life. The window is one place which can be used to advantage in this way. Make it bright and attractive, so as to catch the eye at the first glance. Goods should be rearranged frequently and the change should be different as to variety of goods shown.

Always aim to make the window a strong advertising talk. Gaudy displays and trashy decorations detract both from the dignity and from the value of display. Some dealers are always making or working up a contest, but this type of disease is not prevalent in Stratford. Large expense is unnecessary.

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"System makes work easy." The remark was not made by a grocer, but by a drygoodsman, and yet it is a sentence well worth looking at and digesting by the up-to-date grocer. To systematize the work before you every day, is part of the business, and to try to do things in a better way, more thoroughly and in less time than before, requires some thought of self and study of conditions. If you are a retail clerk and expect to develop your time and energy to the highest efficiency, you should begin at once to recognize your way of doing things. Be tidy. It pays to pay attention to the store surroundings, to see that everything is in its proper place. Have a certain place for everything and have some method of keeping everything in its place. No clerk can expect to be promoted unless he or she displays an interest in keeping the boxes in their right place and also that they are piled evenly. The reason so many clerks cry about hard work is because they never learn to do a thing thoroughly. Be thorough. If you set about to do a certain thing, see that it is finished and completed before you leave it. The men at the head of successful businesses were made good managers by getting and adopting these principles. A system of being orderly, prompt and accurate will develop habits which will endow you with ability to do things right.

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King winter and the storm king played havoc with the Saturday weekly market. The roads are in an almost impassable state and very few farmers turned out Saturday. However, those who did, took advantage of the scarcity of sellers and knowing that the people wanted produce, these sellers demanded just about what prices they liked, with the result that some of the quotations were somewhat exorbitant. As one buyer put it, "Why, I can buy cheaper than that at the grocery stores." And so she could.

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On Friday night last the local branch of the Retail Merchants' Association held a very successful banquet. It was attended by over 150 of the retailers of the city, and it proved a very profitable function. Many outside speakers were present, including Mr. Trowern, Dominion secretary of the R.M.A. Many questions of importance were discussed and the work among the local retailers should in future travel along smoother and more pleasant lines.

BOARDS OF TRADE CONVENTION.

New Organization to Promote Alberta's Welfare Formed at Lethbridge Last Week.

Representatives of the various Boards of Trade of Southern Alberta met in Lethbridge last week and formed a new organization known as "The Southern Alberta Boards of Trade," to deal with those problems which particularly affect the people of the southern part of the Sunshine Province.

Mayor Henderson, of Lethbridge, extended a cordial welcome to the delegates and emphasized the importance of forming a strong organization to advance the interests of Southern Alberta. He hoped that arrangements would be made for annual gatherings.

The Magrath Board of Trade introduced a resolution petitioning the members of the Government of Alberta to establish the proposed Provincial Agricultural College at Magrath, supporting their contention with facts as to the satisfactory position of their town as a site for the college, in that wheat and beet raising, both with and without irrigation, had been carried on for some years in that locality.

The resolution, which was championed by D. H. Elton and other speakers from Magrath, provoked a lively discussion. Several other districts presented their claims, but delegates from Lethbridge and Raymond supported the ambitions of Magrath and the resolution was finally adopted by an unanimous vote.

A constitution was adopted after some discussion, and it was decided that the annual meetings of the association shall be held on January 2nd.

DEVELOPING CANADIAN TRADE.

Former Torontonian Discusses Outlook —Canadians in Important Positions.

H. Donkin, commission broker, of Vancouver and Victoria, passed through Toronto last week on his way from a trip through the States and as far as New York, and as usual visited The Grocer. He resided formerly in Toronto, his father being for many years with Perkins, Ince & Company. Everybody who visited the wholesale trade will remember him, one of the handsomest men in the city, well over six feet and of massive build. While Mr. Donkin handles the agencies for a number of United States and Canadian firms, he is developing the import and export trade with the Orient and makes regular trips to Honolulu, China and Japan. Of the future trade with Japan, he thinks we are not likely to sell many of our manufactures. They will buy grain, flour and similar foodstuffs. Flour trade is likely to fall off because they are encouraging the development of their own mills by increasing the duty on flour and reducing it on grain. They are more likely to sell us manufactures. They are great imitators, can copy anything.

New York, Mr. Donkin says, used to do the Mediterranean fruit trade of British Columbia, but in the last year or two the commission houses there have been securing direct agencies, though there is still a good trade being done by New York houses.

Everywhere he goes, Mr. Donkin says, he meets Canadians, all occupying prominent places. Mr. Boselly, president of the Royal Baking Powder Company, of New York, is a Belleville boy. Mr. Lee, the general sales manager of Libby, McNeill & Libby, is one of the well-known Toronto Lees, who is maintaining the clean reputation that this family have always held in Toronto. Mr. Billing, the manager of the stock yards for the S. & S. Company, Chicago, the largest shippers of dressed beef in the world, is from western Ontario. He started wheeling a truck in the stock yards a few years ago at 12½c an hour.

CALIFORNIA FRUIT IN TORONTO.

How This Business is Handled in Canada —Imports Increasing Rapidly.

For some five years the contract for handling the California deciduous fruit business in Toronto has been held by White & Co. This contract, which expired with the close of last season's business, has been renewed for another term. The business in this class of highly perishable fresh fruit has grown wonderfully in Toronto since this firm took hold of it. They handled fifteen cars the first season and fifty cars the past season. The fruit is handled at auction and is thereby placed in the hands of the trade in its freshest possible state. It may be interesting to know that when a car of fruit arrives in Toronto it has to be catalogued, unloaded into the auction room, sold the same day and report of sales wired the same night, giving the result of each shipper's lot (usually 40 to 50 shippers in each car), and the money wired to California the next day. The shippers, therefore, get their money without delay. A full, detailed account of the condition, criticism of pack, etc., is made of each lot, which along with the account sales is forwarded to California by mail next day. Altogether the system of handling this business is the most perfect of any in the fruit business. White & Co. will no doubt continue to increase this class of trade.

BRANCH FACTORY IN MONTREAL.

National Licorice Company of Brooklyn Building to Accommodate Canadian Trade.

Announcement is made by the National Licorice Company, Brooklyn, through their Montreal agent, J. M. Brayley, that they will likely be in a position in April to make shipments of their specialties from their Canadian branch factory, which is now in the course of construction, corner Ernest and Desjardins streets, Maisonneuve, Montreal. Machinery is now being installed and their various lines will soon be manufactured in Canada. They will then, of course, be in a better position than ever to take care of the trade of their Canadian patrons, particularly in Montreal and the Maritime Provinces.

PRICES WILL NOT BE RAISED.

Tomato Growers To Get Only 27½ Cents —Growers Organized.

A report from Hamilton this week says: "It seems that the fruit and vegetable growers of Ontario will have to be content with the offer of 27½ cents a bushel for tomatoes made by the canning companies. The growers are holding out for 30 cents, and have threatened not to grow any tomatoes unless they receive that price. They claim to be strongly organized throughout the Niagara Peninsula and western Ontario.

W. H. Millman, of W. H. Millman & Sons, Toronto, has been in Cincinnati this week at the canners' convention and looking after general business.

WHAT TO DO IN FEBRUARY

The Time to Plan Your Spring Work— Get Your Store in Good Clean Shape and Look After Some of the Bad Debts.

Every wide-awake grocer should be of a "planning" disposition. It is not enough to stand behind the counter, welcome the entrance of customers, attend to their needs politely, arrange goods carefully, keep things tidy and do the hundred and one acts that constitute the routine of a grocery. All this is fine and quite necessary. But another step should be taken. He has invested his brains and good hard-earned cash in a business which, for the time being at least, should engage his whole thought and attention. Naturally enough he looks for a suitable return, big or small, on his investment. He should, therefore, study his work closely and seek to increase his income. To do this he must plan to reach out further and further for more business, plan to obtain some of the trade which the other fellow around the corner is getting, plan to revolutionize business if necessary. In this way the grocer can spend time which will amply repay itself. His past experience affords a good guide for the future and bearing that in mind he should lay his plans along the lines most needed. Above all else, see to it that your plans materealize. It is one thing to scheme, it is another thing to carry those plans through successfully. Some of the smaller men financially in the world to-day are inveterate planners, but that's about as far as they get. They lack the happy faculty of making good their dreams.

Having carefully made plans, these should be assiduously pursued and not dropped when other cares crop up.

A Month to Plan In.

No better month in the year is available for this purpose than February, with its rough weather and general quietness in business. A month later spring is in the air and with it business brightens up and other thoughts take up the grocer's attention.

Certain conditions which are not in the grocer's power to rectify cause this month to be quiet. "Times are dull" popularly expresses the feeling of the ordinary merchant as he keeps tab on February's trade. Staple lines are in most demand at this time of the year. Fancy lines move slowly and should not be stocked heavily. The fact that there is no special run on any particular lines gives the grocer a good chance to clear out surplus stocks of staple goods. He should be wary in buying until he has moved out lines that stick. He will know just this required information after his January stock-taking, as outlined in last month's article of this series. By watching just such details as these the grocer is bound to gain in the long run.

House-cleaning is an indispensable part of a housekeeper's duties. This applies with equal force to the grocer, the only difference being as to the respective seasons. The grocer should do his this month, for then it is that the wintry winds do blow, people stay more indoors and thus give the grocer time to straighten things up about the store. It is an excellent chance and should not be overlooked. Go right after dirt like the careful housewife and rest not day or night until everything distasteful has disappeared and a store scrupulously clean results. In all probability some changes in the store have been contemplated. This is your golden opportunity. Put in some bright, attractive show cases or silent salesmen. Make your window capable of doing some business-bringing advertising. Possibly new interior fittings are needed. February's the month for all these renovations.

Collect Old Accounts.

How about the "dead beats," the customers who have been promising and promising to pay up, and who have failed to do so? Why not plan a campaign against the slow payers and make them come to time? You have lots of spare time in February to waken up every one of the bunch. If you have followed our January advice, you will by now have all your books straightened up and know just where you stand and who owes you a bill that has been running too long. During these stormy days keep hammering away at your accounts. Collect everything you can and put your books in good shape while you have the time. Don't be too modest. If you have tackled your proposition once or twice unsuccessfully, go right after it again until you get something definite. There are few grocers who haven't some outstanding accounts that should be collected. Now's the time to clean them up. Some quiet forenoon, gather up some of these accounts and visit the people of promises. By following this up systematically for a time it will surprise you what results you'll achieve. Maybe it will cost you the loss of a customer or two but it will be more like a gain. But if you are tactful and careful, you will be successful.

Another Suggestion.

Lots of grocers utilize this month to put up goods of their own. For instance, a certain enterprising Toronto grocer at this time of the year packs a special line of home-made marmalade and jams. And it has paid him well. Why not try your hand at the same game? There are many such lines of goods that can be put up by yourself at a good profit. Do a little thinking and see if there isn't something in the suggestion. Many a grocer has made a name for himself in this way and built up a good business for home-made articles. Why not you?

BOARD OF TRADE ELECTIONS.

Montreal Officers Elected Last Week Include Several Members of the Trade.

As a result of the voting for members of the Montreal Board of Trade Council and the Board of Arbitration the following will hold office during the next year: Board of Trade Council—Alex. Orsali, wholesale grocer; A. A. Ayer, butter and cheese; Norman Wight, grain; R. W. Reford, shipping; Alex. McLaurin, lumber; D. C. Macarow, banker; J. R. Kinghorn, steel products; J. S. N. Dougall, paints and varnishes; Jeffrey H. Burland, pulp and paper; Wm. Agnew, dry goods; Wm. Hanson, financier; J. P. Mullarky, railway contractor.

Board of Arbitration—Jas. Carruthers, grain; C. B. Esdaile, grain; W. J. Gear, shipping; E. B. Greenshields, dry goods; Geo. E. Drummond, iron and steel; Sir George A. Drummond, president Canada Sugar Refining Co.; John McKergow, dairy produce; George Caverhill, hardware; Alex. McFee, grain; A. J. Hodgson, dairy produce; Jas. , Alexander, dairy produce and Edgar Judge, grain. It will be remembered the officers of the Board of Trade were elected by acclamation recently, Thos. J. Drummond, president; F. Robertson, vice-president; Geo. L. Cains, 2nd vice-president and J. R. Binning, treasurer.

KINNEAR'S HEAD OF THE LEAGUE

A Warm Game With Brokers on Friday Evening Changes Standing.

The way things have gone in the Toronto Wholesalers' Hockey League have been something of a surprise this year. Last year the Brokers were almost invincible and they started out again a few weeks ago at apparently the same pace, but did not keep going. As a matter of fact, the other teams are considerably stronger this year, and have been doing considerable practising, while the Brokers have scarcely been together except at the matches.

Friday evening's game, which was somewhat closer than the score, 11—1, indicates, was a pretty warm contest and included one or two good-natured mix-ups which meant temporary banishment for the participants. The Brokers were weakened by the absence of Billy May, and were unable to keep up to the usual standard.

This win puts Kinnear & Co.'s team at the head of the league, with standing as follows :

	Won.	Lost	To Play
T. Kinnear & Co.	2	1	1
Jas. Lumbers Co.	1	1	2
Grocery Brokers	1	2	1

The balance of the schedule is : Feb. 7, Brokers at Lumbers ; Feb. 14, Kinnear's at Lumbers. Games are played at 'Varsity rink, starting at 9 p.m.

Markets and Market Notes

Business is Quieter in Nearly All Lines—Advance in Canned Goods and in One or Two Staple Lines—The General Outlook.

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Rice—Advanced 10c.
Rolled Oats—Advanced.
Canned Goods—Up 2½c.
Butter—Advanced 1c.

Montreal, Thursday, Feb. 6, 1908.

This week the feature of interest in the grocery markets was the advance in canned goods, which took place the first day of the month, when the canners put up their prices 2½c, practically all along the line in canned fruits and vegetables. The advance was received by the trade as something which they could not prevent, and some were pleased, while others did not like the higher prices, coming as they did upon quotations which are already pretty stiff. Rice advanced 10c also, for B grades. Rolled oats is firmer, while butter has been put up 1c lb. Tea and sugar are in good demand, but business is only what would be called normal. Molasses is becoming rather scarce on spot. There is little that is new in dried fruits. Shelled walnuts are up, but otherwise the situation in nuts remains the same as last reported. Mild coffees are becoming desirable property locally, and one firm is reported having refused to sell a grade at an advance of 1c on prices which have up to now ruled. Beans and evaporated apples are steady at the old prices. Packers report a little more activity in smoked meats, and some are booking Easter orders already. A local meat packer has advanced corned beef. Salt salmon is very scarce, and good prices are being secured by holders of the fish. The fish were plentiful, but were not caught last season, owing to the craze of fishermen for codfish. As a result the market is not at all well supplied, and tierces, which were selling last year at $15 to $16, are to-day worth $30 and more.

SUGAR—There is a fair consumptive demand on the part of grocers, but otherwise the situation remains unchanged, prices being same as last week.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 01
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Syrups are in good demand at unchanged prices. Molasses is scarce, and present stocks, when exhausted, will not likely be replenished until arrival of new crop.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—There is nothing new to report on maple products this week. Demand continues fair at the old prices.

Pure maple syrup, bulk, per lb	0 06	0 08
Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09

TEA—There seems to be a little more activity in the tea market this week. Prices are unchanged, and the demand is good. Market remains firm.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Of late there has not been as much speculation in the coffee markets of the world, and as a consequence the strength which shows goes even beyond the surface appearance. There is a premium on lots of desirable coffees, and buyers, recognizing this, are not holding off for lower prices by any means. Locally the situation is unchanged. Mild coffees, which are sold largely on the local market, are very strong, one firm refusing an offer for a large order at a price 1c above what has been the ruling figure for the grade up to the present.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Activity in dried fruits has been confined to very few lines. Dates have been firm in feeling since last week's advance. Raisins are rather quiet, Sultanas being as firm as any others. Holdings of this grade are not particularly large this year, owing to the damage through floods to the crop, and the consequent lighter yield of first-class raisins. Futures are booked at higher figures, but business is slack. Prunes are unchanged. Shelled walnuts are a bit stiffer, but otherwise nuts are not changed.

Currants—		
Filiatras, uncleaned, barrels		0 06½
Fine Filiatras, per lb., in cases	0 06½	0 06¾
" " cleaned	0 06½	0 07
" " in 1-lb. cartons		0 07½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07½	0 08½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 05½
Selected, per lb		0 06½
Layers, "	0 06½	0 07
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		0 12
Choice seeded, 1-lb. pkgs	0 11	0 11½
Loose muscatels 3 crown	0 10	0 10½
" " 4 crown	0 11	0 11½

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s		0 11
" " " 40-50s		0 10
" " " 50-60s		0 09½
" " " 60-70s		0 09
" " " 0- 0s		0 08½
" " " 90-100s		0 08

SPICES—Spices are reported in New York as being firm in tone, with an active market in which the tendency for futures is generally upward. There is good demand for peppers, spot stocks of which are getting lower. Futures are higher. Nutmegs are firm and in fair demand. There is considerable speculation in cloves, of which there is a large crop, somewhere in the neighborhood of 170,000 to 180,000 bales.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 20
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—There has been an advance of 10c in B rice. Rice is firm, as is also tapioca, in the primary markets. Demand is normal locally, and business is not likely to be larger because of the advance.

B rice in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06½ 0 07

BEANS—There is a fair business being done locally, and the market continues steady, prices being the same as last week.

Choice prime beans	1 65 1 70

EVAPORATED APPLES—There is a good demand for evaporated apples, at unchanged prices.

Evaporated apples	0 08½ 0 10

RAW FURS—Prices continue as at last reports.

Mink	5 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL — As expected, the Canadian Canners advanced their prices on the first day of the month. The advance amounts to 2½c, and is practically all along the line in fruits and vegetables. Jobbers in Montreal regard the advance variously. Some are pleased with it and others are not. Demand for various lines is fairly good.

TORONTO—Very satisfactory business is passing this week. Some of this may be the result of the advance made by the Canadian canners which seems to have been made for the advantage of the wholesalers as the canners themselves claim to have very little stock on hand. The circular containing the new prices has not as yet been issued so that it is impossible as yet to give a detailed list of the new quotations, but it is freely stated that the advance is 2½ cents on practically all lines of fruits and vegetables.

ONTARIO MARKETS.

POINTERS—
Canned Goods—Advanced 2½c.
Beans—Stiffer.
Prunes—Moving well.

Toronto, Feb. 6, 1908.

Business is quieter in wholesale circles than it has been for a couple of weeks and jobbers generally are more frank in acknowledging it. With this quietness, however, they are very optimistic as to the outlook for the year's trade, and point out that matters were almost, if not quite, so quiet at the same time last year. Some firms report a slight increase of business in January over that done in the same month a year ago, and others report that the volume of trade is a little, though slightly, less.

Business in staple goods is fair, but fancy lines are passing off very slowly.

TEAS—Business locally is very fair. A cable to a local broker on Wednesday from Colombo noted an irregular market. Recent mail advices from London state that present prices will probably continue for three or four weeks, and after that a considerable advance seems probable on all lines under 8d.

COFFEE—Business locally is rather quiet, though dealers in roasted goods report a brisk and steady demand.

SUGAR—A staple demand is felt at steady prices. There is nothing new in the situation either here or abroad.

Paris lumps, in 50-lb. boxes	5 45
" in 100-lb. "	5 35
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 35
Berlin granulated	4 40
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business is quieter than usual at this time of the year, with demand very light.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¼
Pails, 38½ lbs. each	1 75
" 25 " "	1 25

Maple syrup—

Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

DRIED FRUITS—Prunes are moving out well under free demand and the market is quite firm in tone. Some Valencia raisins are being offered at bargain prices and should be quickly cleaned up. Otherwise there is nothing new in the situation.

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03¾
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Unoleaned, ½c less.

Raisins—			
Sultana			0 10 0 11
" Fancy			0 11 0 12½
" Extra fancy			0 14 0 15
Valencias, new			0 06½ 0 07
Seeded, 1-lb packets, fancy			0 11½
" 16 oz. packets, choice			0 11
" 12 oz. " "			0 09
Dates—			
Hallowees	0 05¼ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

RICE AND TAPIOCA—Rice is firmer, but has not advanced in sympathy with the change in Montreal. Some small shipments of tapioca came in for local jobbers this week.

	Per lb.
Rice, stand. B	
Rangoon	0 03½ 0 03¾
Patna	0 05 0 06
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07
Tapioca, medium pearl	0 06

SPICES—Peppers and ginger are firmer, but prices are unchanged. Jamaica ginger is reported scarce.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 22 0 25
Allspice	0 12
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

BEANS—A stiffer tone is apparent this week and prices have advanced a point or two. The reason given is a very active American demand. American brokers are buying heavily at several Canadian points and it is said that 20 cars from Chatham went to the United States last week.

Beans, hand picked, per bush	1 70 1 95
" prime No. 1, "	1 75 1 80
" Lima, per lb	0 07½

EVAPORATED APPLES—Demand is very good and considerable business is being done in home-dried apples. Large shipments of these goods are being made to Holland.

Evaporated apples	0 08½

HIDES AND WOOL—The markets are a little more encouraging in tone this week, a reflection of the Chicago markets. Business is looking up a little.

Hides, inspected, cows and steers, No. 1	0 06
" " " No. 2	0 05
Country hides, flat, per lb.	0 04 0 04½
Calf skins	0 07 0 08
Kips	0 06
Lamb skins	0 65 0 75
Horse hides, No. 1	2 25
" " 2	1 25
Rendered tallow, per lb	0 05 0 06
Horse hair, per lb	0 25

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Feb. 6, 1908.)

Business in grocery lines is of average volume for this season, and there is no interruption in shipments this year due to blockaded railway lines. Country buyers are purchasing cautiously, but the total volume of business is nevertheless quite satisfactory. Collections are showing considerable improvement.

CANNED GOODS—There are no new features in the canned goods market. Sales are light.

SUGAR—

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 [illegible]
Wallaceburg, in bbls	5 00
" in sacks	4 95
Berlin, granulated in bbls	4 90
" " " sacks	4 95
B.C. qunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2's " "	5 15
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 00
" icing	5 90
" bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS—The foreign dried fruit market is easy, but there are no quotable changes this week. Buying is fairly brisk.

ROLLED OATS—The rolled oats market continues firm. Quotations are:

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" 40 " " 80	3 05
" 20 " " 80	3 10
" 8 " " 80	3 40

EVAPORATED APPLES—Quoted to the retail trade at 9c per lb. The market is easier, and lower prices should be obtainable shortly.

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	5 00
North rn spies No. 2, "	4 50
do. No. 1	5 50
Oranges and Lemons—	
Washington navels, 96's, per case	3 75
" " 150's to 250's, per case	4 25
California lemons, 300's, 360's, per case	6 00
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes, kegs, per keg	6 00
Pears—	
Fancy Columbia, "	4 00
" " half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 05

BUTTER—Good dairy butter is costing the retail trade 22c to 24c, although some purchases are being made as low as 20c to 21c for inferior grades. Creamery is quoted at 28c to 32c per lb.

EGGS—Retailers are paying 30c and higher for strictly new laid eggs; 24c for cold storage eggs.

MAY BUILD CHOCOLATE FACTORY

Theodore Tobler, the Bernese Chocolate Manufacturer, Favorably Impressed With Canada.

Theodore Tobler, head of the firm Tobler & Co., of Berne, Switzerland, manufacturers of the milk chocolate of their name which has been enjoying such a large sale in Canada the last three or four years, has been in Toronto the past week, with McLure & Langley, the company's Canadian and United States agents.

While here chiefly to look over business interests and with the object of planning for a development of his business in America, Mr. Tobler has also been learning something of Canadian business methods and he talks of his impressions in a very interesting way.

"This weather is rather colder than we are accustomed to in Switzerland," he said to a Grocer representative on Tuesday morning, when the thermometer was playing around 18 below, "but," with a smile, "it's good weather to sell chocolate."

A possible result of Mr. Tobler's visit may be the establishment of a Canadian factory for the manufacture of the firm's products. With this object in view a trip was made to Niagara Falls last week, to gain some idea of the power facilities afforded. While nothing definite has been decided in regard to the Canadian factory, the matter will be seriously considered.

"One of the difficulties we would have to contend with in Canada," said Mr. Tobler, "would be to get a satisfactory quality of milk. In our factory at Berne we use 10,000 gallons a day and this supply comes from the farms on the mountains around the city." It seems that the Swiss cattle are of rather better grade than are commonly used for milking purposes in Canada. Their milk cows are worth, according to Mr. Tobler, about 600 francs, or $150 and, considering different conditions of life, those cows in Canada would be worth somewhere around $400.

It is milk from these high-grade cows which goes into Tobler's chocolate and, as Mr. Tobler says. it would be almost impossible to get a supply of the same quality in sufficient quantity in Canada. Mr. Tobler suggests that he may overcome this by importing the milk in a dessicated form and completing the process of manufacture here.

The Tobler company have four factories, with an invested capital of 8,500,000 francs and employ about 11,000 hands. A greater part of the work, also, is done by machinery, the latest processes being employed, and from the time the milk and chocolate are placed in the receivers till after the parcels are wrapped, the candy is scarcely touched by hand.

Mr. Tobler is much impressed with Canada and with our business methods. "You have much better organization for sellings goods," he says, "than we have in Europe, and your systems of advertising are most interesting. You seem to have an energy in these things that we do not possess."

Mr. Tobler will be in Toronto for another week and will then return to Switzerland, via New York. He expresses himself as being well pleased with the way in which his business is being carried on both in Canada and the United States.

On Saturday afternoon last Mr. Tobler was the guest of honor at a dinner at the King Edward, given by McLure & Langley to their travelers and office staff. Mr. Tobler went quite comprehensively into the processes of manufacture of his goods, and replied to a good many questions from the travelers on interesting points. The travelers are now well loaded up with information on these goods.

BOARD OF TRADE MEETING.

Annual Gathering of Montreal Body—President's Address.

The annual meeting of the Montreal Board of Trade took place on Jan. 28th, for the sixty-fifth time. There was a good attendance and after the reading of the annual report and a very interesting address by retiring-president, George Caverhill, two important resolutions were passed. One was that the new Board of Trade Council should be requested to draw up a memorial requesting that if the Quebec bridge were rebuilt it should be at least at a height of 190 feet above the high-water level. This is in the interests of commerce. The other one was to the effect that no Board of Trade Council should in future be considered as having done its duty during the term of office unless it had used every effort to bring about good roads and pavements in Montreal.

The president's address touched several points of special interest. Speaking regarding the present business situation, he said :

"My lamented predecessor in office, in his report on the financial aspect of 1906, referred to the year then under review as a period of striking development, terminating in a marked monetary stringency. During the past twelve months, further striking evidence of the growth of the country, and the consequent expansion of its trade and commerce, caused some uneasiness, and fears were expressed lest the banks of the country should fail to find funds for necessary movement of the crops, and the ordinary requirements of business.

"Despite the severe monetary troubles of our neighbors to the south, the Canadian banks have once again proved the excellence of the system under which they are operated, and it is a cause for congratulation that up to the present time, the Dominion had no sound reason to doubt the stability of its banks.

"The satisfactory growth in the trading and industrial pursuits of Montreal are evidenced by the favorable figures published by the clearing house, the total for 1907, viz., $1,555,727,270, being a banner year, the smallness of the increase being attributed to the almost complete dearth of business on the Stock Exchange for many weeks."

SIXTEEN YEARS IN A GROCERY.

Mrs. Francis R. McKeown, One of Toronto's Women Grocers, Passed Away on Tuesday.

Mrs. Francis R. McKeown, who, with her husband, has kept a grocery in Toronto for sixteen years, passed away on Tuesday morning, as the result of an attack of grippe and complications.

Mrs. McKeown was taken ill on New Year's day, but had been able to be about for a few days. Last week she was seized with a relapse and this with other troubles, caused her death.

The store, which she has conducted, associated with her husband, Francis R. McKeown, is at 573 King west. Her husband, two sons and a daughter survive.

CHANGES IN TRAVELING STAFF.

Presentation to Retiring Salesman of Davidson & Hay on Saturday.

One of Davidson & Hay's oldest travelers, A. D. Leslie, who has been connected with the firm for twenty-three years, severed his connection last week and will now go after life assurance with the Federal Life Co.

His retirement was made the occasion for a presentation on Saturday last, Col. Davidson, on behalf of the firm, presenting Mr. Leslie with a purse of gold, and expressing his appreciation of his services.

Geo. Moffatt, who has been looking after the firm's business in the city for the past three months, will take Mr. Leslie's territory, the Owen Sound route in Ontario, and W. Bremner, who was with the firm some time ago, will follow in Mr. Moffat's position.

PERSONALS.

Byron N. Barns, Halifax, was in Montreal last week.

John C. Black, sales manager of the H. J. Heinz Co., Pittsburg, is dead. He was known to many wholesalers in Canada.

J. C. Gardiner, of Sugars and Canners, Ltd., Montreal, is on a business trip to the Pacific coast. He will be away two or three weeks.

Richard Lewis, representing G. F. Sutton, Sons & Co., Osborne Works, London, Eng., was a caller at the Montreal office of The Canadian Grocer last week. Mr. Lewis will make a tour of Canada in the interests of his firm, and will eventually open an office in Toronto.

TRADE NOTES.

At their company's general meeting, held in Toronto recently, E. W. Gillett Co., Limited, a very satisfactory dividend was declared to the stockholders. This old established business is making remarkable progress and its affairs are in very satisfactory condition.

A fire in the C.P.R. warehouse on East Notre Dame street, Montreal, on Tuesday night, Feb. 4th, destroyed flour stored there by the Lake of the Woods Milling Company, to the extent of $40,000. A quantity of tea in an adjoining storehouse was damaged by water, but the loss will be small. The flour loss was covered by insurance.

NOW IS THE TIME

Could there possibly be a more favorable time to push the sale of Red Rose Tea, particularly the 40 cent grade when common grades of tea are so very dear?

The "stand out" quality of this tea was never so apparent, even to those who are not very particular, as it is now.

Comparisons are said to be "odious" but nevertheless comparison is generally the best test, and a comparison of Red Rose with any other tea will, I believe, convince you that it will pay you to recommend it to your very best customers.

TORONTO OFFICE: 3 Wellington St. E.
WINNIPEG OFFICE: 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N. B.

SEVILLE ORANGES FOR MARMALADE

We are offering these extra fancy oranges, in lots to suit, at moderate prices. Just received, also another car of SIGNAL Brand Navel Oranges, which will please the most fastidious. Prices very attractive. Give us your order.

THE MONTREAL FRUIT EXCHANGE, 195 McGill St.
MONTREAL

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

Red Heart Lye

98% PURE

This lye we guarantee to be the best line on the market. It gives universal satisfaction and yields a good profit.

PRICES:

8 oz. tins, per doz., - - 65c.
12 oz. tins, per doz., - - 85c.

Packed 4 dozen to the case. Special prices to jobbers buying quantities.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Wines and Liquors

MONTREAL

Special for One Week

CALIFORNIA PRUNES

"MONARCH" BRAND

50/60s, @ 7½c.
60/70s, @ 7c.
80/90s, @ 6c.

ALL 25-LB. BOXES.
SUBJECT TO PREVIOUS SALE.

Do you want Prunes? If you require prices for anything in groceries, write for quotations.

S. J. CARTER & CO.

WHOLESALE GROCERS
58 McGILL ST., MONTREAL

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"

Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

Choicest Cured Meats
AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham — **Rolled Bacon**
Boneless Prepared Bacon — **Pure Lard**
Skinned Boneless Backs — **Lard Compound**
Finest Baker's Shortening, etc.

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Potted Meats

always form an attractive and profitable line on your provision counter. We never had more satisfactory goods in this line than those we are sending out to-day. All made with the greatest care and under government inspection.

Cooked Hams — **English Brawn**
Cooked Shoulders — **Headcheese**
Potted Hocks — **Potted Pork Tongue**
Potted Tender Loins — **Potted Ox Tongue**
Cooked Pigs' Feet

F. W. Fearman Co.
Limited
Hamilton, Ont.

Cheese

Advancing markets make it wise for you to buy your cheese at once.

We have in store a supply of finest colored and white, which we are offering at most attractive figures.

Our own buyers bought this cheese in the best cheese-producing districts, and we can guarantee the quality.

Being very closely in touch with the markets on both sides of the water, we can buy at bottom prices. It will pay you to buy from us.

Wire or write at our expense for prices.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
We have no retail stores.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Provisions

They prove so delicious in their purity that your customers want them continually. And, remember, the government food inspector has declared Ryan Brand to be absolutely pure.

GET OUR PRICES NOW!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Butter Advanced Slightly in Several Lines—Cheese Easier, Consequent on Falling Off of English Demand—Hog Market Further Depressed.

CHEESE AND BUTTER BULLETIN

A weaker feeling is noticeable in cheese this week, prices having slumped slightly. Receipts of New Zealand cheese in the Old Country have been rather larger than it was thought they would be, which has put Canadian holders somewhat out in their calculations.

Still, those who have stocks are not anxious sellers by any means, feeling that a firmer market is bound to rule. It is very likely, however, that they would be interested in offers from the other side at figures less firm than those which ruled a couple of weeks ago.

English buyers, though, have not been making offers to Canadian houses, because they have been able to supply their customers from New Zealand receipts. Reports from England state that consumption is good, and likely to improve as the season advances.

Locally there is very little business being done, except the usual local consumptive trade. Prices quoted to grocers and handlers of small lots are around 14c. Export figures are bound to be nominal, since there is no inquiry to speak of from the buying English houses. For best Ontario it is not likely that more than 13c could be obtained. There is also a range offering at 12¾c.

Receipts of cheese last week were 119 boxes, against 521 boxes same week last year, and 65 boxes previous week. Total receipts since May 1 amount to 2,053,591 boxes, against 2,349,270 boxes same period 1906-7.

Butter continues very firm with an advancing tendency distinctly noticeable. Holders locally have put up their prices again, and best October fresh grass creamery cannot be obtained today undet 29c to 29½c. This is for quantity, and for small lots as much as 30c can be secured.

Fresh grass butter is rapidly becoming very scarce, and should present demand continue it cannot possibly last a great deal longer.

Meantime current receipts are not heavy, quite the reverse. This, naturally, has a firming tendency, and as stocks are difficult to replace, sales are not sought very assiduously. Prices run from 27½c to 28c.

Dairy butter is scarce as ever. For what is offering, 25c to 25½c is obtained. There is very little solid dairy offering, most of what is on the market being in prints and rolls.

It is reported that some Irish butter, which was brought over here from the Old Country, is being shipped back again as it is not quite what is desired for this side. It is too mild and otherwise unsuited for the needs of the Canadian market.

Receipts of butter last week amounted to 1,614 packages, against 791 packages the previous week, and 1,157 packages same week last year. Total receipts since May 1 amount to 410,357 packages, against 604,832 packages same period 1906-7.

THE PROVISION SITUATION

How long the depressed condition of the hog markets will continue is rather an interesting question just now. This week the situation is even worse than it was at last report. The English market remains steady at the exceedingly low basis mentioned before. The Danes continue to make unusually heavy deliveries, last week's reports showing deliveries again very much over the average. The Americans, also, continue to make large shipments. And, considering all these facts, it does not seem that a material change in the situation is probable for some weeks to come.

Under these existing conditions business is very quiet, with Canadian packers. And the fact that they are not very anxious to do more is evident from the prices they are offering, which are even a notch below last week's quotations. Hogs f.o.b. country points will bring $4.90; fed and watered stock about $5.10, and hogs at factory $5.30.

These prices are certainly not very tempting to the hog raiser, and as a result very little stock is being delivered. The very heavy and drifted roads, the result of last week's storm, are also having some effect on deliveries.

The condition of affairs in the American market is summarized in the following paragraph from the New York Journal of Commerce:

"The past week has witnessed more activity in future hog products in sympathy with enormous receipts of hogs early and a sharp decline in prices, against which packers at first supported prices, resulting in only a moderate decline up to midweek, after which receipts fell off, but products went down more rapidly than early week, as the packers appeared to have abandoned their support of the market in sympathy with the demoralization in grain and readjustment of values to panic conditions in those markets instead of accumulating stock, which they were doing the week before in place of selling futures against current production. This led to a sharp break on Friday after only moderate declines early in the week. It seems to be generally conceded now that the supply of hogs in the country is bigger than expected in view of the farmers' continued selling at these low prices while holding back their grain. This would seem to indicate that the packers have recognized that the old basis of prices was too high for the present industrial and financial conditions and that they must accept a lower basis for the coming year.

"Beef products have sympathized with hog products for the first time, though production has not so much increased but consumption has fallen off, and exporters have been unwilling to come in without concessions in prices, as industrial conditions abroad do not warrant their paying old prices any longer. Thus a readjustment of values in all meat products seems to be inevitable. By-products have maintained old prices generally on moderate production, but consumption is falling off owing to the times, and to avoid accumulation, packers are making concessions, while buyers are masters of the situation, being able to hold off until accumulations force concession."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Some packers report a better demand for smoked meats, but others say that there is not any noticeable improvement in the number of orders coming in. Bookings for Easter are already being made. Lard is firm in price and in fair demand. Heavy lines are normal.

Lard, pure, tierces	0 11½	0 12
" 56-lb. tubs	0 11½	0 12½
" 20-lb. pails, wood	0 12	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12	0 12½
" " 5-lb. "	0 12½	0 12½
" " 3-lb. "	0 12½	0 12½
Lard, compound, tierces, per lb.	0 08½	0 10
" " tubs	0 08½	0 11
" " 20-lb. pails, wood	0 09	0 10
" " 20-lb. pails, tin	0 08½	0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09	0 11
" " " 5-lb. "	0 09½	0 11½
" " " 3-lb. "	0 09½	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—There is a slight advance in butter noticeable, fall and winter make creamery being up 1c. The market is firmer. Dairy rolls are scarce, owing, no doubt, to the bad conditions of the country roads. Fresh made creamery of good quality is in good demand. Receipts are light.

Creamery, fall make, boxes	0 29	0 30
Creamery, winter make, boxes	0 28	0 29
Dairy, tubs	0 23	0 25
Fresh large rolls	0 24½	0 25

EGGS—The egg market is very firm. Stocks of storage are practically exhausted. Some pickled are left, and the market for this variety is firm. Receipts of new laid eggs are limited. Demand is good.

New laid	0 33	0 35
Pickled	0 21	0 22

CHEESE—The cheese market continues steady. Local demand is good. Quotations this week from England are 64s 6d to 65s.

Cheese, old	0 13½	0 13½
" new, large	0 14	0 14½
" " twins	0 14½	0 14½

HONEY — The honey market is unchanged since last week. Demand is fair. Quotations are nominal.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

WE BUY FEATHERS
All Kinds at highest cash prices. Secure them for us. It will pay you. We sell every description of Down and Feathers at correct prices. Free from all impurities and microbes.
P. POULIN & CO.
36-39 BOUSECOURS MARKET, MONTREAL

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

TORONTO.

PROVISIONS—A better feeling prevails throughout the market. The demand for smoked meats has improved with the cold weather. Lard is unchanged. Prices all round are firm and will probably remain so for some time. Fresh meats have been moving better.

Long clear bacon, per lb	0 10	0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 14½	0 15
Medium hams, per lb	0 13½	0 14½
Large hams per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb	....	0 16
" pea meal	....	0 16½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	....	0 11½
" tubs "	....	0 12
" pails "	0 12	0 12½
" compounds, per lb	....	0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—The market continues firm, with an advancing tendency. Creamery prints and solids are quoted 1c higher. Stocks are getting low. Dairy is arriving in good quantities. The demand is excellent.

	Per lb.	
Creamery prints	0 30	0 33
Creamery solids	....	0 29
Dairy prints, choice	0 26	0 27
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—Prices rule firm, with no advances. Storage stocks are being quickly reduced and dealers have barely enough to fill contracts. Receipts of new laid have been very light, owing to the rough country roads.

Eggs, candled	0 22	0 23
" selects	0 27	0 28
" limed	....	0 21
" new laid	....	0 35

CHEESE—No material changes are noticeable. Prices are unchanged, but very firm. The demand has greatly improved and is quite satisfactory.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13½

HONEY—There is no change. Very little is doing, the demand being flat.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Business has been quiet. Supplies are lighter, owing to weather conditions. Prices are about the same. The demand is not so good.

Live Weight.

Spring chickens, per lb	....	0 10
Old fowl	....	0 07
Ducks	....	0 08
Geese	....	0 08
Turkeys	0 10	0 12

Dressed weight.

Spring chickens, per lb	0 10	0 12
Old fowl	0 07	0 08
Ducks	0 10	0 11
Geese	0 10	0 11
Turkeys	0 13	0 15
Squabs, per doz	....	2 50

HINTS TO BUYERS.

There are great bargains to be secured in buying green or black teas from Laporte, Martin & Co., Montreal, who are desirous of reducing their stock before moving, and who have reduced their prices accordingly. Moreover, the firm pays the freight on all 200-lb lots or over.—Advt.

CANADIAN TURKEYS IN ENGLAND.

Hints Regarding Shipping Poultry by Trade Commissioner.

The following item regarding a shipment of Canadian turkeys to Great Britain, from the report of J. B. Jackson, Canadian Trade Commissioner in Leeds, will be read with interest by the trade generally :

"As a direct result of my report of September 27, 1907, and also of the trade inquiries which appeared therein respecting the demand for Canadian turkeys, it is a pleasure to report that a large shipment of these birds was sent to an inland town in this district, arriving just in time to supply the Christmas demand.

"In local trade a good deal of interest was taken in this shipment and it should interest exporters in Canada to know the opinions given. 'The birds, it is said, were in perfect condition, but the shippers somewhat spoiled the consignment by freezing them too hard during transit.' This same complaint also applies to a few other shipments which were sent to other parts of the country. It must be remembered that turkeys which arrive in a hard frozen state have to be 'thawed out,' and this takes the fresh look off them—not to mention other drawbacks that result from this process. Notwithstanding this, however, the turkeys that came to hand fetched a price of from 16 to 17 cents per pound, but it is said that if they had only been chilled (as Canadian turkeys usually are) instead of frozen, they would have fetched 2 cents per pound more. As regards the packing, too, in this special case the birds were packed in random numbers to a box, such as twelve, eight, fifteen and sixteen, but, in future, it is advocated that no more nor less than twelve birds be put into a case, and that they be graded as to weight.

"Taken altogether, however, the shipment was a good one, and, as before mentioned, created no small interest; in fact, now that the preliminary trial of this direct trade between exporter and merchant has met with fair success there is every indication that several other firms will be asking for direct shipments next season, and it rests with Canadian exporters to make the most of their opportunities in this direction."

Another paragraph contains an item of interest noting a ready demand in England for Canadian salmon :

"According to well-informed reports the supplies of British salmon this season are likely to be below the average. Merchants and importers in this district are eagerly looking for supplies from Canada, it being immaterial whether the fish arrives frozen or fresh. 'Loggerheads' are considered to be by far the favorite brand obtainable from Canada ; in fact, many dealers here prefer them even to English salmon. I am assured that this and other kinds of salmon, such as 'sockeyes,' etc., would fetch as much as 16 and 17 cents per pound if sent forward at the present time."

R. Carignan and Robt. Kennedy, representing Laporte, Martin & Cie, Montreal, were in Toronto for a couple of days this week looking after business interests.

Other Beans

The jobbers' test of a tin of Pork and Beans may show him that there are many brands which are good. That test however, is not as satisfactory as the retailers' knowledge that his customers ask for

Clark's Pork and Beans

And that they can only be brought to try others after precious time has been wasted explaining their quality.

And not only is time money, but the fellow on the other corner will probably have some Clark's Pork and Beans in his window!

Why say any more?

When ordering Pork and Beans, specify Clark's, and as we are filling all orders promptly, you will get them without delay.

Wm. Clark, Montreal

Manufacturer

O'MARA'S BACON

I stock only

Pork and Pork Products

I don't sell Eggs or Cheese, Butter or Poultry.

I make the best

Bacon, Lard, Hams, Sausages and Cooked Meats

So I don't need any "Side Lines."

JOSEPH O'MARA

Pork Packer PALMERSTON, ONTARIO

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. This is the best season for trade. Do not miss it.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - MONTREAL
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - ST. JOHN, N.B.
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - HALIFAX, N.S.
Mitch-ll's Wharf

R. S. McINDOE - - - - - - - - TORONTO
120 Church Street

W. L. McKENZIE & CO. - - - - - - WINNIPEG
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - VANCOUVER
336 Hastings Street West

and from all wholesale houses throughout Canada

TRADE NOTES.

L. Chaput Fils & Cie., Montreal, are having their offices and sample room repainted. When they are completed they will present a very fine appearance. This work is being done at present in order to start the new year bright and cleanly in every way. Stocktaking commenced last Monday.

S. Bosador & Bros., general merchants, of Cobalt, have made an assignment.

Wm. Pollard, Latchford, Ont., who has been conducting a butcher and grocery store, has assigned.

W. Innis & Son, general merchants, of Moorefield, Ont., have made an assignment.

C. L. Nicholson, general merchant, of Riceville, Ont., has assigned.

J. E. Crone, general merchant, of Shelburne, Ont., has made an assignment.

The Moyne Tea Co. (Merchants Mfg. & Supply Co.) Toronto, has been sold to John Casson & Co.

Hunt Bros., general merchants, of Vermilion, Alta., have made an assignment.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BUTTERFLY BRAND

FUSSELL'S

PURE

Cream and Milks

THE FAVOURITES ALL OVER THE WORLD.

TEN GOLD MEDALS.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

ALWAYS INSIST ON FUSSELL'S.

Prices and Particulars of the Agents

John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.
C. Fairall Fisher, - - - Montreal.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
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BRANDON

WESTERN CANADA FLOUR MILLS COMPANY 196 Purity MANITOBA HARD WHEAT

Offices:
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It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

A Car Lot of

BUDA

"The Flour of Quality"

will convince you that we put it mildly when we say that Buda flour is the best value in Canada. Many leading dealers are making money out of this brand. Are you? I will give the leading dealer in each town control of Buda for his town, if his order is in first. Get busy! Write to-day for prices.

J. B. HARTY

PICTOU, N.S.

QUIETNESS REIGNS IN CEREALS

Small Deliveries of Both Oats and Wheat Point to Low Stocks—Oats Advance Temporarily in Montreal.

Business is exceedingly quiet in the cereal markets this week. The heavy snow storm of the end of the week and the impassable roads have made it almost impossible for the farmers to get in with supplies. In consequence, deliveries have been very light and this condition seems to be reflected in the markets generally. Stocks of wheat seem to be rather low anyway, the high prices seeming sufficient to market this grain. Oats are a little more plentiful.

The recent break in the Chicago market, was, owing to the quiet condition of the market, not reflected at Canadian points. Prices here seem to be on a pretty steady basis.

Rolled oats have been advanced in Montreal, seemingly in consequence of good demand, but this change will scarcely be permanent.

Wheat inspections at Winnipeg on Saturday amounted to 113 cars, compared with 97 cars the day before, and 1 car the corresponding day last year, when the railways were tied up with a snow blockade. Saturday's grading was as follows: No. 1 northern, 3 cars; No. 2 northern, 9 cars; No. 3 northern, 15 cars; No. 4, 11 cars; No. 5, 7 cars; No. 6, 8 cars; winter, 10 cars; other grades 50 cars. Other inspections were; Oats, 18 cars; barley, 2 cars; flax, 1 car.

The visible supply of wheat in Canada and the United States has decreased 506,000 bushels during the last week. The supply of corn has increased 1,158,000 bushels, and of oats 267,000 bushels.

MONTREAL.

FLOUR—There is no change in the market since last week. Demand continues to be very good. There is very little export trade being done.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 25
Glenora		5 65
Manitoba spring wheat patents		6 25
" strong bakers		5 55
Five Roses		6 10

ROLLED OATS—Rolled oats in 80 and 90 lb. bags have been advanced 12½c, and in barrels 25c. Demand is good, market steady. The advance is not likely to prevail very long.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 90	3 02½
" 80-lb. bags	2 75	2 87½
" bbls	6 10	6 35

FEED—The situation in feed has not changed since last week. Local trade is fair.

Ontario bran	22 00	72 00
Ontario shorts	24 00	00 00
Manitoba shorts	23 00	24 00
" bran	22 00	23 00
Moullie, milled	26 00	31 35
" straight grain	27 00	33 00
Feed flour	1 50	1 90

TORONTO.

FLOUR—Business is quiet and from the amount of deliveries it seems that farmers' stocks are pretty well cleaned out. Demand is considerably easier this week, and shipments are materially lighter. Prices remain on last week's basis:

Manitoba Wheat.

60 per cent. patents	5 40	5 60
85 " "	5 15	5 20
Strong bakers	5 10	5 15

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—The market feeling is slightly easier this week, though business is fair. Snow-blocked roads and bad weather prevented delivery, but shipments were maintained about as usual. The advance in oats in Montreal was not felt locally.

Rolled wheat in barrels, 100 lbs	2 85	3 10
Rolled oats, in wood, per bbl		6 55
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		6 40
" " " " in bags, 98 lbs.	2 90	3 25

A CONFECTIONERY SUCCESS.

Many people have wondered at the success of Meurisse's orange chocolate cream bars. It is not surprising, however, when the quality is taken into consideration. It is the best thing yet offered to the trade. Give orders to: Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel Street, Quebec; W. C. Scott, 76 Queen Street, Ottawa. They are all supplied with a complete stock of this high-class line.—Advt.

TRADE NOTES.

W. J. Forrester, general merchant, of Forrester's Falls, Ont., has made an assignment.

J. A. McFadden, Mono Centre, Ont., has taken over the general business of A. O. Scott.

C. T. Hare, general merchant, of Ottawa, Ont., has assigned.

J. A. Stubinski, Renfrew, Ont., has taken over the grocery of Frank Stubinski.

Cote & Lebel, La Tuque, Que., have started a general store business.

Burton Bros & Co., general merchants, of Osnabruck Centre, Ont., have assigned.

The P. McEvoy Co., grocers, of Ottawa, have made an assignment.

The general store of McCamis & Boughton, Arden, Man., was destroyed by fire last week.

Green & Newton, grocers, of Winnipeg, have dissolved partnership.

Flook, Rowell & Co., Esterhazy, Sask., are the successors of Flook & Rowell, general merchants.

A. Sant, Yorkton, Sask., has sold his general store to M. Krushen.

J. A. Francis, general merchant, of Essex, Ont., has made an assignment.

Joseph Thauvette, grocer, of Montreal, has assigned.

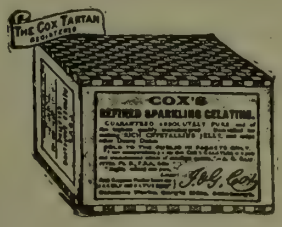
Selling Soda Biscuits

is an easy matter when you have

Mooney's Perfection Cream Sodas

When you have sold a customer her first package you can depend upon her repeat orders. There is a perpetual freshness and crispness about Mooney's which no other manufacturer can duplicate. Every cracker in the package is the same—Perfection.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, CANADA



COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

Condemns U.S. Shipments to Britain

British Inspector Says That Vast Amounts of Boneless Meats Discarded in the States Are Sent to England—Staff of American Inspectors is Inadequate and Tubercular Scraps Are Passed.

From a special cable to the New York Herald.

It is often said that America sends her best beef, bacon and other foodstuffs to England, but if the latest report of Dr. G. Buchanan, Inspector of Foods of the British Local Government Board, can be relied upon, Great Britain receives a vast amount of meat which the Americans themselves discard because it is not good enough for them.

The Local Government Board have now under consideration the question of taking action to minimize or remove the risks to health, which the present unrestricted admission of these foods entails, by the enforcement of regulations such as are authorized by the public health regulations as to food of the act of last year.

Dr. Buchanan, who has been carefully inquiring into the matter, condemns a lot of imports from America. The material chiefly in question is meat imported in boxes, barrels and other receptacles, which contain scraps, lumps, trimmings and other portions of such size and shape that they are not readily identifiable with the definite parts of a dressed carcass.

Scrap Meat From United States.

Nearly all the importations from the United States consist of scrap meat, which has been packed in boxes and frozen. In other words, scrap meat, namely, beef and pork, is one of the numerous articles included in the trade in American frozen box meat, which has been increasing in recent years.

The boneles beef received in England from the United States consists mainly of what is termed "chucks" of beef, "chuck" being frozen shoulder, but in practice the term "chuck" seems to be used to comprise trimmings from all parts of the carcass, chiefly fleshy lumps from the fore and hind quarters.

They come, says the English Inspector of Foods, from animals whose meat is of inferior quality to that which is exported to Great Britain in half or quarter carcasses as chilled meat. In summer the trade does not pay, in consequence of the quickness with which the contents of the boxes may go bad after leaving cold storage. This is characteristic of boneless chucks, and seems to be generally recognized by the meat inspectors at the central markets in London, who find that after the contents of the boxes have thawed their appearance soon becomes unsatisfactory.

Damage Irish Meat Trade.

The wholesale price of beef chucks is usually three-pence per pound. Their chief sale is in Glasgow and the north of England. In Glasgow American boneless chucks are largely used to make minced collops, and their increasing use there has had a damaging effect on the Irish meat trade with the west of Scotland. In London the chief purchasers of boneless chucks are the makers of pies and sausages. The boxes are often sold unopened. Sometimes half boxes are sold, the box and its frozen contents being cut bodily across.

Boneless pork from the United States consists mainly of boxes of pork cuttings, ham trimmings and the like. These arrive in boxes of sixty to eighty pounds weight. The contents of a box when opened consist of a solid frozen slab.

The price is usually about three-pence or four-pence per pound.

It is said that the inspection in England can afford no check whatever as to the existence of disease conditions in the animal whence meat of this description is derived, nor can any such inspection operate as a check upon the use of uncleanly or objectionable methods of obtaining, treating, collecting or packing scrap meat in the place of its preparation. An inspector, however skilful, can make nothing of chucks or trimmings while they are frozen hard, and all he can do in practice when they thaw is to look for signs of decomposition.

In the meat market the boxes are brought straight from the cold store and their contents are usually still frozen when seen by the market inspectors. Much boneless meat goes straight from the cold store to the purchaser without passing through the market.

It is doubtful, adds the inspector of

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

Flour, Grain, Feed, Seeds, etc.
Send your quotations
The leading Quebec Flour and Grain House.
C. A. PARADIS, Quebec

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

POT AND PEARL BARLEY
CALEDONIA MILLS
AND FEED
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S
GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

Canadian Agents.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The most cheering comfort

Your customers can always rely upon

Mott's

"Diamond" and "Elite" brands of

Chocolate

giving them the most gratifying results, either for drinking purposes or baking.

IN ALL CANADA there is none to compare with MOTT'S CHOCOLATE

Every jobber sells it.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

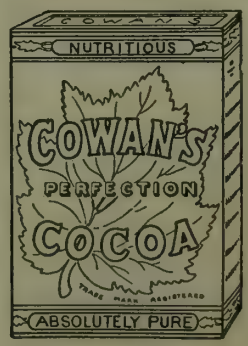
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

COWAN'S

Cocoa and Chocolate

leads every other brand in purity and flavor. There's reason behind the popularity of Cowan's.



The name "Cowan's" is a guarantee from you to your customer that you sell the purest and finest flavored Cocoa on the market.

The Cowan Co., Ltd.

Words of Wisdom

Manufacturers

THE Manufacturer who sells his product through dealers, no matter how much magazine and newspaper advertising he may do, cannot afford to ignore the trade journals. The idea that if a general demand is created, the dealer will be forced to carry the goods is all right in theory, but the trouble is that it doesn't work out in practice. The dealer is likely to carry such brands of different articles as suit him, and if he hasn't what people ask for, the people will take what he has. As a matter of fact, the number of those who ask for a certain brand, and refuse all others, is very, very limited. This means that the manufacturer must advertise to the dealer as well as to the consumer. To convince the latter that it is worth while to buy a certain brand is only half the battle. The other half consists in convincing the dealer that it is worth his while to carry the brand. This is best accomplished through the trade newspapers.—*Profitable Advertising.*

foods, whether any system of inspection, however rigid, can be regarded as satisfactory in the case of meat prepared for export in the form of scrap meat.

This form is rightly held in considerable suspicion by the health authorities. In the experience of Great Britain it has been found specially convenient to traders wishing to make profitable use of bad or doubtful meat of all kinds. Preparations of scrap meat, often of inferior quality to begin with, must involve a considerable amount of handling. Scraps may be collected from dirty floors or have been thrown into unclean receptacles, or are liable to have been dirtied or contaminated in other ways.

Save for certain questions regarding tuberculosis, the instructions of the United States Bureau of Animal Industry to the inspectors appeared to constitute a code which could be regarded as generally satisfactory from the health point of view. But, says the British inspector, it is quite another question how these regulations worked in practice. There were serious doubts as to the uniform efficiency of the system of inspection pursued.

From the latest reports received, the staff of inspectors at packing houses must often have been wholly inadequate to secure a thorough inspection of carcasses from disease on the lines of the official instructions.

U.S. Staff Inadequate.

However hard working and competent the inspectors may have been, they have evidently been too few for the proper performance of inspection with regard to disease which the label of "United States inspected" has professed to signify.

Previously there had been practically no control over the proceedings of packers once the carcasses had passed the inspectors. Until the last year, at any rate, the official labels have had no significance as regard preparation, cleanliness, chemical treatment and the like of meat imported in the form of scraps. The new United States meat inspection law has greatly increased the official staff of inspectors.

It has extended their supervision to all parts of the packers' premises and it may be taken to have already effected improvements which are to the advantage of the British consumer of American meat foods. But although henceforth the label "United States Inspected" will no doubt mean more than in the past, it would be rash at this stage to place too great reliance upon its significance when attached to boxes containing such a commodity as scrap meat prepared for export.

Tuberculous Cuttings?

In regard to pork, which forms a considerable proportion of the scrap meat from the United States, an important question arises with regard to tuberculous pork cuttings, ham trimmings and the like exported from the United States to England. They may consistently, with the Bureau of Animal Industry instructions, be derived from animals which on slaughter have been found to be affected with tuberculosis, provided that the disease, on naked eye examination, is limited to certain parts of the carcass, whereas it is the practice in London and certain provincial meat markets for the sanitary officers concerned to act upon the recommendation of the Royal Commission on Tuberculosis of 1898 and to seize and require the surrender of the carcass of any pig which shows signs of tuberculosis in any degree.

The home trader has a legitimate grievance if in these circumstances scraps of pork from tuberculous animals are allowed to come on the market for no other reason than that the condition of the animals from which they are derived cannot be ascertained by the inspectors in this country on the form of the imported scrap meat. Pork trimmings and other scraps of pig meat from the United States may consistently, with the American meat inspection regulations, have been derived from tuberculous animals which the health authorities in this country would not permit to be used for food.

The pig is an animal readily susceptible to infection by tuberculosis. In the pig the disease spreads with greater rapidity and tuberculosis shows a stronger tendency to become generalized than in the case of a bovine animal.

For these and other reasons there is substantial ground for regarding the meat of pigs which are affected by tuberculosis in any degree as potentially dangerous to the person consuming such meat. This view was taken by the Royal Commission on Tuberculosis. The only safeguard against the diseased conditions in box pork from the United States lies in the system of official inspection of meat intended for export on the premises of the packers in America by officers of the United States Bureau of Animal Industry.

As regards tuberculosis in pigs the meat of which is to be exported to the United Kingdom, the official instructions to the United States meat inspectors differ from the recommendations of the Royal Commission of 1898.

As matters now stand, therefore, if the label "United States inspected" on packages of box pork from the United States be accepted at its minimum value it affords a guarantee that the meat does not come from animals suffering from certain severe forms of tuberculosis, but it does not attest that none of the meat is derived from tuberculous pigs. Indeed, the United States regulations justify the assumption that some of the box pork comes from animals affected by tuberculosis.

I understand that the Royal Commission is now engaged in investigations relating more directly to pig tuberculosis. The results of these investigations when available will obviously require careful study, and possibly a further extension in particular directions before the board could be in a position to consider whether the standard which it has advised the local authorities to adopt on the authority of the Commission of 1898 should be further insisted upon or should be modified in particular directions.

But there seems no reason to wait until a large policy in regard to home meat inspection applicable to such questions as tuberculosis in pigs has been formulated and set going, or to wait for the result of a detailed inquiry as to the relative degree of danger from the meat of pigs affected by tuberculosis of one or another variety, in order to improve the present position with regard to tuberculosis in imported pork. If in the interim measures can be taken to secure greater wholesomeness as regards tuberculosis of the larger part of the pork consumed in this country, that which comes in from abroad, a considerable advantage would be gained from the point of view of the public health, while incidentally a just cause of complaint from the home traders would be removed.

Trade in Cooked Tripe.

The trade in already cooked tripe is almost wholly from the United States. A quarter of a pound of this tripe, which may be considered to be a moderate meal, must often contain more than the maximum dose of boric acid prescribed for an adult by the British Pharmacopoeia. Many persons who eat this tripe incur a definite risk to their health. The new meat inspection law of the United States and the regulations made thereunder have now made it illegal for American packers to use borax or boric acid, sulphites or sulphurous acid and certain other preservative substances in the preparation of the meat foods.

The American packer who prepares preserved tripe of the kind above considered, if he is to comply with the new law and new official regulations, has to carry out the preservative treatment in portions of his establishment which are specially set aside for the purpose and must label his preserved products in a prescribed manner to indicate that the goods are intended solely for export. In these special portions of his premises the packer is permitted by the meat inspection law to carry out any preservative treatment which he requires for his foreign trade, provided that no substance is used in the preparation or packing in conflict with the laws of the foreign country to which the articles are to be exported.

The British laws do not in the present circumstances afford any protection in this respect to the British consumer.

The total amount of cooked or uncooked foreign preserved tripe imported into the United Kingdom is small by comparison with the total quantity of tripe available to the British consumer.

These kinds of tripe appear to constitute a distinct risk to health which it is desirable to remove. Prohibition of their importation would cause little or no difference in the supply of this important food to the public. It would no doubt affect the United States trade, but it would be open to American traders to revise their methods.

L. B. Moore, the Newfoundland representative of T. H. Estabrooks, was in Toronto for a few days last week renewing acquaintances with the Red Rose men, and also spent some days with friends in Guelph. Returning, he called in Montreal. Mr. Moore speaks optimistically of the business outlook in Newfoundland, and says up to date the new year's business has been quite as good as usual.

BUYERS ARE WELL SATISFIED with the

Golden Flower and Rose Brand Navels

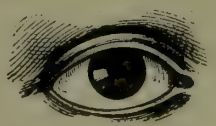
Most dealers are sending repeat orders—Try a few boxes.

Have full supply Extra Choice Washington Navels, Messina Lemons, Dates, Figs, Nuts, California Celery, Almeria Grapes, Onions, Lettuce, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

You don't have to skin your



to see that

"Golden Flower"

contains superior fruit—is given more care and attention in the harvesting and packing than any other brand of Navel Oranges.

TRY 'EM

McWILLIAM & EVERIST

HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Cold Weather Weakens the Demand for Fruits—Potatoes Steadily Advancing—Weather Conditions Have Checked Outside Buying of Fish.

The heavy storms and cold weather have weakened the demand for fruits. It has been practically impossible to ship to outside points. No material changes are noticeable. Prices remain steady. Good marmalade oranges are arriving. The supplies of cranberries are getting low and will soon be done. They have been moving very slowly this season.

Weather conditions have stiffened the price of potatoes and a further advance in Delawares has resulted. Other lines of domestic vegetables are selling well. Fancy stuff is slow.

The cold weather is helping the demand for fish. Business is satisfactory, although the heavy storms have made shipments backward. Prices are steady. Railway contractors have been buying heavily. Considerable trouble is being experienced in filling outside orders.

MONTREAL.

GREEN FRUITS—Heavy snows which blocked country roads have resulted in a falling off in the demand for fruits. Orders from country districts have not been numerous of late and improvement is not anticipated before the roads are opened up again. Oranges, lemons and other staples are in fair demand in the city. Prices this week show no change.

Bananas, fine stalk		2 00
" jumbos		2 25
Cocoanuts, new, per bag		4 50
Lemons	2 25	2 50
Navel oranges	2 75	3 25
Florida oranges, box	4 00	5 00
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	2 75	3 25
Tangerines, half-box		3 00
Pineapples case		4 50
Grape fruit, box	3 00	7 00
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	10 00	11 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquats qt		0 25
Strawberries qt		0 60
Apples Fameuse, bbl	4 00	5 00
" other fall varieties, bbl	2 00	5 00

VEGETABLES—Weather conditions which have affected fruit sales, have made themselves felt in vegetable circles. There is little new to report this week. Prices have not changed since last report. Potatoes are firm at the old figures, receipts being fair.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate		5 00
Water cress, large bunches, per doz		0 75
Spinach, bbl		3 50
Green peppers, crate		3 50
Boston hot house cucumbers, doz		2 00
Potatoes, per bag		1 00
Sweet Potatoes, basket		3 25
Beets bag	0 75	0 80
Carrots, bag	0 60	0 65
Tomatoes, Florida, crate	4 50	5 00
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 75	1 00
" large crates		2 25
Canadian onions, lb	0 01½	0 01¾
Boston lettuce hot house, per doz		0 90

FISH—New tomcods and sea herring are lower in price this week, but the list is unchanged otherwise. Fish dealers report very satisfactory business from all sections. Good sized orders are being shipped to railway contractors in the province. Oyster sales are fairly good, prices remaining unchanged.

Fresh and Frozen Fish.

Haddock, per lb	0 04½	0 05
Halibut, per lb	0 08½	0 09
Mackerel, "		0 09
Dore, "	0 07½	0 08
Pike, lb	0 04½	0 05
Cod fish, lb		0 04½
Steak cod, lb		0 05½
Whitefish, lb	0 06½	0 10
B.C. Salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 08½
New tomcods, bbl	2 35	2 50
Sea herring, bbl	1 75	1 85
Smoked and Salted—		
Haddies, boxes, per lb		0 07
Kippered Herring, 50 in box		1 10
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 08	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb		0 05
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal		1 70
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Boiled lobsters, lb		0 18
Live lobsters, lb		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 00
No. 1 Nova Scotia, per bbl		5 25
" " per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs	6 50	7 00
Green cod, per bbl		6 00
Medium " " " "		7 50
Large " " " "		8 00
Labrador Salmon, ½-bbls		8 50
No. 1 salt eels, lb	0 07½	0 08
New Orleans shallots, doz		0 60
Radishes, doz		0 60
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75
Horse radish, per lb		0 12
Beans, green, basket		6 50
Beans, wax basket		7 00
Egg plant, doz		2 00
Green peas, basket	5 00	5 50
California cauliflowers, per crate		4 00

TORONTO.

GREEN FRUITS—Business has taken a quiet turn, due to the severe cold snap which has prevented shipments. The depression has not resulted in any break in prices. Oranges have a firm tone. Floridas are getting low. Choice marmalade oranges are arriving. Lemons are steady at old prices. Grape fruit is moving better. Bananas are unchanged. Cranberries are becoming scarce. Almerias are in fair demand.

Oranges, Florida's new	2 00	2 25
Oranges, Mexicans, new	2 00	2 10
" navals, new	2 75	3 25
" Valencias	4 50	5 00
" Murcias		1 75
" Bahamas	1 75	2 00
Oranges, bitter	2 50	2 75
Lemons, California, 240, 300, 360, 420	3 00	3 00
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Quinces, per basket	0 50	0 60
Cranberries per bbl	7 00	10 00
Almeria grapes, per keg	5 50	6 00
Tangerines	3 00	4 00

VEGETABLES—Business is reported good. Potatoes are firm and, as predicted last week, advancing. Delawares are selling around $1.15 per bag. The rough weather is responsible for the high prices ruling. Turnips and such

vegetables are in fair demand. Fancy stuff is very slow.

New Brunswick Delawares, per bag	1 05	1 10
New potatoes, Canadian, per bbl.	1 05	1 10
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz.		0 75
Beets, per bag	0 90	0 25
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Cauliflower, per doz.	0 60	1 50
Parsley, per doz.		0 50
Celery, Canadian, per doz	0 35	0 40
" california, per doz.		0 75
Lettuce, imported "		1 00
Cucumbers imported per doz.		2 50
Tomatoes, imported, per crate		5 00
Strawberries, per box		0 65
Mushrooms, per lb.		0 65

FISH—Business to outside points has suffered severely from the heavy snowstorms. The roads are blocked badly and shipments cannot be moved freely. Prices of all lines rule about the same. No material shortage is reported. Good ciscoes are very scarce.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb.	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb.	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb.		0 12
Qualla, per lb.		0 09
Trout, fresh, per lb.		0 09
Ciscoes, per basket.		1 00
Labrador herring, fresh, per 1 0		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb.		0 08
Shredded cod, per doz.		0 90
Halifax fish cakes, case.		2 40
Acadia tablets, per case.		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb.		0 07
Mackerel mediums, each.		0 12
" large		0 25
Finnan Haddie, per lb		0 08

EDMONTON'S WHITE FISH TRADE.

Large Shipments of Fish Caught in Northern Alberta Lakes.

From present indications the Lake Winnipeg whitefish industry is soon to have a very formidable competitor in the region to the north of the Alberta capital city. One dealer in Edmonton is shipping fifteen cars of whitefish to the Chicago and other eastern markets, as compared with four cars last winter; and other dealers can show an increase almost as great.

So great an advance in one season emphasizes the great possibility of the whitefish export trade for the city of Edmonton, and this is only one of the many great natural resources yet to be developed in the country tributary to Edmonton. The salmon, halibut and herring fisheries of the Pacific coast waters have meant much to the city of Vancouver, and there is every reason to believe that the whitefish caught in the cold lakes of northern Alberta may prove a source of almost as much wealth to the city of Edmonton. These lakes are almost the last virgin fishery grounds for a delicacy that has for many years had an assured market cultivated by the now depleted fisheries of the eastern lakes. As the centre of the export whitefish trade of northern Alberta, Edmonton should benefit greatly.

J. W. Windsor, the canner, Montreal, is in the Maritime Provinces for a couple of weeks on a business trip.

Marmalade Oranges

Our direct shipments of High Class Marmalade Oranges will be here next week. Special care has been taken in packing and grading and we are promised the finest yet sent to Canada.
Packed under the

"Home Guard Brand"

the emblem of quality, in boxes 160s, 200s and 240s. Special prices in round lots.

WHITE & CO., Limited
Toronto and Hamilton

Shippers of produce will do well to consign to us. Special attention given to handling Butter, Eggs, Cheese and Poultry, etc., at Toronto.

B.L.O.E.
BEST LEMONS ON EARTH
"St. Nicholas"
"Home Guard"
"Kicking"
"Puck"
W. B. STRINGER & CO., Sole Agents, TORONTO

"GOLDEN ORANGE" Brand
NAVEL ORANGES
Grown and Packed at
Arlington Heights, California

Stand unrivalled and alone, for **Quality** and **Appearance.** Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

HUGH WALKER & SON
Established 1861 **Guelph, Ont.**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

"BRONCO"
Brand
Navel Oranges

As much difference in ORANGES as in Diamonds only to get the "pure quill". you don't have to pay but very little more than for the poor kind.

Poor economy to sell your trade poor oranges.

Buy the Best California Pride

Juicy, Sweet, Delicious

White & Co.
Limited
Toronto

Sole Agents "Bronco Brand" on the market for over 12 years

DEATH OF D. S. PERRIN.

Prominent Biscuit and Confectionery Manufacturer passed Away on Saturday.

By the death of Daniel S. Perrin, which occurred at his home in London, on Friday last, London loses a citizen of seventy-three years' residence, and one who was among the city's most successful business men. He was born in Brockville seventy-four years ago and came to London with his parents when but a year old. When a young man of twenty he started in business in a small way in the east end of the city, and by his keen business ability gradually became one of the largest manufacturers of biscuits and confectionery in Canada. In 1902 the firm of D. S. Perrin & Co. was made a limited liability company, with a capital of a quarter of a million dollars, and built an extensive addition to their works on Dundas and Darling streets. Mr. Perrin, in his time, was a most public spirited citizen, and in the old days was long a member of the city's volunteer fire brigade. A prominent member of the First Methodist church he was for years one of its trustees, and contributed liberally to charitable objects. For some years Mr. Perrin's health had been poor, but his death came unexpectedly. Besides Mrs. Perrin, he is survived by one daughter, Mrs, (Dr.) Hadley Williams. One brother, Finlay, is a resident of this city. It is understood that the death of Mr. Perrin will in no way affect the conduct of the large business of which he was the head.

EDMONTON CLERKS' OFFICERS.

Elections for New Term Were Held Recently.

At a meeting recently of the Edmonton Retail Clerks' Association the following officers were elected for the ensuing term: Past president, J. S. Berkman; president, T. C. McCrae; 1st vice-president, B. S. Rothwell; 2nd vice-president, E. E. Davies; treasurer, E. D. LeRiche; financial and corresponding secretary, F. H. Drayton; recording secretary, J. P. Forsythe; guard, C. Edwards; guide, Geo. Cunningham; agent, A. E. Macdonald.

FRUIT AUCTION MEETING.

Officers Elected and Satisfactory Report Given.

A satisfactory year was reported at the annual meeting of the Montreal Fruit and Auction Company, held at the offices of the concern on Mountain Street last week. A dividend of 6 per cent. was declared. These officers were elected: President, John Caldwell, of John Caldwell & Co.; vice-president, Chas. M. Hart, of Hart & Tuckwell; secretary, J. Edward Brown, of Jos. Brown & Sons; directors, R. C. Barry, of John Barry & Sons, and J. F. McLean, of the Montreal Fruit Exchange.

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

SHIP TO US
We pay the highest market price for
DRIED APPLES
and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.
THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

TO LET
MODERN PRODUCE STORES
Our new warehouse at 672 and 690 Main Street, St. John, has four ground floor stores which are offered for rental. Location, practically centre of city of 50,000 people; three minutes from Union Station; two hundred feet from street car transfer, two lines of which pass the doors. Specially designed for fruits, meats, fish or dairy goods. **Each equipped with cork-insulated cooling chamber** connected to our machines. Steel finished, hardwood floors, plate fronts, electric lights, office space and toilet rooms. **Rentals include light and refrigeration.** Will let singly or all to one party. Possession at once. For terms, write or call on
The New Brunswick Cold Storage Co.
Limited
St. John, N.B.

Celery, Cucumbers,
Navel and Porto Rico Oranges, the best and sweetest
THE DAWSON COMMISSION CO., - TORONTO
Consignments Butter, Eggs and Poultry, Solicited.

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rª ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

JUST RECEIVED
Special consignment of
No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspe Herring,
Large Frozen Newfoundland Herring,
Frozen Haddock, Finnan Haddies.
Extra Choice Fish. Quality Guaranteed.
Attractive Prices.
J. & R. McLEA
THE IMPORTERS
23 COMMON ST., - MONTREAL

Grocers who sell

"Halifax" and "Acadia" Codfish

have a steady demand for it the whole year through, but naturally heavier during the Lenten Season.

That's why Lent is a good time to see whether it will go with you. It's not too late to give us an order.

Write us a post card, and we will put you in touch with somebody who can supply you at a minute's notice.

The Atlantic Fish Companies, Limited
Lunenburg, Nova Scotia

Buy Brunswick Brand Canned Goods

¼ Oil Sardines (Sanitary)
¼ Oil Sardines (Hand Made)
¼ Mustard Sardines (Sanitary)
¼ Tomato Sardines (Hand)
¾ Mustard Sardines (Sanitary)
1-lb. Clams
1-lb. Scallops
Herring in Tomato Sauce
Kippered Herring
Finnan Haddies
Fresh Herring

Connors Bros., Limited
Black's Harbor, N.B.

Black Olives

I have received a special shipment of **Black Olives** in barrels which I am offering at attractive prices. These are particularly fine stock which will please your customers.

Scotch and Holland Herrings

I am in a position to fill orders for these goods—barrels, half-barrels and kegs. My stock is the best on the market.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of California and Lima Beans.

FRESH FROZEN SEA HERRING

CHOICE LARGE, BRIGHT FISH

Also in store complete stock of Haddock, Cod, Salmon, Halibut, Smelts, Whitefish, Pickerel, Pike.

ALL OTHER KINDS IN SEASON.

We are headquarters for Fish.
Get our price list before ordering.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

THE F. T. JAMES COMPANY, LTD.

TORONTO

Catchers and Wholesale Distributors of

FISH and OYSTERS

WE ARE INDEPENDENT
OF THE BIG FISH TRUST

Write us for quotations. We can interest you.

This is

OYSTER

Weather

The kind you have been asking for.

Now is the time to reap your harvest in the Oyster business.

Buy the best

H. C. ROWE & CO'S

"Long Island Native"

OYSTERS

Handled exclusively by

White & Co., Ltd.

Toronto and Hamilton

Orders filled on short notice no disappointments.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

FOR RENT.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (6)

WANTED.

WANTED—Responsible salesman selling to retail grocers to handle sideline paying an A1 commission; no sample to carry; circulars only. Address Box 178, CANADIAN GROCER, Toronto.

TRAVELERS WANTED.

WANTED — Salesman in each province of the Dominion calling on the grocery trade, to sell Sinecure Scourer, a polishing and scouring soap, on commission; liberal commission and exclusive territory to the right man. Apply Cancomco, this office.

SITUATIONS WANTED.

YOUNG man with several years' experience in city grain office wants position in country store with chance to learn business, Box 17, CANADIAN GROCER, Union Bank Building, Winnipeg. (9)

YOUNG man, 25 years of age; seven years' experience as practical grocery and confectionery salesman; desires position on the road for responsible house; territory east of Toronto; knows and can sell goods. Box 177, CANADIAN GROCER, Toronto.

AGENTS WANTED.

SARDINE AGENCY—Large Norwegian packers of sardines want energetic agents in the different parts of Canada. Applications marked "Quality" to the CANADIAN GROCER, Toronto. (8)

SITUATION VACANT.

WANTED—Position as traveler, to represent first-class firm of wholesale grocers, in Edmonton and Alberta. Apply R. R., care of CANADIAN GROCER, Toronto. (6)

Apples Wanted

Spies selling No. 1 at ***$4.00***
" " No. 2 at ***$3.00***

Mixed cars also selling well.

DON'T DELAY SHIPMENTS

We also want

Potatoes, Fresh Eggs, Butter and Poultry

Auction sales

Monday, Wednesday and Friday

G. A. BOOTH

51 Nicholas St. Fruit Exchange Bldg.

OTTAWA, ONT.

Butter Fruit

The best is always satisfactory. We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,

HALIFAX, N. S.

P. O. BOX 352

Royal Sport and Hogen Mogen

Cigars have been on the market so long, and are so thoroughly appreciated by smokers, that the wise grocer always has a stock on hand.

BE WISE

The Sherbrooke Cigar Co., Sherbrooke, Que.

THE MAN WHO SMOKES

is worth going after, Mr. Grocer. He has money to spend, and wants to spend it—good combination for trade ! Go after him with

T. & B.

"THE PERFECT PIPE TOBACCO"

Give him a pipeful, and you will sell him a regular supply. It is delicious—mild and fragrant and cool, never "bites the tongue" or clogs a pipe.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

TRADE NEWS OF NEW BRUNSWICK

January Business Equals Last Year—An Advance in Seeds—Light Fish Receipts With High Prices for Lobsters.

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., Feb. 4.—According to several of the local wholesale grocers business so far this year has been equal to last year and in some cases it is reported a shade ahead. There have been no changes in prices during the past week except in seeds and the advance in this line has been quite considerable. Timothy has advanced 10 to 15 cents a hundred and notwithstanding the exceedingly high prices at which clovers opened, alsike has jumped up 50 cents a hundred while red and mammoth clovers are from $2 to $2.50 a hundred higher. The best clover now sells at $24 to $25 a hundred.

* * *

The oatmeal market is rather erratic. It is up one day and down the next. The price has been advanced by the millers but the local dealers have not made any changes as there is a lot of oatmeal held here that was purchased at a low figure. Sugar is steady and flours and meals are firm with no changes in quotations.

* * *

Collections are only fair, many of the country people offering as an excuse the absence of snow which had affected business very materially. There was a heavy snowstorm on Thursday, however, and it is thought that the benefits will be far reaching as there is plenty of snow now all over the province.

* * *

The fish receipts of the past week have been very light but shipments to the West show an increase. H. P. Robertson sent a carload of bloaters to Winnipeg and Leonard Bros. shipped a car of mixed cured fish to British Columbia. Lobsters are being held at high figures by the fishermen and the canners may have to raise their prices in consequence.

* * *

Daniel J. Purdy, the local grocer and ship owner, at present one of St. John's representatives in the provincial legislature, was nominated again on Thursday last as one of the Government candidates in the provincial elections, to be held on March 3. If elected, there is a possibility of Mr. Purdy being taken into the cabinet.

WINNIPEG GROCERS' BANQUET.

Annual Curling Dinner to City Travelers Last Week.

The city grocers held their annual curling banquet in Manitoba Hall on Wednesday night, Jan. 29. The banquet was tendered by the city grocers to the city travelers and it was attended also by several wholesale grocers, among were A. S. Lock, Alex. Macdonald, Geo. Galt, W. R. Campbell, J. J. Codville, T. Jobin and K. Mackenzie. The chairman was J. A. McKenhan, the Main St. grocer, and the vice-chairmen were J. H. Dickie and Chris. Campbell.

Among those present were: A. R. Christie, T. Hurtley, D. W. McLean, C. E. Christie, Geo. Thompson, D. Fergie, E. B. Nixon, W. H. Stone, W. D. Haney, A. McKinney, J. W. Horne, C. Werring, R. L. Waugh, R. P. McIntosh, J. H. Treleanen, A. Douglas, E. McGuire, T. Riley, A. McDougall, C. Gibson, C. Congleton, Mat. Richardson, Fred Elliott, M. W. Johnston, P. J. Boxer, E. Tugwell, M. Watson, J. Grant, N. Ford, J. Oakes, E. McKittrick, M. McCormick, W. Mitchell, Frank Johnston, R. Brewer, M. Ferris, J. O'Hare, J. MacKay, W. Buchanan, W. Mahoney, E. McClure, A. White, D. W. Rutherford, A. McKechnie and C. Hopkins.

RICE PROSPECTS GOOD.

Advices From Primary Markets Quite Encouraging.

Late advices from Rangoon, Burmah, British East Indies, report that the area under cultivation in rice in the fifteen principal rice producing districts of that part of the East Indies is now 7,300,000 acres of land. Of the ordinarily available land there is reported to be 494,000 acres not planted and some 67,000 acres had been destroyed by floods. The prospects for the rice crop are said to be good and in some of the districts exceeding the normal. The surplus available for export is estimated at 2,514,000 tons of cargo rice.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

McDOUGALL
Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.
CLAY PIPES

20 years of progress of the firm of
JOS. COTE
Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.
Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.
We have 6 travellers who are continually on the road at the disposal of our customers.
Branch: 179 St. Joseph St. Phone 1272, 209

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

DISCUSSED ANNUAL FOOD SHOW.

Grocers' Section of R. M. A. Hold Special Meeting.

A special meeting of the grocers' section of the Retail Merchants' Association of Canada was held in the association's board room on Monday evening, Jan. 27. E. C. Moyer, chairman. presided.

The object of the meeting was to receive the report from the pure food show committee, and to consult with some of the exhibitors as to what action they deemed it advisable to take. George Good, chairman of the committee, stated that an invitation had been received to consult with the officers of the Canadian National Exhibition Association, who desired to know if the committee would take charge of a building or portion of a building to be allotted in the grounds during the holding of the next annual exhibition, as it was their purpose to place all the manufacturers of foodstuffs together. He stated that the committee had fully considered the matter and had also found that if they consented to the proposal it would not in any way interfere with the holding of the annual food show in the spring. He said further that the committee had decided to accept the offer from the Canadian National Exhibition Association and if the exhibitors felt that one would not interfere with the other, it would be for them to say whether the food show for this year would be held or not.

F. C. Higgins and E. M. Trowern, other members of the pure food show committee, supplemented the report of the chairman, and the matter was left for the meeting to discuss.

Geo. H. Campbell, representing the Red Rose Tea Co., stated that as far as their firm was concerned they found that the pure food show had done them a great deal of good and they considered it one of their best advertising mediums. He said that he would regret very much if the food show was cut off this year.

Mr. Langley, of Messrs. McLure & Langley, also spoke, and stated that he also found the pure food show of great benefit to them, but did not consider the building was as appropriate as it should be but as he did not see where a better one could be found in the city, and as the attendance had been excellent he thought that the holding of the food show in the spring would in no way interfere with the arrangements the committee had made with the exhibition association. As far as his firm was concerned they would do all they could to make it a success if the committee decided to go on with it.

B. Griffin, Mr. Grigor, Mr. Nettleton and others all spoke and it was finally moved by F. C. Higgins and seconded by G. Good that a committee be appointed consisting of Mr. Campbell, representing the Red Rose Tea Co.; Mr. Langley, of McLure & Langley; Mr. Schumaker, of the Armour Co., with power to add to their numbers, to act with the food show committee to make final arrangements in the matter.

A deputation was present from the Toronto Retail Grocers' Association, consisting of Messrs. Bell, Clark and Van Loan, who expressed their desire to co-operate with the members of the section in the legislation that has been applied for to amend the Division Court Act for the purpose of simplifying the collection of small debts.

The chairman spoke appreciatively of the presence of the deputation and expressed the wish that the two associations might grow to a closer relationship.

THE SITUATION IN JAPAN.

Native Tea Man Discusses Prospects and Prices.

Hikonojo Komada, managing director of the Japan Tea Exporting Company, Kobe, Japan, accompanied by O. W. Bowne, New York, manager of the firm, paid a visit to the Montreal trade last week. Mr. Komada visits Canada every year, and is pretty well in touch with the situation in this country as well as in Japan.

Speaking of the past season, he said that export business had been larger than for years, taking into consideration the size of the crop. A peculiar fact illustrating the scarcity of tea in Japan lay in the shipping of Japan tea from San Francisco to that country. Explaining this, Mr. Komada stated that so good had prices been that almost the entire crop had been sent out of Japan. The natives were using a poorer grade of tea than ever before, but even this tea was in short supply and this made it necessary that some stock should be brought back. At the moment holdings in the country of growth are practically nil.

Firm prices are anticipated in May when new crop teas are offered. The markets in Canada and the United States are very bare of old teas and the new will in all likelihood find an extremely bare market. He did not think that prices would be materially higher than last year.

While in Montreal Mr. Komada and Mr. Bowne made their headquarters at the offices of Watt, Scott & Goodacre, who represent the firm.

RETAILERS' CONVENTION.

Programme of Annual Meeting in Winnipeg, Feb. 19th.

The regular annual meeting of the Retail Merchants' Association of Western Canada will be held in the association rooms, Winnipeg, on Wednesday, Feb. 19th. The object of the meeting is for the transaction of general business, the discussion of the policy of the association in various matters, and the election of officers for the ensuing year. The programme is as follows :

Wednesday, Feb. 19 (morning) : Receiving and registration of members at association rooms and arranging business programme. (Afternoon) : Opening of session by President W. G. McLaren, (Souris); president's address, report of insurance committee, report of secretary-treasurer, report of legislation committee, election of officers, general business.

RECORD ORANGE CROP.

This Year's Harvest Promises Away Above the Average.

Recent advices from California state that the orange crop harvest there, now in full swing, in quantity and in quality promises to break all previous records. The fruit exchanges of the state estimate that the total output of oranges will reach 30,000 carloads, about 9,000,000 boxes, or 1,350,000,000 oranges. The harvest will last until July 4.

While undoubtedly the crop of oranges is far above the average, it does not follow that its effect on market conditions in Canada will be marked. The California shippers have a very efficient organization and by careful attention to the different markets they have before this demonstrated their ability to curb a bearish market. Prices should become easier, but it may safely be predicted that there will be no abnormal break.

TRAVELER'S SUDDEN DEATH.

W. H. Smardon Passes Away on First Trip for New Firm.

W. H. Smardon, traveler for the Johnson-Richardson Company, Montreal, makers of Dyola Blue, died suddenly at St. John, Que., recently. He returned to his room at the Canada Hotel the previous evening and asked to be called at 8.30 in the morning. When the bell boy came around in the morning it was found that he had died during the night. He had just accepted the position with the firm and the day of his death was his first on the road with the new concern.

PERSONAL NOTES.

L. Fontanel, Montreal, will be back from Europe on Sunday morning.

A. H. Brittain has returned to Montreal, after a short business trip to Toronto and Hamilton.

T. H. Bell, of Thos. Bell, Sons & Co., Montreal, has returned from a short business trip to Kingston.

James Alexander, of James Alexander, Limited, Montreal, will leave shortly for a holiday on the Mediterranean.

Geo. Hodge, representing Chase & Sanborn, the coffee importers, Montreal, will spend a few days in Ottawa next week, in the interests of his firm.

J. H. Lefebvre, of the Ozo Company, Montreal, is back at his desk again after a spell of illness. His many friends in the trade will be pleased to learn he is again in harness.

H. Hubbard, Canadian agent for Brand & Co., London, Eng., manufacturers of A1 Sauce and other specialties, is in Winnipeg at present in the interests of his firm. He called last week at the Winnipeg office of The Canadian Grocer.

John M. Kirk, who has lately been with the Sherbrooke Cigar Co., is now representing the Robert Greig Co., with which house he was connected some years ago. Mr. Kirk will cover Eastern Ontario, Quebec and the Eastern Townships, which is old and familiar ground to him, and started on his new trip last Monday.

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Price $25.00

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal,
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

Boston Special

Absolutely Automatic

The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.

To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

STORE FITTINGS

of every description made to your order. Fittings that will make your store distinctive, at prices that will suit you. Write or phone.

J. HOWELL JAMES

333 Lippincott Street, TORONTO

PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

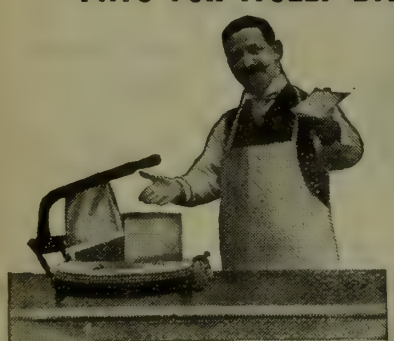
"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

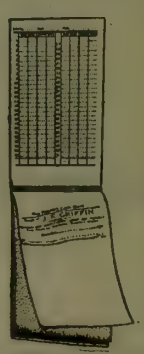
The Question is

Can you afford to carry on business without a

"Duplex" Counter Check Book

Most progressive grocers have decided that they can't. We would like to hear from you.

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.



The Carter-Crume Company, Limited

Toronto and Montreal

Simplified Account Keeping

The cost of recording a multitude of small sales eats up a big slice of the profit on such transactions.

Such accounts can be kept better, more accurately and at a cost absolutely insignificant by the use of

Allison Coupon Books

HERE IS HOW THEY WORK:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

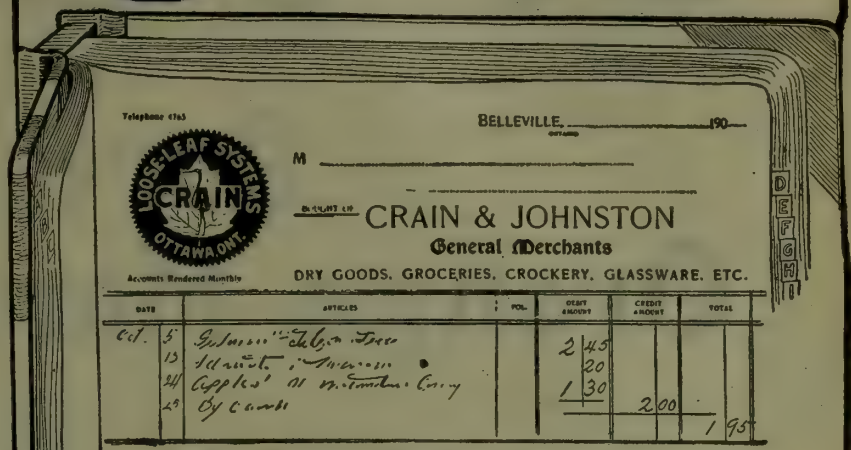
Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS.

Crain



The Totals Only of the Accounts Are Posted in the Ledger

The old, slow and laborious method of posting every item of an account from the day book to the ledger is agreeably missing in the Crain Monthly Account System.

By the Crain method the accounts are written up in duplicate daily from the counter check books or blotter—always up to date.

At the end the month, or other regular periods of rendering, the originals are torn out and sent to the customers, the duplicates removed and filed on a separate binder, and the *total monthly balance only posted in the ledger.*

Just think of that for economy of time and labor. Glad to mail our folder, "The Retail Dealer's Friend," with complete information.

Monthly Account System

THE ROLLA L. CRAIN CO., Limited, Ottawa
Branch Offices—Toronto, Montreal, Winnipeg

Spring is Coming —Be Up-to-Date

A good store front assists in selling your goods. There is everything in appearances.

We are specialists in store fittings, counters, shelves, show cases, etc.

Let us estimate for you when making improvements.

SEXTON & CO., Limited
88-90 Teraulay St., - TORONTO

It won't be long before things will shine up.

Look over your stock and if you have no Shino Stove Enamel or Simplex Shoe Polish on hand, write in for some or ask your jobber.

Edward Hawes & Co.
109 Front St. E. - - Toronto

UPTON'S

Pure Orange Marmalade

Ask your wholesaler or us about our new prices for Pure Orange Marmalade, they will interest you.

Upton's New Season Orange Marmalade is now ready, and is made from finest Seville Oranges and Granulated Sugar only. It is guaranteed

Absolutely Pure

Put up in 12 and 16 oz. Glass Jars and in 2, 5, 7 and 30 lb. Pails

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The T. Upton Co., Limited

Hamilton - Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 7, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz	1 95
" ½ lb.	2 55
" 12 oz	3 85
" 1 lb.	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

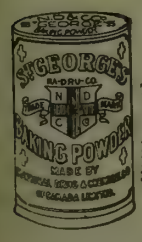
Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45



ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼ lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Condensed cocoa cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" "	0 19
London Pearl per lb.	0 24

Special quotations for Cocoa in bbls., kegs, etc

Chocolate—

Queen's Dessert ½-lb. cake, 12-lb. boxes, per lb.	at 28
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb	$ 35
Parisian 8s lb.	$0 30

The following sweetened for household purposes:

Royal Navy, ½'s, ½'s, 12-lb. boxes per lb.	0 33
Diamond, ¼, 7's, boxes per lb.	0 28
Perfection, 2 c. size, 2 doz. in case per doz	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Chocolate—

Marle buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

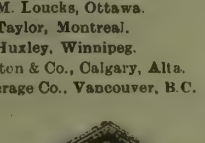
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c.	tins,	4	doz.	to	case	per doz.,	$ .90
½	"	4	"	"	....	"	2.40
½	"	2	"	"	....	"	4.75
1	"	1	"	"	....	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼s (for cooking), doz	0 25
Prepared cocoa, ½'s	0 34
Prepared ½'s	0 32



Mott's breakfast cocoa, ½'s	0 42
" " ¼'s	0 42
" No. 1 chocolate, ½'s	0 38
" Navy " ½'s	0 35
" Vanilla sticks, per gross	1 10
" Diamond chocolate, ½'s	0 27
" confectioner's chocolate,	0 34
Sweet Chocolate liquors	0 38

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 37

Soluble cocoa (hot or cold soda 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails.	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21		0 17
Best Shredded	0 18	....		0 16
Special Shred	0 17	....		0 15
Ribbon	0 19	....		0 17
Macaroon	0 17	....		0 15
Desiccated	0 16	....		0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocoa	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	32

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	1 40
Small size, "	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$0 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 [illegible]
" "	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Jams and Jellies.

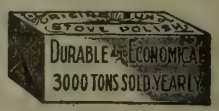
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON
Prices on application.

OUR INCREASED SALES

RISING SUN STOVE POLISH IN CAKES



SUN PASTE STOVE POLISH IN TINS

under adverse conditions of last year, go a long way toward proving our claims that nothing can excel the products of the ***RISING SUN*** Black Lead Works, which appeal to the consumer as well as to the trade. The real proof is in sales—that is what you want. That is what you will have when you push ***RISING SUN*** in Cakes and ***SUN PASTE*** in Tins, no matter whether it is hard times or good times. They also give you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded and Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED

14-38 Gray Nun Street, MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

GOLDENETTE TABLE SYRUP

There is a large trade to be done in table syrup, if you have the right kind. Goldenette is a favorite everywhere. Repeat sales come quick and fast—and there is a fair profit on each sale. Let us talk to you about it. We pay freight on 5 case lots up to 40c. per cwt.

Do not order less.

IMPERIAL SYRUP CO.

MONTREAL

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...	0 09 0 13

Jelly Powders

List price

Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 1 90	
20-lb. tins .. 1 80	
Cases 3-lb.. 0 10	
" 5-lb.. 0 09½	
" 10-lb.. 0 09½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, ½-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON

Prices on application.

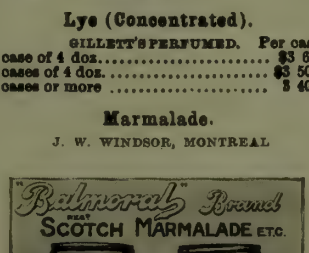
Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	"
Green Fig	"	1	"
Green Fig and Ginger	"	1	"
Lemon	"	1	"
Grape Fruit	"	1	"

Prices and special quotations.

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... .....per doz.	$1 40
" ¼-lb. tins ..... "	2 50
½-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ¼-lb. tins .....per doz.	0 85
½-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " ..	2 80
4-lb. tins, " .	4 65
7-lb. " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON

Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases.....	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	13 00
Straw hat polish..... "	10 20

Starch.

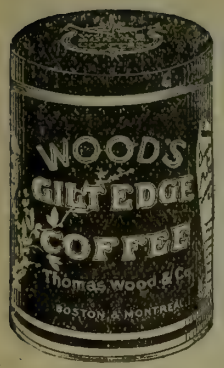
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 1-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 [illegible]

WITHIN YOUR GRASP



ESTABLISHED 1879

To make business grow requires as much art and attention as it does in other fields to raise a tender plant.

You must study its wants, jealously guard it, feed it, nurture it.

Wavering, uncertain, experimental treatment as often ruins as benefits.

"In grasping at uncertainties we lose that which is certain," the moral of which is, you have in

WOOD'S COFFEES

the unfailing material to revivify, stimulate and build up trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

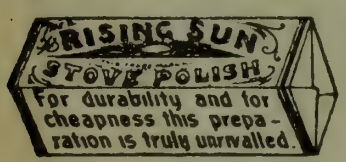
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
6-lb. toy trunks, 8 in case..... 0 08
6-lb. enameled tin canisters, 8 in case..... 0 08
Kegs, ex. crystals, 100 lb..... 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 28 lb.... $0 08
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00
Colonial Starch—
Boxes of 45 cartons, per case.... 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 [illegible]
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07½
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07½

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.
Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07½
Durham corn starch, 40 lb. 0 06½
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 07
" 8-lb. cartons, 36 lb.. 0 07
" 200-lb. bbl..... 0 06½
" 100-lb. kegs..... 0 06½
Canada Laundry, 40 to 46 lb..... 0 06
Ivory Gloss, 8-6 family pkgs., 48 lb 0 08
" 1-lb. fancy, 30 lb..... 0 08
" large lumps, 100-lb kegs 0 07
Patent starch, 1-lb. fancy, 28 lb.. 0 08
Akron Gloss, 1-lb. packages 40-lb 0 06½
Coldwater Ivorine Starch, per box, 40 pkgs..... .... 3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " " .	2 75
10-lb. " 6 " " ..	2 65
20-lb. " 3 " " ..	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½s and 1's	0 24	0 30
Orange " ¼'s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

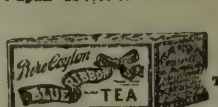
Blue Label, 1s	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 25	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 21	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and 1's	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb		$0 35
" " 120 ½-lb		0 35
" " 30 1-lb		0 35
" " 120 ¼-lb		0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ⅛s..	0 25	0 30
" " ½ lbs.....	0 21	0 26
" " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb..	"	0 21
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 40
Gold Label, " 80c		0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 76
" " 1-lb "	0 05

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong. Per doz.

A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case..	0 62	0 [illegible]
6 " " ..	0 82	0 87

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

"Batger's"

Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business **for over 150 years.**

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme

Montreal and Toronto

Valencia Raisins

Next time you Order, ask for

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by

Mahiques, Domenech & Co.

Canadian Agents:
ROSE & LAFLAMME
Montreal and Toronto

INDEX TO ADVERTISERS.

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(Continued on page 4.)

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You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

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Price $2.00 Postpaid
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The Maclean Publishing Co.,
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COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

SPECIAL

Simcoe { **BONELESS CHICKEN**
CHICKEN SOUP
GIBLET SOUP

Ask your **Wholesale House** to quote you their **Special.**

GET IN ON THIS.
Act Quick or Too Late.

CANADIAN CANNERS, Limited

POSITIVE EXCELLENCE

is rather a rare thing. There are lots of brands of canned goods which are fairly good in a **negative** kind of a way. That is, they can be eaten, but the palate finds them weak and flavorless. They leave no desire to have more of the same brand. Here is where **Old Homestead Brand** differs from ordinary canned goods. They have that **positive excellence,** that outstanding deliciousness of flavor which creates the demand for more of the same kind. The grocer who is wise enough to stock **Old Homestead Brand** benefits materially by **Old Homestead's** positive excellence, because his customers are tempted to be more liberal in their purchases by the pleasant recollection of Old Homestead's deliciousness.

OLD HOMESTEAD BRAND

is the best for you because it
is the best for your customer

The Old Homestead Canning Co.

PICTON, - ONTARIO

Forging Ahead More Rapidly Than Ever

During the past week the increase in the sales of

"SALADA"

in Canada alone, over the corresponding week of 1907 was

37,465 Lbs.

This proves conclusively that quality must and will prevail. We have never had such increases in our sixteen years' business as we are having this year.

We had to show results to get and hold our trade.
We can get the same results for you.

"SALADA," Toronto or Montreal

"CAMP"
COUNSELS.
The finest coffee stock
you can possibly get hold of is

'Camp' COFFEE

It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal

KENTUCKY REFINING CO.,

INCORPORATED

LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and Stearines manufactured by the Kentucky Refining Company of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under No. 11744.

Manufacturers and Refiners of the following High Class
COTTON SEED PRODUCTS:

NONPAREIL—Bakers' Oil, Choice Salad Oil.
SUNBURST—Prime Salad Oil.
SUM YEL—Cooking Oil.
APEX—Prime Summer Cooking Oil.
DELMONICO—Choice Summer Yellow Cooking Oil.
WHITE DAISY—Packers' Oil.
EXCELSIOR—Soap Makers' Oil, Miners' Oil.
SNOWFLAKE—A choice summer deodorized oil.
RED STAR—Boiled Down Soap Stock.

We are also producers of the very highest quality STEARINE.

STOCK CARRIED IN MONTREAL.

Prices furnished on application to

J. M. BRAYLEY,

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Phone Main 6785

National Licorice Co.

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R. S. McINDOE, Agent.
Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

Molasses Molasses

Extra Choice Porto Rico Lion	Extra Fancy Trinidad
Fancy Trinidad	Choice Barbados
Fancy Barbados	No. 7 Choice West India Molasses
Open Kettle Circle 6	No. 4 Strong Bakers
Open Kettle Circle 7	No. 1 Golden Cane Syrup
No. 5 Special	No. 2 Golden Cane Syrup
Extra Choice Porto Rico Beaver	

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal and Toronto.

The Fresh Fruits are carefully selected

◆◆◆◆

Their delicious flavor appeals to everybody

You should have them in stock

Agents:
ROSE & LAFLAMME, - MONTREAL

CAN WE HELP YOU ?

There are some grocers and general merchants living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow grocery man a couple of hundred miles away either to buy a set of scales or to sell a second-hand counter or show case did not seem practicable to even the most progressive grocers. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

Creates His Opportunities

He states his wants briefly in a "Canadian Grocer want ad." and in four days' time practically every grocer, clerk, grocery equipment manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

Every Grocer in Canada

can take advantage of our "want ad." page. Ask yourself is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

Rates:

1c. per word per insertion.
Box Number, 5c. additional each insertion.

The Canadian Grocer

MONTREAL **TORONTO** **WINNIPEG**

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Cream of Tartar Substitute

FINEST QUALITY CREAM POWDER

THREE GRADES

Manufactured by

THN WEAVER REFINING CO. Cheshire, Eng.

Samples and Prices on application.

Sole Importer

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

ALWAYS A WINNER

YOU CAN ALWAYS DEPEND ON

GREIG'S WHITE SWAN BUCKWHEAT

Self-Raising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada

3 Doz. Packages in a Case.

THIS is the time the people want it.

Are you ready for the trade ?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

PURE TOMATO CATSUP

made from the WHOLE TOMATO only, is a line which will unquestionably please your customers. We make a specialty of absolute purity in all our goods ; and you can safely recommend our pure tomato catsup as being made from the finest ripe, juicy WHOLE TOMATOES. This catsup is so delicious that every sale you make is the beginning of a long line of repeat orders.

Our lines of Pure Cider Vinegar and pure fruit Jams are declared by lots of grocers to be great sellers.

The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - ONTARIO

PRIDE OF CANADA

IT PAYS

Our arrangements for securing pure sap of the maple tree ensure our obtaining nothing else for our high-class line of Maple Syrup and Maple Sugar. We require a guarantee from each farmer from whom we buy that this is what he is selling us.

This is your protection.

The Maple Tree Producers' Association, Ltd.,

Waterloo, - Quebec

" I have just arrived from Japan to look after the next season's

JAPAN TEA IMPORT BUSINESS

and will stay in Canada for a short time. I shall be very pleased to hear from all my **WHOLESALE TEA FRIENDS.**"

SHAW T. NISHIMURA, Sole Agent, – 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Naptho SOAP

MADE IN CANADA

The soap question is worth consideration from the standpoint of economy.

Selling inferior soap costs you many a dissatisfied customer.

Why not win permanent customers by selling soap of worth?

NAPTHO SOAP always pleases because it does more work than any soap on the market.

Can be used in either HOT or COLD water.

At the price quoted to the trade NAPTHO is the best value of any SOAP on the market, and it is impossible for a manufacturer to produce a better article at any price.

Washes everything washable in either HOT or COLD water.

The Welcome Soap Co.
Limited
St John, - N.B.

STOCK THE BEST.
"KIT"

COFFEE
IS
BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario. A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

A Line Which Pays Well

New Seville Orange Marmalade

This marmalade is really delicious in flavor, having that appetising tang which makes for continued repeat orders. Made from the finest grade of new Seville oranges.

PRICES GLADLY SENT UPON REQUEST.

IMPERIAL EXTRACT CO., 18-22 Church St. Toronto

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Lombard Plums

To Retail at 10c.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

QUAKER SALMON

TRADE MARK

M

SONS

ESTABLISHED 1834.

Our instructions to the British Columbia Packers' Association, when we decided to offer to the trade ***Quaker Salmon***, were: "Pack absolutely the best salmon obtainable. Use every precaution to ensure retention of original quality. Make the package the most attractive on the market."

When ***Quaker Salmon*** was shipped, they wrote us: "As instructed, we gave our best attention to selection and packing of this brand, and the shipments represent highest grade of Sockeye Salmon packed on the Frazer and Skeena rivers. We feel sure that you will feel pleased with the quality and general condition of these goods."

We are pleased. ***You*** will be, when your order is filled.

QUAKER SALMON, flats, - - $2.05
QUAKER SALMON, talls, - - 1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

Matches that do more than burn—

Our Matches

"Laurier" and "Togo" brands

show you a bigger profit than any other brands. They also cost you less, as the freight charges are a big factor to you . . .

Let us hear from you
A post card will bring particulars

The Improved Match Co.

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

"EVERY TIME"

You sell a customer, you also try to please them, every time you supply

"James Dome Black Lead"

You are sure to please them with the best Stove Polish made. Gives a good brilliant shine. Makes no dirt or dust. Sort up your stock.

W. G. A. LAMBE & CO., Canadian Agents.

ALL GROCERS

Who are not already handling the famous E.D.S. Brand of Jams and Jellies, will put themselves in the way of increasing their profits by asking for quotations from any of our agents.

E.D.S. Brand Jams and Jellies Are Absolutely Pure

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Particular people choose

STERLING BRAND PICKLES

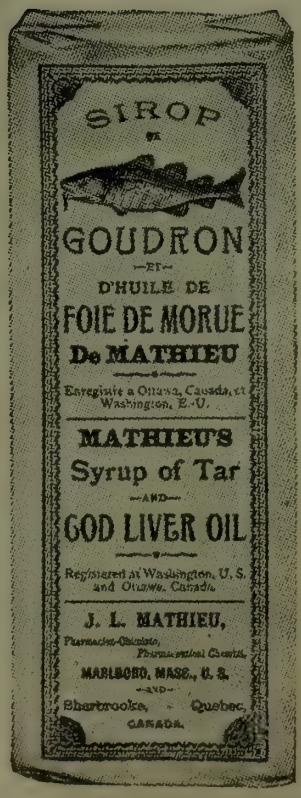
because they are a particular pickle, made in Canada by manufacturers who are particular of every detail of manufacture. Only the best grown Canadian vegetables are good enough for these pickles—only the most modern methods—only the best of everything that enters into the making of these pickles is allowed by the manufacturers.

¶ Particular grocers choose these pickles because they please particular people who are their customers.

¶ Order from your jobber or direct from the manufacturer.

The T. A. LYTLE CO. Limited

Sterling Road, Toronto.



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

NOTICE!

The manufacturers of

JELL-O and JELL-O ICE CREAM POWDER

have commenced one of the most extensive advertising campaigns ever produced in Canada and are placing contracts for newspaper advertising, bill posting and distributing Recipe books, etc., in every city and hamlet of the Dominion.

We have a large assortment of all flavors and will be pleased to mail prices.

All dealers should have a few cases in stock to meet the demand that will be produced by this complete system of advertising.

Both the manufacturers and ourselves fully guarantee the sale and will refund purchase price if these products do not sell.

If your wholesale grocer does not carry our products, drop us a line and we will immediately see that your requirements are taken care of.

GENESEE PURE FOOD CO., - Le ROY, N.Y.

CURRANTS

—AND—

FILBERTS

Thos. Bell, Sons & Co.
MONTREAL

Representing

D. S. Parthenopulo,
PATRAS

"Somerset" Brand Currants

Thos. Bell, Sons & Co.
MONTREAL

Dealers are requested to write for special free deal

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

THE JOHN CASSON CO.
57 Front St., E., - - TORONTO
are THANKFUL for the many enquiries to their last ad.
We therefore say to

YOU

Don't wait, write to-day for

Prices of Celery Relish, Red Beets, Worcestershire Sauce, Molasses in tins, Tomato Catsup, Pressed Dates.

Diamond E Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing splendid results; you would be surprised at the number of most conservative merchants who were extremely skeptical about trying another coffee Blend, but who placed an order for "Diamond E." on our guarantee, and have fully justified our enthusiasm for the genuine merit of this coffee, by their repeat orders—You cannot make a mistake in ordering a tin on a trial basis—if the coffee does not prove a convincing argument—We stand the expense—"Diamond E." will put new life into your Coffee Trade—Try it—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

Packers, Do Not Wait For Weeks

You will require cans for your pack of fruits and vegetables this season. Hesitation in placing your order will result in irritating delays at inopportune times so

ORDER ACME CANS NOW

We make all kinds and guarantee satisfaction. Deliveries will be made promptly, but to ensure them orders should be placed at once.

ADDRESS:

ACME CAN WORKS

Montreal

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

Fruit Cans

The Canadian Standard for Twenty Years

Soldered Hole and Cap Cans

2's, 3's and gallons.

Lacquered (enamelled) or plain.

Open Top Cans

for sealing without solder.

Lacquered or plain.

Solder Hemmed Caps

The Norton Manufacturing Co.

HAMILTON

CANNED
PINEAPPLE

To retail at 10c., 15c., 20c. and 25c., and show you a good margin.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

Money

is easier for you to make if you handle only goods of known merit. Don't be led into encumbering your shelves with shoe polish which is liable to rapidly destroy your customer's shoes. It doesn't pay. You can make more money by pushing

2 in 1 Shoe Polish

which is acknowledged to be a shoe leather preservative as well as a brilliant shoe polish.

The F. F. Dalley Co. Limited

HAMILTON, Canada — BUFFALO, U.S.A.

GET
Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
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Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS — THOS. SYMINGTON & CO. EDINBURGH

SALTED AND CANNED FISH

The retail trade will find it interesting to get quotations for their supply of Salted and Canned Fish. We carry a full assortment and our prices are low.

SALTED FISH

SEA RED TROUT

in kegs of 100 lbs.

Labrador Herrings, brls. and half brls.

Nova Scotia Herrings, brls. and half brls.

COD FISH

No. 1 medium, brls. and half brls.

No. 2 small, brls. and half brls.

CANNED FISH

CLAMS

"Empire," in 2-lb. tins; "Burnham," Clam Chowder, 1-lb. tins; "Underwood," 1-lb. tins; Clam Bouillon, "Burnham," in pints and half; "Blue Points."

OYSTERS

Gibbs Cove Oysters, in 1-lb. cans.

LOBSTERS

"Beaver," Flat 1-lb. and ½-lb. cans.
"I.C.B.," Deep 1-lb. tall.
"Atlantic," Flat, ½-lb. flat.
"Flag Brand," in ¼-lb. tins.

FINNAN HADDIES

"Crescent," kippered.
"Thistle," round tins.
"Thistle," oval tins.
"Carnation."
"Sussex."
"Mermaid."
"Jubilee" Brand.

TROUTS

"Brook" T.S.
"Brook" in mustard.

SHRIMPS

"Nigger Head," in 1-lb. cans; "Barataria," in 1 and 2-lb. cans.

HERRINGS

"Morton," kippered. and T.S.
"Marshall," kippered.
"Mononochie," kippered.
"Moire Wilson," kippered.
"King," kippered.
"Connors," T.S.
"Fresh Scottish Chief."

MACKEREL

"Crescent," T.S. oval 1-lb.
"Crescent," sauced, 1 lb.
"Bell Brand."

SALMON

"Clover Leaf," 1-lb. flat.
"Clover Leaf," 1-lb. tall.
"Clover Leaf," 1-2 flat.
"Horse Shoe," 1 flat.

SALMON

"Horse Shoe," 1 tall
"Horse Shoe," 1-2 flat.

Highly recommended:

"Victoria," 1-lb. tall.
"Oweekayno," 1-lb. tall.
"Red Poppy," 1-lb. tall.
"Eagle," 1-lb. tall.
"Clematis," 1-lb. tall.

SARDINES

"Clark," 1-4 tins T.S.
"Clark," 3-4 tins mustard.
"Golden Rule," Pat.
"Brunswick," Hand-made.
"Brunswick," sanitary 1-4 tins.
"Crossed Fish," T.S.
"Bjelland," 1-2 tins.
"White Bear," 1-2 tins.

Highly recommended:

"White Bear," 1-4 tins.
"Underwood," 3-4 tins.
"P. Chancerelle," 1-4 tins.
"Magdalen," 1-4 tins.
"Lacobrige," 1-4 tins.

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Our stock of dried fruits is ample to meet all demands. We have a fine and well assorted line of goods at prices to suit the trade in:

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Our prices defy competition. We can take your orders for vinegar to be delivered now or as soon as the season will allow. Our brands of vinegar are: "French," 118 grs.; "English," 100 grs.; "Spanish," 90 grs.; "Italian," 80 grs. They are praised for their superior quality. We also carry all the other well-known brands of vinegar.

For all information, quotations, etc., write, phone or wire at our expense.

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THE MAKING OF "PANSY" BROOMS.

Finest of Material.

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Office and Warehouse: 92 Adelaide St. W.

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Factory: 15, 17, 19, 21 Jarvis St.

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Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Extra Special!

We are in a position to make immediate shipments of Canned Goods in nearly all lines, but can give no guarantee that this will continue. Stocks are getting low in many cases, including

--Strawberries	—Raspberries
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—Cherries	—Peaches

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Essex Canning and Preserving Co., Limited

Factory at Essex, Ont. 28 Wellington St. E., TORONTO, Can.

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SIGN OF PURITY

"TARTAN Fruits of all kinds as good as Home Pack.
TARTAN Strawberry Beets, fine for Salads.
Full assortment of Wagstaffe's Preserves, Jam and Marmalade. Special value in Shelled Walnuts, Bordeaux & Cherbertes, perfect halves and broken.
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See Our Travellers or Phone 596. Free to Buyers.

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Write, phone or see our travellers

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This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and old water baths. A. McNICOL, Prop.

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We will mail to you FREE 5 copies of our publication.
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We are making next week a special

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Wholesale Grocers and Importers

MONTREAL

Canners' Association in Convention

Cincinnati Visited by Two Thousand Canners, Machinery Men and Wholesalers in Annual Gathering—Large Canadian Delegation Present and New Independent Association is Allied With American Body—Notes of the Convention.

The annual convention of the National Canners' Association, including not only canners, but manufacturers of canning and packing machinery, and large distributors of the canners' product, was held in Cincinnati, O., last week, from Monday to Saturday, Feb. 3 to 8.

The convention is particularly interesting to the Canadian trade from the fact that a large delegation of Canadian canners were present at the convention and that the new association of Independent Canadian Canners was allied with the National Association and will hereafter enjoy the privileges it affords.

The Delegates' Welcome.

The first session was opened on Tuesday morning in the large Convention Hall on the ninth floor of the Hotel Linton, by Chairman W. B. Mellish, of the Cincinnati entertainment committee, who introduced Mayor Markbreit, who in turn welcomed the delegates on behalf of the City of Cincinnati.

J. C. Warvel Prest, of the Ohio Canners' Association, replied officially to the mayor's greeting, thanking the city for its bountiful hospitality and congratulating the association on its large numbers and attendance.

The three formal addresses of the respective presidents, George G. Bailey, of the National Canners, E. M. Lang, Jr., of the Machinery Association, and W. A. Frost of the Brokers, were then presented.

President's Address.

The National Canners' Association was organized at Buffalo one year ago, said President Bailey, a constitution adopted and officers elected. Later in the season the executive committee organized, adopted by-laws and auspiciously launched the association.

The first official act of the National Canners' Association, he said, was the promulgation of a form of guaranty under the Federal Pure Food Act, as to the purity of the products sold, satisfactory to both the canners assembled in convention at Buffalo and a committee from the National Wholesale Grocers' Association, who met at Buffalo during convention week. This guaranty seems to have proven satisfactory to both buyer and seller of canned products throughout the United States since its adoption.

The matter of placing canned goods on all treaties of reciprocity hereafter adopted between the United States and foreign countries had been taken up and was under consideration by the state department.

A plan of inter-insurance had been devised and was under satisfactory operation, the matter of state organization had been proceeded with, and various other matters of interest to the association had been dealt with.

Referring to the advancement of the industry's interests, Mr. Bailey spoke very favorably of the work done by the trade newspapers and bespoke support for them. He also suggested the appointment of a committee to be known as the arbitration group of the business committee to consider difficulties arising from trade difficulties.

Speaking in regard to the purpose of the convention in closing, Mr. Bailey said:

"We are not meeting here in convention for the purpose of smothering competition. We do not assemble here for the purpose of reaching an agreement as to what shall be paid for those items entering largely into the cost of the product of our manufacture, but to stimulate and encourage a feeling of industrial brotherhood, that our business acts, whether in competition as buying

GEO. G. BAILEY.
President National Canners' Association.

or selling factors may be none the less keen, but that we may, in all of such transactions, rise to a higher plane of endeavor, each to a realization of the obligation he owes to himself and to the brotherhood and association of which he is a part."

Progress of the Industry.

E. M. Lang, Jr., of Portland, Me., president of the Machinery and Supplies Association, was one of the humorous elements of the morning's session. He outlined the growth and development of the industry, with a lightsome vein which made a decided hit with the delegates. He spoke of the improvement in machinery and methods, the introduction of mechanical contrivances, automatic regulation of temperature, automatic can making and testing machines, all these increasing efficiency and economy of production. He spoke of the admirable feeling of co-operation manifested in the convention, putting the industry on a higher and much more pleasant basis and prophesied large prosperity by reason of this in the coming years.

Results of Organization.

President Walter A. Frost, of the National Canned Goods and Dried Fruit Brokers' Association, said two results both of them good, stand out prominently as the work of the Buffalo meeting last year: The first, the organization of the National Canners' Association, and the second, the bringing together as organized bodies of the canners, grocery jobbers and brokers, to discuss matters jointly. A uniform contract, he said, was desirable, if a satisfactory one could be formulated, and one clause should provide for arbitration, the loser to pay the cost, and the fee to be big enough to prevent the bringing of trivial complaints before the board. The canners' and the wholesale grocers' sides of the matter were discussed dispassionately by President Frost, who is a broker. Flagrant violations of contracts or agreements should be given the widest publicity, he declared, that being the only thing the associations could do in the matter. The idea of expositions of canned goods was strongly advocated; they would still further educate the people to the use of them. In concluding, he asked for the passage of a resolution endorsing the Brokers' Association.

Regarding a Uniform Contract.

The afternoon session was a particularly lively one, the sorest spot, admittedly the greatest evil in connection with the canning industry—that of the breaking of contracts and rejection of shipments—being under consideration. In the excitement towards the close of the meeting, and after several canners had made short but highly colored speeches, a motion was carried to lay the whole matter, including a form of contract presented by a special committee from the National Wholesale Grocers' Association, on the table. The discourtesy of this action, which had been voted against by probably one-third of those present, was instantly recognized by all, and a motion was immediately passed authorizing the appointment of a special committee to meet with the National Wholesale Grocers' Association's committee on the subject.

The address of the afternoon was given by H. S. Orem, of Baltimore, on "Trade Ethics of Canner and Jobber." Mingled with vivid word pictures, references to Greek and other ancient history and quotations from Shakespeare were hard, cold facts, and an excoriation of dishonesty in trade, with unmistakable applications now to canners, now to jobbers. The early history of canning, and the work of pioneers in the industry were graphically related,

and the progress since then and conditions to-day were recited.

The law governing contracts was explained in full, and examples of moral, if not legal, dishonesty on the part of both canners and jobbers were given frankly and in detail. The resulting resentments and payments back in kind by the loser were dwelt upon. The first remedy suggested was that every canner unfairly or dishonestly treated by a jobber should report the case in full to the association, and if on investigation the facts as found were as stated the report should be sent as a warning to every canner in the country. The wholesale grocers, Mr. Orem said, could, without suggestion from him, find a remedy, probably a similar one, to protect themselves against dishonest canners. As the dishonest men in each branch were greatly in the minority the remedy could be applied effectively.

Tuesday evening was spent at the large exhibit of canners' machinery in Music Hall, which is referred to in greater detail on a later page.

On Wednesday morning the convention listened to addresses by L. B. Warner, of Chicago on "Inter-Insurance Canners Exchange;" Walter O. Hoffacker of Smyrna, Del., on "Arbitration," and Albert T. Bacon, of Chicago, on "Manufacturers' Cost." During the morning session, President Bailey announed the appointment of a committee to confer with the committee of the National Wholesale Grocers' Association, regarding a uniform contract for canned goods. The committee held a preliminary meeting at noon recess and organized.

The suggested form for canned goods contract, which had been approved by the National Wholesale Grocers' Association, was as follows :

Contract Approved by Grocers' Association.

(Buyers' City or Town).....
Date.....190

Sold to..... ....
Sold by..... ....

Dozen Size of Price
Cases per case tins Items per doz.

Prices named are
F.O.B..... ....
Del'd..... ....
To be shipped..... ....
Routing ....

Terms of payment : Less.....per cent. in.....days or.....days net, from date of.....

If sold F.O.B. factory, freight rate to destination not to exceed .....per 100 lbs.

If buyer's labels are used, allowance to be ..... per 1,000.

If packer's labels are used, buyers to have control of same for.....

These goods are to be of the pack of..... ....

Quantity guaranteed as follows : The seller agrees to deliver not less than 75 per cent. of the quantity stated under this contract, and the buyer agrees to accept the same in full settlement of this contract, without liability except as hereinafter stated. If seller should deliver less than 75 per cent. of the quantity stated under this contract, then it is agreed that the seller shall pay the buyer.....cents per dozen on such shortage under 75 per cent. of the original purchase, but must deliver not less than.....per cent. of the original purchase. The buyer shall have the same privilege of reducing the quantity named in this contract to 75 per cent. of the original purchase, without responsibility for loss or damage to the seller, and shall also have the privilege of further reducing the quantity on the payment of.....cents per dozen, but must accept not less than.....per cent. of the original purchase. In case either buyer or seller wishes to decrease the quantity below 100 per cent. of the original contract, notice must be given in writing not later than..... ....

Prices guaranteed..... ....
Swells guaranteed until July 1, 190.....

Cases must be made of lumber, free from shakes and loose knots, and of material not less than $\frac{3}{8}$-in. sides, tops and bottoms and $\frac{3}{4}$ in. ends, for No. 1, No. 2, No. 2½ and No. 3 cans; ½-in. sides, tops and bottoms and 1-in. ends for No. 8 and No. 10 cans, and of correspondingly heavy material for other sizes.

WALTER A. FROST.

President of the National Canned Goods and Dried Fruit Brokers' Association.

Factory shipments in less than car lots to be made without charge for marking or shipping.

Seller guarantees these goods in accordance with Food Law Guarantees adopted by National Wholesale Grocers' Association and Canned Goods Packers' Association, in convention, 1907, and also in accordance with the State Food Laws of ....

In case of destruction of place of business of either party by fire or the elements, such buyer or seller shall have the right to cancel this contract by giving the other party written notice of the same within reasonable time.

BROKER..... .....
Accepted Dated
SELLER..... 19
BUYER 19

Canadian Association Taken in.

During the morning session an application was presented by R. W. Ball, Toronto, secretary of the new Canadian Association of Independent Canners, seeking connection with the National Association. A special committee, comprising W. E. Robinson, of Maryland; R. S. Fogg, of New Jersey and Mr. Wittingill, of New York, was appointed to consider the question. They reported in favor of the admission of the Canadian members, the matter was brought before the full convention and on a vote they were taken into the association with equal privileges.

Heard From Pure Food Authority.

One of the most interesting features of the day was in the address of Dr. W. H. Wiley, chemist of the United States Department of Agriculture, who is widely and popularly known as the "autocrat of the national food."

Dr. Wiley outlined his purpose as being to discuss problems in which he and the canners were mutually interested. The doctor started off with a joke, having inadvertently picked up an advertising card on which in glaring redface the words stared him in the face, "Don't Worry About Ketchup." The audience had similar cards and saw the point. So did the doctor. "I'm not," he said in response to the laughter. "It is very much to my advantage that I let other people and the manufacturers do the worrying."

Then he proceeded to discuss canning methods and progress. First of all is the problem of raw material and its proper selection that food which needs sterilization and pasteurization for its proper preparation for consumption. The great Appert discovered the process, but it remained for Pasteur and others to show that he was in error in supposing the exclusion of air was the secret of it all. Now it is pretty clearly established that foods may be preserved with all their natural succulence retained so as to be available throughout the entire year. Chief in the essentials is care in selection of raw materials.

Don't waste anything, but put it up under its rightful name, was the doctor's demand. If tomato pulp can be sold at 75 cents and $3.25 a barrel, there is room for both grades. But the consumer should be enabled to distinguish between them.

The second matter which the doctor took up was that of the packages. Tin, he said, which is iron or steel with a tin coating, is unquestionably the best and cheapest, containing material available and in this material great progress has been made. No longer is loose solder found in the can; no longer the results of galvanic erosion due to the action of acids in the foods upon the imperfectly coated metals of the can; but either a sanitary coated tin or one with a mechanically sealed container perfectly homogeneous in its surface, it is a step forward.

All these materials which go into the container are steadily advancing, and it is a matter which affects the canner, trader and consumer alike. Cheaper materials for containers must be found and are steadily being found by improved processes and study. Glass would be ideal but for its cost and susceptibility to breakage. For larger packages of bulk, wood containers may be practical, but are not available for serving the consumer. The doctor said that his laboratory has succeeded in putting up forty or fifty gallons of fruit juices in barrels and by sterilization kept them perfectly sweet and free from fermentation, while California wine producers had reported to him having kept unfermented grape juice for fully five years. But tin is to-day the most convenient package for the consumer, and he believed the supply should be conserved, old tins reclaimed and every effort made to keep the cost down within reasonable limits. He reviewed the improved methods of sterilization, by which stirring and the application of a reasonable degree of heat which would not destroy the natural flavor of the fruit had superseded the old method of heating till the sterilization slowly worked from surface to centre and practically destroyed the natural flavor of the food. The nearer to natural the food manufacturer can produce his goods, the better will be their sale and their success. The age of canned goods is not the important subject, he said. The consumer has a preference for goods which are comparatively fresh.

The doctor did not believe, as some do, that properly canned goods which may happen to be more than one season old are unfit for use, but so long as the consumer pays the bill he is entitled to consideration and has a right to expect that what he buys to-day shall be the product of the 1907 crops. He admitted that to equalize supply and demand carrying over surpluses was essential from a mercantile standpoint, but the consumer has a right to know the facts. He believed that, in spite of the manufacturers' established prejudice against dating canned goods, a step forward has been taken in this respect.

Dr. Wiley closed his address by reference to the food laws speaking rather unfavorably of the federal law and emphasizing the necessity for uniformity in State laws.

Entertained in the Evening.

On Wednesday evening the lady visitors who came with their husbands and relations to the convention were tendered a reception by the Committee of Arrangements at the Hotel Linton. At the same time the male visitors were enjoying a jolly evening at a buffet luncheon and impromptu entertainment, also in Hotel Linton.

Contract Suggestions Fail.

The feature of Thursday's sessions was the matter of the uniform contract and the election of officers.

This question of uniform contract had been recognized as the most important matter to come up before the convention, and the whole country had hoped that uniformity would be secured, but when immediately after it had been brought up in the convention on Tuesday and the canners from various sections came out so forcibly against it and a committee known to be hostile to any such plan had been chosen to confer with the committee of National Wholesale Grocers', it was practically a foregone conclusion that nothing would be accomplished. Since then several conferences had occurred, but without success. At Thursday morning's session the canners' committee reported that it had not approved the grocers' suggestion, and a form which it presented to the convention had been rejected by the wholesalers' committee. Nevertheless, the committee submitted its draft and it was adopted by the convention as follows:

GEO. W. COBB.
Treasurer Sanitary Can Co., of New York, and Niagara Falls, Ont.

Canned Goods Contract by a Committee of the National Canners' Association.

Date ———. Sold by ———, of ———. Sold to ———, of ———. Cases, ———. Dozens per case, ———. Size of tins, ———. Items, ———. Price per dozen, ———. Prices named are (f.o.b. seller's shipping station). To be shipped ———. Routing ———.

Terms of payment: Less 1½ per cent. in 10 days, or 60 days' acceptance net from date of invoice. If buyers' labels are used allowance to be per 1,000; if wrappers, tissue or cap and labels are used buyers to pay sellers the extra cost of putting same on more than the cost of putting on a strip label by machine.

Seller guarantees these goods in accordance with food law guarantees adopted by National Wholesale Grocers' Association and Canned Goods Packers' Association in convention, 1907.

All disputes arising under this contract to be arbitrated in usual manner with promptness and convenience as to place. The decision of the arbitrators to be final and binding, the aggrieved party to be entitled to such equitable damages as may be shown to have been sustained; cost of arbitration to be paid by party against whom decision is rendered and spoils guaranteed until ———, same to be held subject to seller's orders. In case of destruction of buyer's place of business by fire or the elements before shipment such buyer shall have the right to cancel this contract by giving seller written notice of same within five days, but this privilege is not to apply if shipment shall have been made prior to the receipt by seller of such notice. In event of sellers having short crop, fire or other unavoidable cases preventing seller from executing contract in full, delivery upon same is to be made pro rata with other contracts that may be entered.

Broker, ———. Acceptee, ———. Seller, ———. Buyer, ——— Date, ———. Year, ———.

This report was presented by J. P. Olney, who argued that it was impossible to frame a more uniform contract owing to the impossibility of making it fit conditions in all sections. Another member of the committee expressed the idea that the trouble with the "future" problem lay in the jobbers' contract with the retailers, and he said the committee had a draft of such a contract which he thought would work out well with this one. The vote on the acceptance of the draft was not especially heard, the disappointment in the failure of negotiations being very evident among the members.

And with this disposition the matter was allowed to drop and the convention closed leaving this most important question in the same unsatisfactory position.

The New Officers.

The election of officers for the ensuing year resulted as follows:

President, Charles S. Crary, of Hoopeston, Ill.

First Vice-President, L. A. Sears, of Chillicothe, Ohio.

Other vice-presidents—the presidents of the various allied societies.

Executive committee, the above and W. R. Roach, of Hart, Mich; H. S. Orem, of Baltimore, and G. G. Bailey, of Rome, N.Y.

Secretary and treasurer, Frank E. Gorrell, of Bellair, Md.

Next Convention in Chicago.

Chicago won the contest for the next convention. The committee recommended Chicago largely because of the desire of the association to have next year a full working display of canned goods as an educational movement among the consumers and the fact that

the Colisseum Company of Chicago agreed to take its management, assume all responsibility for it and yet allow the association to practically control it. The committee regarded this as an important feature in undertaking the food show for the first time and unanimously decided in favor of Chicago. Immediately Louisville and Rochester, which had been making a strong fight for the convention, gracefully acquiesced in the choice withdrew their claims and diplomatically filed their intentions of capturing the 1910 convention. Then the convention voted in favor of Chicago unanimously.

On Thursday evening the convention delegates were entertained at the Lyric Theatre at a special performace of "Gloria" with Miss Julia Marlowe in the title role.

Canadian Canners in Attendance.

The following Canadian ladies and gentlemen, who are more or less directly connected with the canning industry, were present at the convention: R. P. Ball, Essex Canning and Pres. Co.; Robt. Leach, Allan Lester, A. T. Gahan, W. L. McWhinnie, Albert J. Gahan, of the Essex Canning and Preserving Company, Essex; Dr. S. C. Boulter and J. S. Cramer, of the Sanitary Can Co., Niagara Falls; W. C. Breckenridge and K. Bethune, Norton Mfg. Co., Hamilton, Ont.; Wm. Beckett, Fraser Canning Co., Wallaceburg, Ont.; Mr. and Mrs. Amos H. Baker, Old Homestead Canning Co., Picton, Ont.; W. A. Carson, Napanee Canning Co., Napanee, Ont.; Jas. B. and Mrs. Campbell, Acme Can Works, Montreal, Que.; Denis Ducharne and Paul Morand, Stoney Point Canning Co., Stoney Point, Ont.; Geo. E. Fisher, H. F. Foster and C. G. Davis, of the Burlington Canning Co., Burlington; J. C. Danheiser, Ontario Pure Food Co., St. Catharines, Ont.; H. E. Edgcombe and Chas. Wagner, Tilbury Canning Co., Tilbury, Ont.; R. C. Eckert, Clayton Eckert, R. G. Bowie and Geo. Terry, of the Gorman, Eckert Co., London, Ont.; G. H. Hogg, Hogg & Lytle, Port Hope, Ont.; Mr. Liddle, Brown & Boggs, Hamilton, Ont.; W. H. Lusk, Farmers' Canning Co., Bloomfield, Ont.; W. T. Lowe and F. J. Lowe, J. H. Wethey, Ltd., St. Catharines, Ont.; Fred D. Lea, Lea Pickling & Pres. Co., Simcoe, Ont.; Mr. Moore, Wallaceburg Canning Co., Wallaceburg, Ont.; G. A. Malcolmson, Canadian Canners, Ltd., Sandwich, Ont.; W. H. Millman, Old Homestead Canning Co., Picton, Ont. (Toronto); Mr. Moore, Canadian Canners Ltd., Wellington, Ont.; J. C. Messacar, Imperial Canning Co., Kingsville. Ont.; Maise Masard, Tecumseh Canning Co., Tecumseh, Ont.; S. E. Masten, Farmers' Canning Co., Bloomfield, Ont.; J. Nairn, Canadian Canners Ltd., Hamilton, Ont.; S. M. Sanders. Exeter Canning Co., Exeter, Ont.; J. Breault, Tecumseh Canning Co., Tecumseh, Ont.; W. G. Tretheway, Sanitary Packing Co., Weston, Ont.; W. H. Seyler, The Canadian Grocer, Toronto.

CONVENTION NOTES.

Picked Up in Music Hall.

"Vas you ever in Cincinnati?"—Prince of Pilsen.

The Sprague Canning Machine Co., Chicago, instead of their usual display of machinery and equipments, maintained only an office and reception room this year. It was located at the immediate right hand of the entrance to the hall and was comfortably equipped for the reception of their numerous friends and customers. The absence of the magnificent display of working machinery as installed by them at the Buffalo convention last year was much commented upon, but as everyone knows Sprague's and their lines, and all visitors looked after by the obliging representative of the company, the prestige of the concern was well maintained. Mr. Trench also had a convenient office on the rotunda floor of the Hotel Linton, the headquarters of the convention, where he and his representatives held court and welcomed their friends. No doubt at Chicago in 1909 there will be things worth seeing and noting.

* * *

"The Stecher Inn," located in the centre of the right aisle, was as usual an artistic and comfortable arrangement for the convenience of their patrons. As customary, this famous Inn was the headquarters of the Canadian Canners and Packers contingent and with the friendly greeting of Dan A. Skuse, known to them all, the Inn seemed like the one spot most like home. Mr. Bohler, of the Stecher Lithographing Co., Rochester, N.Y., was present to welcome one and all and with his assistants, Mr. Daggett, of the Chicago branch, and Mr. Loeffler, salesman, everyone was made "to home." The Stecher Lithographing Co. also maintained an office and sample display on the ground floor of the Hotel Linton under the charge of Mr. Daggett, Chicago.

* * *

The National Canners' Convention would not be complete without the presence of Jas. B. Campbell, of the Acme Can Works, Montreal. The interest that Mr. Campbell has always taken in the affairs of the association and his more direct and constant attention to the attending Canadian canners has made his a familiar and welcome personality in the annual conventions. It was so this year and "se vas sans dire" that the importance of the Canadian canning industry was not hidden under a bushel. Mr. Campbell is a Canadian associated with Canadian canners and being proud of it does not hesitate at any time to bring Canadian canners to the front. Mr. Campbell, who was accompanied by Mrs. Campbell, made his headquarters at the New Gibson House and the many inquiries for him by his American friends showed clearly how well Jas. B. is known.

* * *

The Sanitary Can Co., Fairport, N.Y., and Niagara Falls, Ont., had two displays and offices, one at the Hotel Linton and the other and more demonstrative one in Music Hall. In the latter, conveniently and conspicuously located in the centre of left aisle, were shown samples of all varieties of fruits and vegetables packed by canners using the sanitary can. The superior merit of goods packed in sanitary cans was explained and demonstrated by a staff of salesmen and lady demonstrators. The opening by the company at Niagara Falls was of interest to the Canadian canners attending the convention and the advantage of getting into touch with them. Mr. Geo. W. Cobb, treasurer, J. S. Carmen, manager of the Canadian branch and Dr. S. G. Boulter, Canadian representative, were constantly on hand and for hard and steady work had few equals among the exhibitors. President W. Y. Bogle was also present and as hard a worker as any of his staff. Enthusiasm seems to be the guiding spirit of the Sanitary Can Company.

* * *

The American Label Mfg. Co., of Baltimore, Md., had a beautifully decorated booth displaying their workmanship in labels, cards, advertising and other publishing media. Mr. Stewart who was in charge made an efficient demonstrator and solicitor and entertained the Grocer representative with a fine dissertation on the merits of Am. L. M. Co.'s work.

* * *

Visiting canners, without exception, were closely interested in the 20th Century Vacuum Filler shown by the Federal Canning Machinery Co., of Indianapolis, Ind. The new principle shown in this machine and its simple and clean method of operation seemed to impress inspecting canners highly, and very favorable comments were passed.

* * *

The Simpson & Doeller Co., Baltimore, Md., manufacturers of labels, show cards, etc., had a display booth in Music Hall, with Mr. Chas. H. Doeller in charge. The Grocer representative was decorated with the order of the Half Shell Crab, a most unique and beautiful advertisement for the company, and the close attention paid by Mr. Doeller and his staff to their numerous customers and callers shows that they are in touch with what is going.

* * *

The reliable old Palace Hotel was the resting place of a number of Canadian canners and other delegates and it was like home to a lot. Among those registered were: R. W. Ball, R. Lead, A. Lester, A. T. and A. J. Gahan and W. L. McWhinnie, of the Essex C. & P. Co.; Dr. Boulter and J. S. Carmen, of Sanitary Can Co., Niagara Falls; Mr. and Mrs. Amos H. Baker, Old Homestead Canning Co., Picton; W. A. Carson, Napanee Canning Co., Napanee, Ont.; Geo. E. Fisher, Burlington; J. C. Danheison, St. Catharines; R. C. Eckert, Clayton Eckert, R. G. Bowie, Geo. Terry, of Gorman, Eckert & Co., London; W. T. and F. J. Lowe, St. Catharines; W. H. Millman, Toronto; S. Edgar Masten, Bloomfield, etc. The Grocer representative also enjoyed the hospitality of this hostelry and the company of his many Canadian friends.

R. W. Ball, secretary new Independent Canadian Canners, was most assiduous in looking after the interests and comfort of a large section of Canadian contingent. As a guide to the wandering footsteps of a number he was certainly indispensable and to the query from the Prince of Pilsen, "Vas you ever in Cincinnati?" he added new effect to the question. As an automobile guide or

demonstrator at the Zoo, he didn't secure any special laurels. To Mr. Ball's efforts to secure recognition for the new Independent Canners in the National Association may be traced the acceptance of the Canadian body. The unanimous vote of the convention adopting the advisory committee's report for acceptance to membership woke up acres of smiling furrows in his face.

* * *

The Grocer ran across an old friend in the Music Hall, G. H. Hogg, of Hogg & Lytle, Port Hope, Ont. Mr. Hogg had a fine display of Canadian grains, particularly peas, corn, etc. He was particularly pleased to see the well known green covered Grocer.

* * *

To W. C. Breckenridge, president of the Norton Mfg. Co., Hamilton, are due the thanks of the visiting Canadian delegates for reserved seats at the "Gloria" performance of Julia Marlowe, tendered by the American Can Co., at the Lyric Theatre. Thanks again !

* * *

R. C. Eckert, of Gorman, Eckert & Co., London, is an ideal traveling companion and after attending to the business of looking up some new machinery he was most enjoyable company for recreation in a peaceful and happy mood. The Grocer knows, as he was privileged to use his company.

* * *

One of the most interested visitors at Machinery Hall was Geo. E. Fisher, of the Burlington Canning Co., Burlington, Ont., and his close attention to every up-to-date machine and appliance was noticeably commented upon. Mr. Fisher bears the reputation of an authority on fruit culture and an hour's conversation with him shows how closely he has studied every feature.

* * *

W. H. Millman, the Toronto broker and representative of the Old Homestead Canning Co., Picton, was on the lookout for the many new ideas and lines one gathers at conventions and displays of this kind. One of Mr. Millman's characteristics leads him to Kentucky—wonder why ?

* * *

Did you bring away among your other souvenirs, one of the National Lead Company's "rings ?" Mr. Ball had three given to him. How many went to Canada is hard to say. The ad. was a good one.

* * *

S. Edgar Masten, of the Farmers' Canning Co., Bloomfield, was very much in evidence and a sought after personality among not only his Canadian fellow canners, but the prominent men of affairs in the national association.

* * *

To know how one can make himself at home and comfortable, is to study Amos H. Baker, of Old Homestead fame. Despite the fact that Mr. Baker had been recently laid up with a severe cold, he nevertheless made the long journey to Cincinnati to see, study and learn things in canning. The owner of one of the best equipped canning plants on the continent, he is always on the lookodt for more and latest appliances. The Grocer was very pleased to meet Mr. Baker and imbibe some of the optimism that fairly oozes out of him.

The closure, cap and sealing machinery interests were well represented. The Dodge Metallic Cap Co., Montclair, N. J.; the Howland-Stein General Agency, New York ; Hazel-Atlas Glass Co., of Wheeling, W. Va.; the American Metal Cap Co., New York, and the Victor Patent Jar Co., Detroit, all had displays and demonstrations. B. E. Goepferl, of the American Metal Cap Co., was closely attentive to callers.

* * *

Who enjoyed the Bethlehem Foundry & Machine Co.'s cigars ? Everyone.

* * *

The Grasselli Chemical Co., Cleveland, Ohio, had many callers from their Canadian patrons, and Mr. Mills, who had charge of the company's display, was very attentive and obliging to all.

* * *

The American Diagraph Co., St. Louis, exhibited with demonstrations their diagraph stencil cutting machine—an instrument of actual necessity in every canning, manufacturing and jobbing house.

* * *

What's the matter with holding one of the National Canners' conventions in Canada in 1910 ? We have in Toronto say, accommodation, halls and hotels, which would put several of the cities in which they were held, 'way back in "umbra"—and Canadian canners generally would treat you royally.

* * *

The booth of the United States Printing Co., in Music Hall, was an unique and artistic arrangement, and many visitors availed themselves of the privilege of registering and inspecting the art labels, cards and hangers displayed. A convenience for visitors was the special telegraph and telephone service installed in the booth. The handsome souvenir memento given out was much appreciated and many a home will remember the visit through same.

* * *

Mr. Judge, of The Trade, Baltimore, was most attentive, as usual. His booth at the main entrance was well looked after by himself and his assistants. The Trade journal was well distributed throughout, and, as usual, the paper's report of the convention will, no doubt, be as comprehensively illustrated and interesting as is possible to make it.

* * *

The courtesy of an entertainment by Julia Marlowe, in "Gloria," at the Lyric theatre, was a highly enjoyed feature of the American Can Co.'s attention to their numerous patrons. This company was well represented by a staff of experts and salesmen at both the Linton and Music halls.

* * *

What Chicago will do for the Canners in 1909 wasn't stated, but that the next convention will be an epoch goes without saying. Certainly the Windy City will keep up its reputation for doing things right.

* * *

Rochester, N.Y., delegates and those interested in having the 1909 convention held in the Flower City, certainly worked hard, and though the advisory committee's decision was for Chicago, every credit is due the eastern men for their work, and no doubt it will be Rochester's next turn. Ho, for Chicago in 1909.

NOVEL ADVERTISING SCHEME.

Walkerton Grocers Give Prizes for Essays on Timely Topic.

Up in Walkerton, Ont., there is a firm of enterprising grocers who seem to be originating new ideas that count. This firm, Whitehead & Heuther, submitted a couple of well-dressed windows in The Grocer's recent Christmas contest, and carried off first prize in Class II. Now they have originated a novel method of advertising, as the following paragraph from the Walkerton Telescope will show:

"A month or so ago Messrs. Whitehead & Huether offered prizes for the best essays on the subject, "Should the Japanese be admitted into Canada ?' the essays to be handed in by the first of January. The prizes were, 1st, $3 in cash ; 2nd, $2, and 3rd, $1. After the essays had been handed in, the Rev. Thos. Wilson and A. W. Robb were selected to examine them and to award the prizes. The prizes have been awarded as follows : 1st, Milton McLean, Brant ; 2nd, H. J. Brillinger, Brant ; 3rd, Fritz. Miller, Walkerton. The prize essays are being published in the Telescope.

TREATY ACCEPTED IN FRANCE.

Franco-Canadian Bill Passed By Large Majority in Chamber of Deputies.

The bill approving the convention between France and Canada was adopted in the Chamber of Deputies last Thursday by a very large majority. M. Lefas showed that Canada by concluding with France a convention for ten years had followed a far-sighted policy which would protect her industry, but he considered that the French boot and shoe industry, which was of great importance, would be unfavorably affected by the new convention.

M. Klotz, speaking for the Customs Commission, said the convention safeguarded France's absolute liberty in the future. The chamber might ratify it without fear.

M. Siegfried said the convention was sufficiently advantageous to French commerce and industry.

PERSONAL NOTES.

E, G, Hunt, of Hunt & Co., Japan, was in Montreal during the week.

E. K. Barnsdale, one of Stratford's largest grocers, was in Toronto on Tuesday and Wednesday incidentally doing a little business but really to see a good hockey game. Mr. Barnsdale is quite a hockey enthusiast and he enjoyed exceedingly seeing the Stratford boys wallop the Toronto athletic club's team on Tuesday night.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

The salted and canned fish stock of Laporte, Martin & Co., Montreal, deserves the attention of all shrewd buyers. These goods are quoted at very low figures for the trade.—Advt.

Get your stock of dried fruits now; it is the proper time. The firm of Laporte, Martin & Co., Montreal, has a full assortment and it is quoting favorable prices to all wise buyers.—Advt.

*Grocery News from Coast to Coast

News of the Trade Sent in by Correspondents in Various Cities and Towns in Canada—Snow Storms of a Week Ago Reflect on Business.

BRANTFORD.

For several years it has been the custom of the grocers and butchers of Brantford to hold a joint banquet. So successful have been these gatherings that it has been decided to somewhat enlarge the scope of the undertaking this year, when the affair will partake of the nature of a reception to be held at the Conservatory of Music on the evening of Tuesday, February 18. An attractive feature will be the presence of the ladies, who have not graced the banquets in the past. The programme will comprise games and music, to be followed by refreshments.

* * *

James Burns, the well-known grocer, and former president of the Brantford Grocers' and Butchers' Association, has been honored by the voters of Ward 3 by election to the city council. There are now two grocers in the council, the other being Ald. Samuel Suddaby. The two are a strong pair and are expected to guard the interests of the trade, particularly in reference to market regulations and improvements, in order that the farmers may be encouraged to come into the city to sell their produce and trade here in return.

* * *

The grocery business of A. J. Smith, situated at the corner of Colborne and Murray streets, has been purchased by J. C. Struthers, who will conduct it in future.

* * *

The local grocers' organization is regarded as one of the strongest and best conducted in the province. The officers at present are: President, A. Coulbeck; vice-president, Fred. Corey; secretary, Norman Willits; treasurer, A. L. Vanstone.

* * *

Fred. Harp, of the Cash Bargain Grocery, is very proud at the success of his assistant, Delmar Butler, in winning the second prize in the city division of the recent window dressing contest conducted by The Canadian Grocer. It was generally remarked locally that the window was most artistic and reflected creditably on the firm.

* * *

Mr. Harp has just purchased the premises he occupies on Dalhousie St.

CHATHAM.

An important business change is announced to take place shortly in the retirement from active business of C. D. Williamson. Mr. Williamson is one of Chatham's veteran grocers, and has for a quarter of a century or more been prominent in business life here.

The business of Taylor & Williamson was founded in the '70's, Mr. Williamson's partner being I. M. Taylor. The store was in the early days known as the Canton House, but in recent years the business has been conducted under the firm name of Taylor & Williamson, which was retained even after Mr. Taylar retired from the firm a few years ago.

The firm has been essentially a most conservative one. In a generation which has gone in for showy fronts, elaborate window display and extensive advertising, the business stood a solitary representative of the conservative methods of the '80's. That with these apparent disadvantages, Mr. Williamson held a large city and country trade and did a good business is striking evidence of the sterling reputation which the store built up, and which has never departed from it.

Mr. Williamson has leased his premises to Brewster & Co., of London, and will retire from active business.

* * *

Brewster & Co., who have leased the Taylor & Williamson premises, will inaugurate the five, ten and fifteen-cent store, of which there has been so much talk the past year. They have secured a lease for ten years. Mr. Williamson wil sell out his present stock during February, and it is expected that March will be spent in renovating the store from top to bottom. A modern front will be installed, new floors put down, and the store made thoroughly modern and up-to-date. Brewster & Co. expect to open business on April 1. They already have stores in London, St. Thomas and other places.

* * *

After the regular meeting of the Library Board on Wednesday of last week, which was the inaugural meeting for 1908, the retiring chairman, Wm. Anderson, invited his colleagues to a very pleasant supper at his handsome home on Grant St. An enjoyable evening was spent in doing justice to the good things provided and swapping interesting reminiscences. Mr. Anderson is a striking example of a busy grocer who still finds time to attend to other duties.

* * *

Thanks to the protracted cold spell which Chatham has been enjoying, this season's ice harvest will be a bountiful one. The ice is of excellent quality. Fleming & Tillson will have competition this year, J. M. Terry & Sons having purchased the old Brundage icehouses.

* * *

The cold weather has also been good for the fresh fish trade, the frozen commodity from Lake Huron being strikingly in evidence in the various groceries.

* * *

Following the public meeting of the Board of Trade recently, at which fruit culture in Kent and Essex was discussed, a movement is on foot to organize a horticultural society for Chatham and Kent, with a view to promoting fruit-growing on modern and scientific lines. If the new organization proves a practical one, it should result in bringing this section to the front as a producer of early fruit.

* * *

It is stated that the shareholders of the Berlin Sugar Company have agreed to a proposition from the Wallaceburg Sugar Company to operate the Berlin factory during the coming year. The Wallaceburg firm will make a thorough canvass among the farmers in the vicinity of Berlin to grow beets for next season's campaign, and in addition it is proposed to import raw sugar from Germany and put it through the granulating process during the summer months. The success of the Wallaceburg people with their own factory renders them confident of their ability to put the Berlin concern on a paying basis. The latter recently wanted beet growers to take their pay in sugar, but

ANOTHER NEW IDEA.

Here's a scheme a Guelph grocer uses to facilitate the selling of marmalade oranges at this time of the year. And it seems to work remarkably well. Here's what he says about it: "We have in Guelph an idea, whether in use elsewhere or not I do not know, but it works all right and sells the marmalade oranges. It is to keep from one to two orange slicers in stock and lend them to your customers to slice their oranges. It certainly is interesting to see how keen Mrs. So and So gets to have her marmalade done first when she knows her neighbor wants the slicer and it is a good ad. also for the grocer, as one tells the other about having her grocer's slicer and that she can get it also if she buys her oranges from him. The slicers only cost about $1.50 and they soon pay for themselves."

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

the Wallaceburg factory has always been forthcoming with the good, hard cash when it came to paying for beets.

* * *

John McCorvie was a visitor for a few days this week at his old home at Mull.

* * *

Clark & Co., of Harrow, are the defendants in an action recently instituted on behalf of the crown and an unnamed informant, the charge being one of neglect to register their partnership certificates. In all cases a firm is required to register a declaration within six months of commencing business a fee of 50 cents being charged. Failure to register involved a penalty of $50, it is understood, half the amount going to the informant.

* * *

Joe. Yarowsky, of Windsor, has opened a general store at Amherstburg in the premises formerly occupied by Steffins & Robidoux, grocers.

* * *

During the last week's storm the chimney of the Dresden Canning factory was completely wrecked.

CALGARY.

The bankers' and wholesalers' sections of the Calgary Board of Trade met on the 4th instant in the board rooms to consider the advisability of the board taking up with the Provincial Government the question of appointing an official assignee for the southern part of the province. This district includes all the territory from Red Deer to the south, and the question is one of the greatest importance to all who are represented by these two sections of the business men of Calgary. As a result of the meeting it was decided to report to the council that action should be taken by the board to gain the consent of the Government to appoint the board's nominee. And it was further decided to secure the co-operation of all other boards from Red Deer south.

* * *

The long line of drays loaded up with groceries waiting outside the freight sheds for shipment day by day disposes of the idea that there is anything very wrong with the trade in Calgary.

* * *

Calgary has just passed through the only cold spell of the season. During the last ten days the thermometer readings have been low, reaching one night to fourteen below, the average temperature in the neighborhood of zero. However, the change has now come, and sunny Alberta once more is itself. The great drawback to the climate, especially to easterners, is that there has not been enough snow for sleighing this winter so far, and it is too late to hope for much now.

EDMONTON.

Grocers report business as picking up considerably during the past two weeks and things appear to be assuming their normal tone once more. This is partly due to the fact that the preliminary work of building the G.T.P. into the city from the east and extending it to the west has started. As this line gives Edmonton the advantage of being on a transcontinental line and provides easy access to the Pacific coast, it is of course a great boon to the city and is hailed with delight by the citizens, notwithstanding the rather steep bonus of $175,000 that the city has to pay to the company.

* * *

Wholesale grocers report that notwithstanding the financial stringency, about which, by the way, it is claimed too much is written, the business done during the past year has been ahead of former years in volume. The farmers on the whole are still very well situated and their prospects are bright for the coming years. The retail grocers in the small towns are meeting their payments regularly and report business as good, considering the conditions. It is believed that the grocery trade is on a stronger foundation than ever before.

* * *

Some quiet, but effective work has been done during the last few months regarding the matter of industries, by the Edmonton board of trade. The first step taken was to ascertain, not what the good points that Edmonton had were, but in what way it was at all handicapped from becoming an industrial centre. First, there appeared the question of the high price of sites; second, the question of the price of fuel; third, the question of taxation; fourth, the question of sufficient skilled labor at a fair wage; fifth, the question of freight rates, and sixth, the manner in which the advantages that Edmonton has to offer to manufacturing concerns should be made known to the world at large.

The first objection to Edmonton as a location for an industry, namely, the high price of property, has been met. Now the city has free sites, with railway facilities offered by private individuals and sites offered by the city at a nominal rental or cost, and also sites situated in the heart of the city, at a fair price.

The second objection as to the price of fuel, does not exist this year. Owing to the increased production of fuel caused by the extension of the mines around the city, coal is again being sold at a fair price. The price of coal will have a tendency to drop as the mines are developed.

The third objection regarding taxes has been met with by the industrial committee of the city council recommending that a fixed rate of taxation be levied on industries already established in the city for a period of ten years, and that new industries be treated on similar lines. But the city has still to contend with the fact that while they are willing to offer water, light and power at cost, they have no surplus of light, water or power at the present time with which to supply a very large industry. This, however, will be remedied when the new power plant is established this year.

It has been advocated, and well advocated, that it would be advisable to have a special industrial agent sent out who would place before certain individual manufacturing concerns the advantages that Edmonton offers as a manufacturing centre. The drawback to taking that step during the past year has been the financial conditions existing throughout the country and the fact that such an agent could not state that the city has any surplus water, light or power to offer, or regarding the tax rate, would have been a serious handicap to him when talking to an interested manufacturer. It was obvious that there was work to be done at home before such an industrial agent could hope to meet with success when abroad. This work is being slowly but surely done at the present time.

Although Edmonton is already recognized by the railway companies as a wholesale centre, it will not come to its own in that respect until further competition is obtained by the advent of new railroads. This is a very important matter and will no doubt receive very careful attention from time to time as the occasion arises. Keen competition for outgoing and incoming freight will no doubt arise as soon as the C.P.R. and G.T.P. begin to operate their roads into this city.

* * *

The firm of Abbott & Stewart has opened a wholesale and retail provision store on Namayo Ave. recently.

* * *

G. S. Hegler, who has recently moved into this city from Poplar Point, Man., has opened a flour, feed and provision store on McDougall avenue.

* * *

Ice cutting has been in progress for some time and a large supply is being harvested and stored for use during the coming summer. Grocers and others use a large amount of ice each year as there is as yet no cold storage plant erected in the city where goods of a perishable nature may be stored.

* * *

The Alberta Legislature is in session at present in the legislative hall in the city. Many important matters are being discussed and decided at this third session of the first parliament of Alberta. A unique feature of this parliament, and one that will give one an idea of the extent of this province, is the fact that the members from the farthest north and south constituencies live more than 750 miles apart. They were the mover and seconder of the reply to the speech from the throne.

* * *

Messrs. Matheson & Jacobson, who conducted a grocery store for some time on Jasper Avenue, have gone to Vancouver to spend the winter.

LONDON.

Owing to snow blocking the roads wholesale business has been quiet the past week. In every direction railways were blocked and scores of travelers were storm-bound for days. Prices of all leading staples are unchanged. Retail trade is also quiet.

* * *

The Retail Grocers' Association expect at least one hundred and fifty guests at their banquet at the Tecumseh, on the night of the 27th inst. Final arrangements were made for the function at the regular meeting of the association on Wednesday evening, Feb. 5th. The association is bearing the entire expense out of its funds and no charge is being made for tickets. The affair will be entirely informal, so that the man who happens to have his boiled shirt in

the wash or to have loaned his tuxedo, need not be alarmed. Among the guests, besides all the local wholesalers and their city travelers, will be a number of Toronto people who assisted so much in making the grocers' excursion to that city last summer so successful. The committee of arrangements is composed of Harry Ranahan, president; Thomas Shaw, vice-president; Cyril Hays, secretary, and E. J. Ryan, treasurer, and the reception committee, R. J. Donaghy, chairman, T. B. McCormick, Alf. Johnston, James Haskett, John Diprase, Norman McLeod, F. C. Toon and H. J. Glanville.

* * *

Henderson & Son, grocers, corner of Cheapside and Colborne streets, have dissolved partnership and the new firm is Henderson & Graham.

* * *

A. Lyons, who was reported in a recent issue of The Grocer, to have bought out F. L. Ross, Hamilton road, will not take possession until April 1st.

* * *

The practice of certain millers of selling to consumers direct was brought up at the last meeting of the Retail Grocers' Association, and the secretary was instructed to write the offenders. One member reported a case where twenty-five-pound parcels of flour were sold to consumers at the same price that retailers are charged.

* * *

The two companies operating under the name of the Canadian Packing Company, with establishments in this city and at Port Huron, Mich., have been incorporated into one company, capitalized at $599,000. Dominion incorporation has been secured, the following comprising the company: F. E. and W. H. D. Barnes, merchants, of Southwark, England; Ejnor Rechnitzer, merchant; Alma Z. Ginge, widow, and M. D. Fraser, barrister, all of this city. The company will take over the business now conducted by the Canadian Packing Co., under the same firm name. The shares will be of $100 each. The deal is one of the largest that has taken place here for some time. The company is looked upon as one of the growing concerns of the country, its business having increased at a rapid rate. Mr. Rechnitzer, the present manager, will continue in that office. It is understood the big pork-packing plant here will be considerably enlarged.

* * *

Geo. B. Gerrard local manager of the Bank of British North America, is optimistic as to the business outlook. In an interview he said:—"We confidently look forward to a brisk spring season in most lines of business. Conditions are brightening up now and the cry of hard times has no foundation in London. Collections among the retailers are reported to be coming in well by the wholesale houses and though some dealers have overstocked themselves, they will find their market sure if they have not gone too deeply into business. Staple goods must be bought. Groceries have to be secured, and those who handle commodities neeed not fear a possible stagnation, though needless warnings have been given out to that effect. I believe that when the next two months have passed we will find a much more cheerful atmosphere among London business houses." Mr. Gerrard's views were generally endorsed by other bank managers interviewed. It is noteworthy that wholesalers generally are well satisfied with the way in which the February settling day passed off.

PRESTON.

Strange, though it may seem, the past week in this town has been the best for the merchants for a long time. For nearly a week a continual blizzard raged, still, one of the largest grocers in town stated Saturday night: "If business has been quiet in town for the past few weeks, this week has certainly seen an improvement. The first three or four days were good while yesterday and to-day we have been as busy as we were just before Christmas." The same merchant showed your correspondent his books and how much better the cash was coming in. Only a small amount of credit was given and that was to those who settle every two weeks or a month. It is certainly encouraging to hear the merchants say business is good. That particular merchant is, however, a good advertiser and it pays him.

Several merchants in town are endeavoring to organize a grocers' association. Some of the grocers object to join the retail merchants association and are willing to associate themselves with an organization for grocers only. An organization such as is suggested has proved a success and an immense advantage in other towns and should do so here.

MONTREAL.

Several grocers have complained recently of the quality of Malaga grapes that are being supplied them this winter. One grocer stated that he had bought 20 barrels and of these he was obliged to return ten. Another stated that out of nearly every barrel he picked an average of from 3 to 4 pounds which could not be sold. The same complaint is made of Fameuse apples, several grocers having found the quality below average.

* * *

John Scanlon, speaking to The Grocer, decried the manner in which some of the big departmental stores are conducting food fairs at set dates, and their habit of advertising groceries at reduced prices, such as are prohibitive to the legitimate grocery trade, their reason for this being undoubtedly to draw custom for their various dry goods and other lines. Mr. Scanlan explained that customers going out shopping would pass their own dealers, and make their purchases at the departmental stores, where foodstuffs are obtained at a price, which renders it impossible for the grocery trade to compete with. Going to the departmental store with the intention of buying groceries only, and "saving money," they in the end come away loaded down with other purchases which they would not or could not, have made of their regular grocer. Mr. Scanlan thought that the whole practice should be discouraged by manufacturers, wholesalers and the general public.

* * *

John Stetson, the Point St. Charles grocer, suggested a good idea, when he stated that to his mind there should be two separate retail grocers' associations in Montreal. As it is at present, Mr. Stetson said that he, among many others, did not attend the meetings of the Retail Grocers' Association as their proceedings were carried on solely in the French language. Many of the English-speaking grocers not being conversant with this language, are feeling the necessity of having an English association to work in perfect harmony with the French body, the outcome of which would be betterment of trade conditions generally.

* * *

In talking of the condensed milk situation recently a grocer stated that he found it difficult to obtain Canadian milk, and as a consequence, American is being imported in larger quantity than ever. The fact of duty having to be paid on this makes it a rather more expensive property than the Canadian. Therefore, any Canadian firms having a stock will find a ready market by placing their surplus stocks in Montreal.

Several grocers have complained of the quality of Malaga grapes that are being supplied them this winter.

VANCOUVER.

The trade in Vancouver and throughout the province is not marked with that activity which was a feature of a year ago, consequent upon the conditions which have prevailed for some time past. Now the great demand is for staples, and fancy groceries are called for so seldom as to almost elicit remark. Yet, on the whole, trade is fairly good, for British Columbia has not felt the stringency to the same extent as other parts of the continent.

* * *

With that goodness which Providence is possessed of, and which is shown in kindness to His people, this winter has been a mild one throughout, in great contrast to the severe season of a year ago. Therefore, it is not surprising that such staple articles as butter and eggs, which are generally at a very high price, are reasonable. Good local butter retails for 45c, with Australian at 40c, and eastern creamery at 35c. The Australian product comes here at a time of year when local is at the top price, and if it were anything like the quality of the first consignment of two years ago the demand for it would be so great that orders could not be filled. When it first came upon this market, its flavor attracted attention, but never since has it been up to the same mark. This year there is not as much offering as formerly, and it is simply owing to quality. People use the best they can get for the money, and if Australian was all right

at five cents cheaper, its sale would be ready.

* * *

Eggs this winter did not climb to the airy heights of seventy cents per dozen as formerly. With the warmer weather, hens have been laying, and the really first-class article brings only 45c. Eastern are much cheaper, and if the weather continues warm there ought to be a clearance soon, for large stocks should be on hand if business has been done the same as in former years.

* * *

California vegetables have arrived, and are of fair quality. It is an advantage living within reasonable water distance of the sub-tropical regions that the time is very brief when green vegetables are not obtainable. Prices are reasonable, too. The celery that comes from the south is much shorter than the home-grown article, and much sweeter, but on the whole it does not surpass the celery which is produced locally. California navels are on the market at 25c retail, and are cheaper and better than last year.

* * *

Chinese New Year has been going for a week, and chickens are in great demand. The Chinese always have a great fancy for this kind of fowl, and the birds are served up in every conceivable way, excepting in the boiled or soup form. On the market at New Westminster they went at from $8 to $10 a dozen, with some as high as $11.

* * *

There is an active demand for apples, and it is expected that this will remain so for the balance of the season. First-class stock is being offered. One of the favorites of early and mid-winter varieties is the Grimes Golden, in fact, it is preferred by many. It attains perfection in the sunny undampened climate of the dry belt, and finds a place in all the new orchards.

* * *

The Empress of India which arrived early in the week, brought news from Japan of an oil contract which concerns the trade in Canada. Early last year, the story goes, the Japanese Government gave a contract to a certain petroleum company of Canada for the supply of 1,000,000 cases of heavy oil required at various naval stations. A representative of this company was sent to Japan to carry out the contract, and by the same steamer there traveled the representatives of two American petroleum companies. Between them they formed a syndicate and agreed to divide the supply equally. The contract was eventually taken in the name of the Canadian company. The oil market became very active during the summer and prices advanced, the price in heavy oil being exceptional in the increase, about double of that when the contract was signed. The two American companies withdrew, and the Canadian company will lose heavily if it abides by the terms of the contract. The Japanese Government, according to the advices from Tokio, is strongly pressing for the execution of the contract, the filling of which has been delayed under various pretences.

* * *

With a cargo of 15,000 frozen carcasses of mutton, the steamer Oriana, under special charter to Pat Burns & Company, was expected here a week ago, but has not yet been reported. She is a slow sailer, and it is not expected that any mishap has befallen her, as she was reported from Honolulu. In other years, this firm has used the regular steamers sailing between Vancouver and Sydney, and when offered the cold storage capacity again for this season was a little slow in taking it up. When it signified its intention of doing so, the reply was that another firm, the B. C. Market Company, had got it. That has made it necessary to charter this boat for two trips. An odd amount of other cargo is also carried by the Oriana.

* * *

Large amounts of sugar are being brought from the various producing countries to the B.C. Sugar Refinery Company in Vancouver. The Henrik Ibsen has just completed discharging a cargo of raw sugar brought from Surabaya, Java, and the steamer Ilford is on the way from the Mauritius with another. Large shipments have also been secured from the Fiji Islands, where a subsidiary company of the local one has a mill.

* * *

No wonder that canned milk and cream obtains such a large sale in the west, when the report of the Inland Revenue Department on the milk supply is considered. To people recently from the east it has been a source of astonishment that children are brought up on condensed milk. but even if preservative is used it would not be in greater proportion than what is put in the milk here. The question of a good milk supply is attracting more than ordinary attention, just now, and some very serious statements are made by medical men. A committee has been appointed by the medical association to act in conjunction with the city health authorities to see what can be done. Although several cases have been cited in police court, the law requires that in case of adulteration the complainant must actually see the stuff put in. In one case the adulterant was in such quantity that the milk was thick as paste and exceedingly yellow, but the court ruled that the vendor was not responsible.

* * *

Among the freight of the steamer Miowera for Australia was Canadian flour and salmon, food products for the Antipodes. Provisions were also an item in the cargo of the Lonsdale, one of the steamers of the Mexican line. From present indications a good trade will be developed with Mexico. British Columbians, principally Victorians, with Oscar Brown, of Vancouver, are interested in fruit plantations and consignments from there are awaited with interest, as the product is said to be of the very best.

GUELPH.

Last week was a comparatively quiet one in the grocery stores, and even the jolly travelers with their pleasant smiles have been conspicuous by their absence on account of the railroads in this section being tied up by the severe snowstorms. A great many different varieties of stories are being told by both farmers and travelers of their experiences in the snow. The market Saturday showed the effects and prices were pretty stiff. Eggs and butter both sold at 35c., while potatoes went up to $1.50 a bag and chickens as high as 20c. a pound, which is too high to do much business. But when you take into consideration the fact of the risk those farmers take just at this time in coming to town, they deserve a good price, but at the same time some of them try to do the hold-up game and a merchant ought to remember this when the market is glutted again..

* * *

The marmalade season is again on and each store is well supplied with seville oranges. But after all there are not so many bitter oranges sold. It is generally a good valencia orange that is used mostly with about three of the bitter oranges to the dozen and so far we have not seen any of the latter oranges.

* * *

The collecting of accounts takes a good tactful man all right, but one man in Guelph suggests that we do away with the Division Court, bag and baggage and then, and then only, will the grocers stop giving credit. He claims that if it was not for the fact that a grocer believes he can collect his money through this court, he would not give any credit to doubtful people. Be that as it may, some of the creditors don't seem to care whether they are sued or not, as that gives them generally a longer time to pay as they put up a hard times cry to the judge. One grocer told me he sued a man who owns his own property for $30 and the man got off by paying 25c a week. That is a long time to wait and money paid in that way doesn't seem to do much good.

* * *

The Wellington Hotel has been bought by a joint stock company and is to be made into one of the finest up-to-date commercial houses west of Toronto. It is understood the present manager will continue in his position. Some local merchants are supposed to be interested in the new company.

* * *

An item under this head in a recent issue unwittingly reflected indirectly on the business methods used by Armour & Co., in a demonstration in Guelph. As a matter of fact the item referred to the handling of lines of cereals and spoke of business methods which Armour & Co. do not make a practice of. The difficulty arose from the fact that the news item announcing the company's demonstration was inadvertently connected with the comment regarding the handling of lines of cereals. The item, indeed, referring to Armour & Co.'s goods, said : "The demonstration has helped the sale of these goods during the week in the grocery stores," and this shows how satisfactory the methods used must have been. Armour & Co., in these demonstrations, follow the system of taking a deposit from every customer, which is turned over to her grocer and thus he is satisfactorily protected.—Editor.

GALT.

The grocery business in Galt is rather quiet, at least trade is not as rushing as it might be. Unlike other lines, the established grocer must continue to do a certain amount of business. Of course, the public may cease purchasing luxuries, but the everyday necessities of life must remain in constant demand, irrespective of dull or prosperous times. In this respect the grocers are better situated than their brethren in other lines—clothing, for instance. A man may be badly in need of a suit of clothes, but the old suit can be made to last, while the inner man must be regularly fed.

* * *

The big storm of last week affected Galt in many ways. For two days no Grand Trunk trains arrived, and on Saturday the first freight train in three days passed through. The local grocers will be losers to a certain extent on account of the non-arrival of goods. The country roads were badly blocked, but a number of farmers made a valiant effort on Saturday and managed to reach the market. Prices were unchanged, with the exception of eggs, which advanced two cents, to 30c per dozen.

* * *

A native of sunny Italy has opened a fruit store at the corner of Main and Ainslie streets, and up to date is meeting with a fair measure of success.

* * *

There is an excellent opening in Galt for an up-to-date restaurant.

* * *

Alex. Sloan, of the firm of Sloan Bros., has been elected an official of the Galt public library, in which institution he has always taken a deep and active interest.

* * *

A number of grocery travelers were tied up for a couple of days in Galt last week.

* * *

A. C. Snider, for some time a clerk with Sloan Bros., has accepted the agency of a London insurance company.

* * *

When the Retail Merchants meet they will put themselves on record as strongly opposed to the co-operative store bill.

WINNIPEG.

A round of Winnipeg grocery stores reveals a feeling of optimism among the trade. It is a fact that with very little reason for it, there has been more calamity howling during the last few months in the City of Winnipeg than in probably any other city in Canada. Because real estate speculation has had a set-back a few noisy individuals have been crying hard times but retailers who stick to business year in and year out without risking their capital in speculation are not grumbling about the business situation.

"I have no complaint to make," said a Main Street grocer to a representative of this paper. "Business during the last year, yes during the last six months, has been quite satisfactory. I find that many of my customers have more money to spend than they had a year or two ago. Money which formerly went into real estate speculation is now available to add to the comforts of home and we grocers reap the benefit along with other classes of retail trade. Of course, those of our customers who are tied up with real estate payments haven't too much ready money and for that reason it has been necessary to watch credits closely. Most grocers have realized this and there has been a general tendency towards caution in making advances of credit which has had a beneficial effect on all. We have made credit dear, have in fact been forced to do so owing to the state of the money market and it has been a good thing for us. We have stood together in this matter of credits and through our association have kept each other informed as to bad debts. The result is that as a class the grocers of Winnipeg have not suffered from the little set-back that nearly all classes of business have encountered. There have been no fake sales among the grocers." This grocer's remarks hit the nail squarely on the head. The Winnipeg grocer who has watched his business carefully has come through the slight depression without much damage; and none have used the questionable methods of "bankrupt" (?) sales to obtain ready money.

* * *

W. J. Simpson, who for a number of years has been in charge of the crockery and glassware department of J. Robinson & Co., resigned his position recently and last week opened on Portage Avenue a store of his own, to be devoted exclusively to the line of goods he has been handling for years. Mr. Simpson is a connoisseur of fine china and glassware and there is no doubt that his store is a decided acquisition to the city.

* * *

Geo. W. Prout, produce merchant, has removed from Main Street to new quarters at 182 Princess St., where he will have additional space made necessary by the growth of his business.

ST. CATHARINES.

Winter, with all of its rigor, has been keenly felt in St. Catharines and surrounding country. With heavy snowfalls and high winds the country roads in many quarters have become blocked with huge snow drifts, making traveling tedious. The different railroads have felt these obstacles, to the detriment of travel. On the other hand, these snow blockades have been a God-send to many poor and out-of-work laborers, who cheerfully grasped the chance for a few days' work now and again. The street superintendent had large gangs of men at work leveling the snow that had been shovelled from the footpaths, which, in a measure, relieved immediate distress to some of the men. The 19th Regimental band, W. Peel, the bandmaster, with the co-operation of Charles Wilson, of the opera house, and the several newspapers, who heralded the news, gave a concery in the opera house on Friday evening, the whole proceeds of which were to go to relieve the prevailing distress. The house was packed and a goodly sum was realized and placed in the custody of a citizens' committee for distribution among the destitute. The various church bodies are looking after the poor of their congregations as far as possible, and the Salvation Army is doing noble work. They give free lunches and distribute clothes, etc., to the needy poor. Willard D. Woodruff has, at his private expense, opened a soup kitchen on Ontario street.

* * *

William H. Bunting, one of our most extensive fruit growers and president of the Fruit Growers' Association, has been in Ottawa, where he lectured before His Excellency the Governor-General and a large company, on the value of fruit growing. Mr. Bunting has had long and valuable experience in this branch of business and knows whereof he speaks.

* * *

Had loads of hay been on the market grounds last Thursday the owners could easily have realized twenty dollars per ton, as there was a keen demand for that article, but on account of the bad state of the roads there was none to be secured. And on Saturday the market was poorly attended on account of the severe cold weather. Prices in all kinds of commodities were high. Many hucksters who usually frequent the market did not attend.

* * *

Alderman James T. Petrie, one of our foremost grocers, has been selected by the council as chairman of the finance committee, and as he has proved to be a successful business man he should acquit himself satisfactorily as an alderman and as chief of the finance department.

* * *

Jacob Fritz, of Vineland, is arranging to establish a canning factory at Vineland. He has considerable of the required machinery installed, and will shortly have the remainder in place. The country around Vineland is well stocked with fruit trees and bushes of all varieties, and a cannery at that place should prove a paying concern.

* * *

February is the dull season in all branches of trade. The only factory that has a full complement of employes is the Welland Vale manufactory. Some of the manufacturing establishments are almost completely shut down, having only a few employes, whilst others are as silent as the grave. No orders coming in is the general tone, and while this state of affairs lasts the merchants feel the effects by not having ready sale for their goods, or, if sold, are compelled to grant credits to their customers, something they do not care to do in many instances.

(Additional Correspondence on Page 60)

TRADE NOTES.

J. E. Lachance, grocer, of Quebec, has assigned.

Bentham Bros., grocers, of Flesherton, Ont., have assigned.

J. A. Guite, general merchant, of Black Cape, Que., has assigned.

A. Francoeur & Co., grocers, Sorel, Que., have made an assignment.

J. R. Van Norman, grocer, of Winnipeg, has made an assignment.

Taylor & Williams, grocers, of Chatham, Ont., are retiring from business.

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SIGNIFICANT TO CANNING TRADE.

The fact that the application of the recently-organized Association of Independent Canners for connection with the National Canners' Association was so favorably received and acted upon at the recent convention in Cincinnati, is significant to the Canadian trade in several ways. First, the fact that these canners were so readily recognized among this representative body of American canners is an evidence of the important position the Canadian canning industry now occupies. Again, the fact that members of the independent association have allied themselves with the National body seems to point to further development of the Canadian organization. It is suggested, also, that one reason for the affiliation was the hope that at some time in the not distant future, the convention, such as has just been held in Cincinnati, may be prevailed upon to meet in Canada, and probably in Toronto.

MUST GUARD OUR EXPORTS.

The report of W. T. R. Preston to the Canadian Department of Commerce, from Hong Kong, mentioned in detail on another page, to the effect that large quantities of Canadian butter of an inferior quality have been shipped to Japan recently, draws attention to a serious condition of affairs which should be carefully guarded against. At a time when Canada is just beginning to develop a market for her produce in Japan the matter is particularly regrettable. We are in a position to supply considerable produce to the east, and the market seems to have been opening out favorably and profitably, but if produce of inferior quality is exported, as is alleged in the report, we cannot hope for any further development. The matter is one which should be most carefully guarded against.

STUDY YOUR TRADE JOURNAL.

Plenty of grocers are trying to work out a successful business single-handed. They are conducting their business enterprises according to pre-conceived ideas, along well-beaten lines, forgetting that improved methods are continually being devised and adopted by progressive merchants, with the result that trade is coming to them easier, and they are finding that business is becoming more and more of a pleasure.

Undoubtedly the most important factor contributing to this is the influence of the trade journal. In it the newest and most effective trade-bringing methods are described, with the results following their adoption, and the merchant who does not spend a specified time periodically reading his trade journal is losing an opportunity of acquainting himself with the most modern thought of the leaders in his line, and should not be surprised if he finds that his competitors are outstripping him in the race for success. The merchants who are the most successful look upon the time given to a study of their trade paper as time well spent.

A MERCHANTS' CLEARING HOUSE

A plan for a "commercial clearing house," an institution through which business houses may settle their debts and collect their bills among themselves without recourse to the banks, has been launched by the Chicago Creditmen's Association.

Representatives of three hundred and fifty large business houses have enthusiastically endorsed the proposal and a special committee has been appointed to make an investigation with a view to devising ways and means to put the plan into operation.

The plan is simply the adaptation of the "bankers' clearing house system" to the needs of mercantile affairs. Large mercantile houses could proceed at once to effect debtor and creditor settlements among themselves by the exchange of cancelled checks, in a manner similar to the settlements made by banks, without the necessity for the exchange of real money. These mercantile settlements would be made on the basis of values of sound mercantile accounts.

The success of this plan in Chicago will place a powerful weapon in the hands of merchants who feel that they are not securing fair treatment from the banks, many complaints of this nature having been heard during the past few weeks.

SHORTAGE OF WORKING CAPITAL.

The great majority of business failures which come to light from day to day, whose assets and liabilities are reported with any degree of detail, seems to show that the amount of working capital is altogether too small a proportion of resources for safety. It is skating on thin ice, says the Wall Street Journal. A concern whose failure was recently announced, which did a manufacturing and commercial business, was found to have something like $300,000 of liabilities, $500,000 of assets, mainly in the form of stocks which could not readily be converted into cash, and but $557 of cash, only about 10 per cent. of which was in bank.

Aside from the question of the proportion of cash to stocks and supplies, it is not likely that a business concern with only $57 in bank, and half a million assets, is likely to stand very well with the bank because of the low state of its account. In time of need accommodations for such a depositor are difficult to get. The bank is more interested in the balance on its own books than it is on the ample supply of goods on hand. Instead of their being a source of strength, large stocks are an element of danger in mercantile enterprise. Large stocks are apt to mean low cash assets. It is far safer to reverse the order by converting stocks into cash, thus improving both credit and cash resources even at the expense of the loss of some custom.

KEEP INFORMED.

Knowledge is power, therefore, get knowledge. Many people realize this, yet few put it into practice. The merchant who fails to keep posted on trade conditions and trade doings, is losing power and losing money at the same time. In this connection, there are two sources of information which a dealer should never neglect—the commercial traveler and the trade newspaper. The dealer is prone to consider the first-named as a personage from whom he must, perforce, buy goods, and the second as a necessary sort of evil, costing a dollar or more a year. Such a mistake! Dealers should get value out of both traveler and trade paper. Consider them as servants and derive as much information and assistance from them as is possible.

QUIETNESS IN NOVA SCOTIA

Small Lumbering Business is Affecting Trade Generally—Butter, Eggs and Poultry Scarce—Shipments of Fish to Brazil.

Halifax, N.S., Feb. 10.

The grocery business is not quite as brisk at this season of the year as usual, and the cause assigned by the jobbers is the quietness of the lumbering industry, very few of the large camps being in full operation. Prices, generally, are steady, and collections are fair. The only change of special note is in the price of canned goods, there being a general advance of 2½c per dozen on fruits and vegetables. This, however, was anticipated, because of the light pack in this class of goods.

* * *

The market is well supplied with fresh fish for the season of the year. Salt mackerel are very scarce and the price high, the demand from the American market being very heavy. The shipments of fish are very heavy now, due to the near approach of the Lenten season. Lobsters are high on the local market, the smallest selling for $1.50 per dozen.

* * *

Among the large cargoes of fish sent away from Halifax last week was one to Santos, Brazil, the barquentine C. R.C. taking 3,588 packages of dry fish, valued at $37,000. The shipment was made by the C. E. Robbin Collas Company.

* * *

Butter continues a very scarce article and the receipts of fresh stock are very small. The price, however, has not changed, but the dealers say that it is probable an early advance will take place.

* * *

Very few fresh eggs are now coming on the market. the extreme cold weather having very seriously affected the supply. Good case eggs can be bought for 25c to 26c, but fresh laid are worth from 35c to 40c per dozen. These prices, however, are much below those ruling at the same season last year.

* * *

There is a marked scarcity of poultry in Halifax at the present time, and good stock is eagerly sought after. The dealers cannot get sufficient to supply their customers. Nearly all the available birds in Nova Scotia have been bought up, and the farmers received fancy prices for their stock. The dealers say that the demand for poultry is increasing year by year, and that the country is not raising sufficient to supply the home markets. Some of the dealers had to import poultry from New Brunswick last week. Turkeys are worth 22c per pound. and chickens 20c.

* * *

At the week-end Halifax was threatened with a beef famine. Three cars of beef. containing in all 480 quarters, were stalled the other side of Montreal, and had not arrived up to Saturday. The city victuallers had considerable difficulty in securing sufficient stock to meet the requirements of their customers.

* * *

The market at the present time is almost bare of apples. The weather has been so cold that it was impossible to move perishable fruit, but as soon as a mild spell strikes us lots of fruit will be marketed.

* * *

S. Y. Wilson. and A. H. Whitman, of Halifax, and E. C. Whitman, of Canso, were the Nova Scotia representatives who waited upon the Government last week, to urge the appointment of a fisheries board.

* * *

The retail merchants have appointed A. L. Wood as their representative on the Board of Trade Council. The chairmen of the various committees of the board are as follows: Groceries, H. G. Bauld; hardware, W. G. Robertson; dry goods, E. J. Murphy; flour, U. B. Shaffner; fish. A. H. Whitman; manufacturing, Edw. Clayton; West Indies, A. E. Jones; tariff and customs, H. R. Silver; insurance, Geo. E. Faulkner.

* * *

James Kenny, of Clark's Harbor, recently made a shipment of two barrels of live lobsters to Toronto, via Boston, for the purpose of testing the market and the time of transit by that route. The lobsters sold for 8c a pound. The loss in dead lobsters was 25 to a barrel, but the rest were in fine condition.

IMPROVE TORONTO FRUIT MARKET.

Grand Trunk Railway Will Take Steps to Render Present Premises More Satisfactory.

The troublesome question of establishing a more commodious fruit market in Toronto was again discussed on Feb. 6th at a conference between a special civic committee and representatives of wholesale and retail fruit men, the Ontario Fruit Growers' Association and the different railways concerned. The market is at present in the hands of the Grand Trunk, being situated in the old Great Western Railway station at the foot of Yonge Street.

It is generally conceded that the present premises are inadequate both as to size and transportation facilities. It is urged that a market should be secured in such a locality as would be in touch with all the transportation companies bringing fruit to the city. The most suitable place for such a market would be on the water front on the east side of the Yonge Street dock.

But while it is true that the demand for a new market has behind it a large number of people interested in fruits, there is no unanimity among the fruit men. Indeed, the biggest dealers are emphatically opposed to the proposal to erect a civic market. Some of them have invested heavily in their present premises and spent large sums of money in enlarging and improving their buildings. It is not difficult to understand their opposition to a measure which would seriously injure them financially and upset their plans. They contend that an expenditure of a few thousand dollars on the present market would meet the requirements of the trade.

This latter suggestion was most favorably received by the committee. A representative of the Grand Trunk, who was present at the conference, stated that his company was prepared to spend three or four thousand dollars on the present market. They would set apart the whole of the old station for market purposes, place a new roof on it and in every way improve the place. While the committee seems to favor a permanent market, they decided to accept the Grand Trunk's offer and utilize the present site.

LUMBERS AND KINNEARS EVEN.

Toronto Wholesalers' Hockey League Assumes Interesting Position—Last Year's Holders Lose Cup.

A strenuous game in the series of the Toronto Wholesalers' Hockey League at 'Varsity rink on Monday night, in which the Jas. Lumber Co. team won from the Brokers, placed two of the teams on a very interesting basis. The Lumbers team and the T. Kinnear Co. team have each won two and lost one game in the series, and are now on an even footing.

The Brokers, who were the speediest team in the league last year, and who carried off the cup, have been unfortunate in several ways this season and have not been up to form. As a result of Monday's game they lose the coveted cup. Which of the two teams will get it is very problematical- Both have been playing a pretty good brand of hockey lately and a good deal of helpful interest has been taken by each of the respective wholesale houses.

The final and deciding game, which is scheduled to take place at 'Varsity rink to-night at 9 pm., will in all likelihood be a battle royal.

The score of Monday's game, 4 to 0, makes things look worse than they really were. The forward line was the weak spot in both teams, both defence detachments doing good work. For Lumbers Boyd did good work, and Billy Ford played a cracking good game. For the Brokers, Millman, Billy May and Ferguson all showed well. "Ade" Millman, who had his wrist hurt in the last game was an enthusiastic spectator, but his absence was largely felt. The line-up was as follows:

Lumbers Co.—Goal, "Wes" Lumbers; point, Kerr; cover, Boyd; forwards, Ford, Fred. Lumbers, Wylie.

Brokers—Goal, Ferguson; point, P. F. Millman; cover, "Billy" May; forwards, Webber, Geo. Watt, Blackburn.

M. J. Conway, who has been conducting a grocery and confectionery in Milton, Ont., has assigned.

EFFECTIVE WINDOW DRESSING

Montreal Grocer's Window Artistically and Tastily Decorated, Proves Effectual in Helping to Sell Goods.

That a novel and attractive display will sell goods has again been demonstrated by the window shown herewith, which was in the grocery of George Graham, one of Montreal's most progressive and up-to-date stores, situated on St. Catherine St., in the heart of the shopping district. The window was designed and built by the advertising department of the National Drug and Chemical Co., of Canada.

The cut reproduced herewith hardly does justice to this skilfully built display, which, with exception of the foundation, window frame and roof, which were painted on cardboard, was entirely built of 16 oz. tins of baking powder. The muslin curtains and blinds gave the house a very real look.

The floor of the window was laid with artificial grass and a border of white stones around the foundation made an effective setting to the house.

Autumn leaves were scattered carelessly over the floor of the window, and a few pyramids of tins of baking powder together with a fern and two cutouts completed the display.

This window proved irresistible to the children, who invariably drew their parents' attention to it, and in one instance a little girl ran all the way home (several blocks) and made her mother come and see it.

A Baking Powder Window in Geo. Graham's Grocery, Montreal.

REVIEW OF PACIFIC FISHERIES.

Fishing and Packing Industry on the Coast Flourished During 1907.

Excellent progress has been made in the fisheries industry of the Pacific Coast during the past year, the value of the products during 1907 exceeding $26,000,000, according to statistics gathered by Miller Freeman, publisher of the Pacific Fisherman, the annual edition of which publication has just been issued at Seattle, Wash. The following facts relative to the fishing industry on the Coast are brought out in the annual issue:

The pack of canned salmon during 1907 for the whole coast was 4,015,169 cases, as compared with 3,817,316 cases for 1906. There was a decrease of 161,873 cases of Reds as compared with 1906, also of 137,427 in Sockeyes. The pack of Pinks and Chums was 457,450 cases larger than last year and exceeded that of any previous year.

The pack in Alaska has been exceeded in only one other year, that of 1902, when the big Pacific Packing & Navigation Company was in its palmy days, the output that season being some 260,000 cases higher.

In British Columbia, the output was considerably below normal, due to the depletion of the Fraser River fisheries. Columbia River also shows a reduced pack, largely due, however, to the fact that the Chinook salmon, which is most plentiful in that stream, is in heavy demand by mild cure packers.

Mild cure salmon, a name given to a specially prepared article, packed in 800-pound tierces, reached a total of over 15,000 tierces. The trade for this product originally began in Germany, but a large demand is springing up throughout America. The hard-salted barrel salmon pack amounted to 37,021 barrels, considerably larger than any other season. The production on Puget Sound was unusually large.

Halibut fishing has made most remarkable gains during the past year. There are now thirteen steamers employed in bringing this fish from the banks to Seattle, Tacoma and Vancouver, B.C., from whence it is shipped to all parts of the country by passenger express. In addition there are thirty-five halibut schooners fitted with auxiliary power running into Seattle. The total production for the year approximated nearly 50,000,000 pounds.

The codfish production for the whole Coast showed a slight falling off from 1906, caused by the arbitrary action of the Russian Government in driving a part of the San Francisco fleet off the Siberian Coast grounds. The prejudice which has for so long existed against Pacific codfish has been largely overcome by reason of intelligent, well-directed efforts of the packers to improve their methods of handling and packing. In this connection the finest codfish plant in the world exists at Anacortes, Wash.

The total catch reached 13,556,029.

On the Pacific Coast the oyster industry is assuming large proportions. The output is increasing rapidly and the market therefore is being constantly extended throughout all the territory west of the Rocky Mountains.

The lesser branches of the industry all show a healthy condition. In fact, it is evident that the entire fishing industry is on a better and more prosperous basis than ever before.

The detailed figures of valuation of Pacific Coast fish products for 1907 are as follows:

Canned salmon	$17,829,607
Mild cure salmon	1,466,990
Salt barrel salmon	385,885
Fresh and frozen salmon	350,000
Halibut	3,000,000
Whaling	500,000
Codfish	667,801
Oysters	1,000,000
Canned clams	140,000
Canned crabs	35,000
Canned sardines	150,000
Miscellaneous fresh and cured fish trade not otherwise listed	1,000,000
Total	$26,525,283

Markets and Market Notes

Canadian Markets Continue Fairly Steady With Changes in a Few Staple Lines—The Outlook for General Business.

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Beans—Advanced.
Molasses—Advanced 2c.
Honey—Advanced.
Evaporated Apples—Advanced ½c.
Butter—Advanced.

Montreal, Thursday, Feb. 13, 1908.

This week the feature of interest in the grocery markets was the advance in butter. Stocks held here are quite light, when the possible consumption before the new make is considered, and dealers are chary about releasing their holdings in any quantity. The other produce markets are firm, but unchanged. Molasses was advanced 2c last week. This is due to the scarcity on this market. Beans have scored another advance and are now obtainable anywhere between $2 and $2.10. Honey is another line which is higher this week. Canned goods are selling fairly well at the advanced prices. Sugar, syrups and other staple lines are in good request. Dealers report a very active demand for black teas and Japans. Dried fruits are quiet. The coffee market is firm, as are also evaporated apples, which are higher.

TEA—There is a better feeling in the tea market this week, the demand being stronger than ever, particularly for blacks and Japans. There has been no change in prices.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 [illegible]
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The market for coffee continues firm, particularly for mild grades, which are in big demand. Prices are unchanged.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

SUGAR—The situation remains unchanged, there being a fair demand at the old prices.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Syrups continue in steady demand at old prices. Molasses has taken a slight advance, being up 2c. This is consequent of the quickly exhausting stocks, which will not likely be replenished until arrival of new crop.

Barbadoes, in puncheons	0 31	0 33
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—There is nothing new to report in maple products. Business is slow in this line at present. Prices are the same as last week.

Pure maple syrup, bulk, per lb	0 06	0 08
Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09

DRIED FRUITS—There is not much doing in dried fruits this week. Demand continues fair at old prices.

Currants—		
Filiatras, uncleaned, barrels		0 06½
Fine Filiatras, per lb., in cases	0 06½	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons		0 07½
Finest Vostizzas "	0 03½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07½	0 08½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 05½
Selected, per lb		0 06½
Layers, "	0 06½	0 07
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ½'s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs		0 12
Choice seeded, 1-lb. pkgs	0 11	0 11½
Loose muscatels 3 crown	0 10	0 10½
" " 4 crown	0 11	0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 10
" " " 50-60s	0 09½
" " " 60-70s	0 09
" " " 0-0s	0 08½
" " " 90-100s	0 08

SPICES—Spices are still firm in price while the demand is slow.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—The market for rice and tapioca is unchanged. Demand is fair and prices are firm.

B rice, in 10 bag lots		3 20
B rice, less than 10 bags		3 30
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 6½	0 07

BEANS—A big increase is reported in the price of beans and a fair amount of business is being done, at the advanced price. Quotations this week are as high as $2 to $2.10.

Choice prime beans	2 00	2 10

EVAPORATED APPLES — There is considerable activity in evaporated apples this week, and the higher prices being asked are likely to be maintained for some time.

Evaporated apples	0 09	0 10

RAW FURS—There is no change to report, prices remain the same as at last report.

Mink	5 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—Jobbers report a fair business in canned goods at the advanced prices. In some instances increased activity has resulted from the higher quotations. There is a good movement in salmon.

TORONTO—Business seems to be stimulated by the advance on fruits and vegetables. The new prices are given herewith.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard, gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals, Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted		8 92½
" not pitted		7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
2's, white, pitted	2 45	2 42½
2's, " not pitted	1 95	1 92½
Currants—		
Gals., red, solid pack		7 67½
Gals., red, standard		5 42½
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard		5 92½
Gals. " solid pack		8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard		6 77½
Gals., solid pack		8 77½

Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 62½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's		1 42½
3's, " "		1 97½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 15	2 12½
whole	2 85	2 82½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 85	1 82½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 65	3 62½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 9
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLE

Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red		1 12½
2's, whole, " "		1 02½
3's, sliced, " "		1 30½
3's, whole, " "		1 27½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob		4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	0 97½	0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

Baked Beans—			Per doz.
1's baked beans, plain, 4 d z			$0 50
1's "	in tomato sauce, 4 doz		0 50
1's "	in Chili sauce, 4 doz		0 50
2's "	plain		0 80
2's "	in tomatoe sauce		0 80
3's "	in Chili sauce		0 80
3's "	plain		1 00
3's "	in tomato sauce		1 00
3's "	in Chili sauce		1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe, Clark's, etc.

Catsup—			
2's tomato catsup, tins,	Red Cross		0 75
2's "	"	Delhi	0 85
Gal. "	"	Aylmer	5 00
Gals. "	"	" (screw tops)	5 50
Gal. "	"	Tiger	4 50
Gal. "	kegs (10 gals) per gal		0 45
Gal. "	jugs		3 00
½-p's "	Delhi "New Process"		1 00
" "	Aylmer, "Canada First"		1 00
" "	Simcoe, "Lynn Valley"		1 00
" "	Lalor, "Monarch"		1 00
" "	Delhi, "Epicure"		1 20
Pts. "	Delhi, "Epicure"		1 90
Pts. "	Red Seal		1 50
Qts. "	Delhi, "Epicure"		3 00
" "	Red Seal		3 00
" "	Delhi "New Process"		3 00
" "	Aylmer, "Canada First"		2 00
" "	Simcoe "Lynn Valley"		2 00
" "	Lalor, "Monarch"		2 00
	Tiger		1 75

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.
Beans—Advanced.
Evaporated Apples—Firmer.
Tobacco—Firm.
Collections—Fair.

Toronto, Feb. 13th, 1908.

Business is somewhat more encouraging this week in wholesale circles, and more assurance is evident. The recent storms reflected, and road blockades reflected on the country in a remarkably direct way, and made matters exceedingly quiet. This week the travelers are able to get around on country roads and orders are coming in a good deal more satisfactorily. As a result of the storm also retail business in many localities enjoyed a rush of trade on the opening of the roads.

Collections are not much more satisfactory. Renewals are asked for in a good many cases and it will be necessary for the wholesalers to carry over a good deal of finances till spring.

The markets generally have been fairly steady during the week. The non-arrival of trains from Montreal reduced supplies of sugar and tobacco to almost an alarming extent toward the end of last week, but stocks of these goods have been fairly well filled up again this week.

TEAS—Business locally continues fair with some activity in low grades. Various reports come in from other markets. One current on the street early in the week from London noted a "droop" of a halfpenny in some low grades. Other later advices point to an early recovery. An extract from a letter from Ceylon, received by a prominent local tea firm, says: "All over the world there is a shortage of common tea. Buyers in every country are simply covering their wants from hand to mouth, and waiting in hope of a drop. The output of tea will not materially increase for the next four or five years. In fact, in regard to Ceylon, I look to see a steady falling off, owing to so much tea land having been interplanted with rubber. I reckon that there are 50,000 acres of this, which means in due course reducing the yield of tea from this land by 25 million pounds per annum. As against this there is a steadily increasing consumption and the two things combined, in my opinion point to higher prices for tea in the future than we have ever seen in the past, and it is a factor which should be carefully studied."

W. J. & Hy. Thompson's London circular, dated Jan. 30, gives some interesting information, as follows:

"The return just issued by the Indian Tea Association, giving the estimated quantity still to be sold to close crops forms a valuable guide as to the probable course of events during the next few months. It appears that the balance remaining is much the same as it was a year ago, being sufficient to provide roughly 30,000 packages per week to the end of June—not too much in view of the fact that the country generally is admittedly working on short stocks. A good steady market thus seems probable, although anything in the nature of a further rise in prices seems to be largely dependent on supplies from Ceylon, which at the moment point to being smaller than usual, especially when compared with the heavy outturns last spring. Imports from China of tea of very common quality have been considerable during the past few weeks, and may to an extent affect the market for the poorer sorts, but the quantity is scarcely likely to be large enough to have much bearing on the statistical position."

COFFEE—Business locally is fair, with an active outlook. Of the general situation, Willett & Gray speak as follows: "The markets rule steady, with a hardening tendency. The sentiment of the coffee world in many quarters remains bearish in favor of lower prices, because stocks in the interior, both here and in Europe, are low and dealers are in hopes of being able to replenish at lower instead of higher prices.

"The cables received from Havre have quoted that market as 'barely steady' or 'weak' ever since last year, when prices were fcs. 36.00 for the spot month, although the market to-day is fcs. 43.50 for the spot month, which illustrates that any advance is not based upon speculative feeling for better prices, but upon absolute necessities.

The trade generally looks with fear upon the Government holdings, being afraid that they might be offered in a way to upset the market. The president-elect of the State of San Paulo has declared in positive terms that the Gov-

ernment does not intend to sell until consumption needs and claims the coffee; and further, that the Government is in position to hold its supplies in view of the present smal crop and a small crop to follow, until these supplies are wanted for consumption."

SUGAR—The local market is steady and firm. Stocks were reduced almost to nil at the end of last week as a result of the railroad blockade between Toronto and Montreal, but this week has remedied matters.

Paris lumps, in 50-lb. boxes	5 45
" in 100-lb. "	5 35
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 35
Berlin granulated	4 40
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business is not what it ought to be at this time of the year and not a great deal of interest is evident. Prices are unchanged:

RICE AND TAPIOCA—Rice remains steady with little business passing. Tapioca is perhaps a little easier though reports from India indicate a firmer primary market.

	Per lb.	
Rice, stand. B		0 03½
Rangoon	0 03½	0 03¾
Patna	0 35	0 06
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 07
Tapioca, medium pearl	0 05½	0 06

SPICES—Business is fairly active, with prices steady.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon		0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 22	0 25
Allspice		0 16
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

BEANS—A very active demand has stiffened the market a point or two higher this week. Stocks held locally are very light, and it would probably be hard to find any quantity even at the prices quoted.

Beans, hand picked, per bush	1 75	1 95
" prime N. I. "	1 80	1 90
" Lima, per lb		0 07½

EVAPORATED APPLES — Active business has made these goods firm and considerable business is being done. 8½ cents is about the ruling price.

Evaporated apples 0 08½

HIDES AND WOOL—Very little stock is coming in and business is very quiet, though it is somewhat better than for the past two or three weeks.

Hides, inspected, cows and steers, No. 1		0 06
" " " " No. 2		0 05
Country hides, flat, per lb.	0 04	0 04½
Calf skins	0 07	0 09
Kips	0 06	0 07
Lamb skins	0 75	0 85
Horse hides, No. 1	2 25	2 50
" " " 2	1 25	1 50
Rendered tallow, per lb.	0 04½	0 05½
Horse hair, per lb		0 25

A TRIP TO THE MEDITERRANEAN.

Jas. Lumbers, Sr., and Lennie Lumbers, of the Jas. Lumbers Co., wholesale grocers, Toronto, left last Friday on an extended trip to Egypt and Mediterranean ports. A desire for travel seems to have gotten hold of the Lumbers Co. It will be remembered that Jas. Lumber, Jr., is at present on a trip round the world with the News' travelers' party.

RETAIL GROCERS' BALL.

Large Number of Toronto Grocers and Their Friends Enjoy Function Wednesday Evening.

The grocery trade in Toronto, both wholesale and retail branches, was particularly well represented at the annual ball of the Toronto Retail Grocer's Association on Wednesday evening, Feb. 12th. This function is usually one of the most enjoyable of the year and Wednesday evening's entertainment should go a long way to make it even more popular than usual. The various committees are to be commended for the success of their efforts.

About one hundred and twenty couples were in evidence when dancing commenced in the big ballroom on the sixth floor and beside these there were present a number of gentlemen, unattached, so to speak, who enjoyed themselves at the card tables around the corridors of the building.

The ballroom was tastefully decorated, the music was good and everybody seemed to be having a perfectly jolly time.

A pleasing dinner was served between dances in the diningroom off the hall which was specially decorated for the occasion.

The members of the association represented in the various committees having the function in charge were: President, Fred Thorne; vice-president, Tom Clark; secretary, D. Bell and B. Snow, B. Panter, R. Van Loan and Frank Johnson.

Among the members of the trade in Toronto The Grocer representative noticed the following:

J. Mortimer, Jas. Norris, H. C. Scully, W. Martin, T. Holman and Chas. E. Coutts, all of the Christie, Brown Co.; W. J. Bell, of Faromel, Limited; Sam McGiffen and Ed. Oke, of Clemes Bros.; Frank Johnson, J. E. Johnson, J. Butcher, Sr. and J. Butcher, Jr., and Mrs. Butcher; W. P. Eby and Jas. Taylor, of the Eby, Blain Co.; J. M. Wright, of the MacLaren Cheese Co.; S. S. Richardson, of the Wilson, Lytle, Badgerow Co.; W. E. Spittal and F. McCable, of the Pure Gold Co.; R. Van Loan; J. F. Smith, of the United Factories; Chas. Rupert, of H. W. Nelson; C. B. Rennie, of T. Kinnear Co. and Mrs. Rennie; A. Hutchinson, of Jno. Taylor & Co.; J. Murphy of Rutherford, Marshall Co. and Mrs. Murphy; B. Cope, of Gunns, Limited; J. F. Howitt, of the McIntosh Co.; E. S. Addison, of the Bredin Bread Co.; Fred Stewart, of Jas. Lumbers Co.; D. Ratcliffe, Fred Mouthey, Mr. Ferguson, S. Searle, of Douglas & Ratcliffe; R. J. McNichol, of Melagama Tea; Fred Luttrell, of Chas. Kimptons; Capt. J. Adams and R. J. Blackburn, of Davidson & Hay; Jas. Adams, J. M. Bowes and L. Kemp, of J. A. McLean Co.; R. D. McBride, F. Sabine, of the Queen Canning Co.; Tom Young, of Willard & Co.; F. Rodgers; J. J. Craig, of the Vair Produce Co.; James Miller, of the F. T. James Co.; R. Raymond, of the Sunlight Soap Co.; A. C. Maxwell, of the Maxwell Specialty Co.; Bert Dummall, of McWilliam & Everist; G. W. McLelland, with J. J. Fee; Fred Rupert, of Elliot Bros., Lampton Mills; L. Luke, Oshawa; Walter Boyce, of Boyce & Son; J. Beaumont; H. W. Dawson, of the Dawson Commission Co.; R. J. Stewart, W. T. Merrick, of Rose & La Flamme; J. Jolley, of the C. P. R. freight department; A. E. Coggins and Mrs. Coggins; H. H. Brown, J. C. Stephens, of Fred Humphrey; W. E. Sutton, of H. P. Eckhardt & Co. and others.

Between Dances.

The ubiquitous committee had troubles enough without having the uniformed Temple official throw open the diningroom doors before the chicken soup had properly got itself placed.

Dick Van Loan's tally-ho party from the banks of the classic Don woke up the echoes of the morning air. The old grey didn't run away this time and scatter the good things along the Gerrard street bridge abutments.

The rythmic strains of the popular air, "I'm Afraid to go Home in the Dark," was a favorite waltz with the happy couples. Capt. Adams, the old favorite, didn't miss a single number. Talk about favorites. He's it.

There wasn't a misdeal in the Christie Brown & Co. contingent, and what they don't know about euchre isn't down in Hoyle.

Grocers are pretty good judges of food products, but a serious problem for discussion was raised at the banquet as to what the brand of that coffee was.

Jack Wright and Fred. Luttrell told some characteristic 48th Highlander stories in the corridors. We said, corridors.

Wonder what was the matter with Dick Van Loan's buffet? Happy thought. Thanks!

Dave Radcliffe can't dance, but he can play euchre. All he needs is a better partner. Ask Alex. Hutchinson.

Harry Scully's moustache in absentio was much commented upon; but then, Harry's so good-looking anyway, and as sweet as a Christie ice wafer. And what a funny grip he has.

In the absence of James Lumbers, Sr., in Egypt, and James Lumbers, Jr., in Yokohama, Fred Stewart's smiling face was a very good substitute.

For a really handsome pair, W. T. Merrick and W. P. Eby were hard to beat—and they both can dance.

Bob Stewart, of Sherbourne street, dropped in a little late, but in plenty of time to have a hearty laugh with his old running mate, Fred. Manthie. Where, oh where, was Jerry Burns?

John Butcher, Sr. and Jr., were much in demand in the terpsichorean hall, and their dance programmes bear a lot of names.

R. C. Blackburn, the handsome young Adonis of the Davidson & Hay camp, had the proverbial happy smile of a well-enjoyed evening.

The Canada Brokerage Co., Limited, have issued their statement for the year 1907, and have declared a dividend of 7 per cent. on preferred stock, and 5 per cent. on common stock, besides adding a substantial sum to reserve fund. This result must be most gratifying to their many stockholders.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Feb. 13, 1908.)

Increased activity is reported by the wholesale houses. February is expected to be a quiet month, but business so far is exceeding expectations. Payments are being met more satisfactorily now than for some time past and there is a much better feeling among the trade. With an easier money market business should materially improve during the coming month. The mild winter has been a great advantage to all shippers, there having been no interruption of traffic in the west through snow blockades.

CANNED GOODS—No new features in the western market.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 19	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 54
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " " "	1 90
3 " " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 31
" " ¼'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	7 55

SUGAR—

Montreal and B C. granulated, in bbls	5 10
" " " in sacks	5 05
" yellow, in bbls	4 70
" in sacks	4 65
Wallaceburg, in bbls	5 00
" " in sacks	4 95
Berlin, granulated in bbls	4 90
" " " sacks	4 95
B.C. qunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2's " "	5 15
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 00
" icing	5 90
" bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

FOREIGN DRIED FRUITS—A more active business is reported in this line. There is still a tendency towards lower prices in most California fruits. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07½
" 70-80 "	0 07½
" 60-70 "	0 08½
" 50-60 "	0 09
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 16
Pears, choice (halves), per lb	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES — Quoted now at 8½ to 8¾c per lb., the reduction being due to the lower prices which have obtained in the east for some time.

POT AND PEARL BARLEY—Prices are still advancing, quotations now being: Pot barley, $3.60 per sack; pearl barley, $5 per sack and $2.55 per half sack.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—The market is much firmer, owing to the big advances in milling oats. We quote :

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" 40 " " 80	3 05
" 20 " " 80	3 10
" 8 " " 80	3 40

CORNMEAL—Quoted now at $1.90 per sack.

CURED MEATS—

Hams, selected, mild cure, 10 to 14 lb, 100-lb. crates	0 15½
Bacon, selected, mild cure, 5 to 7 lb. "	0 21
Backs, selected, mild cure, 8 to 10 lb., crates	0 17
Sugar Cured	
Prices for 100-lb. sacks; add ½ for 200 lb. boxes; ½ for 100-lb. boxes; ¼ for 50-lb. boxes.	
Hams, light 10 to 14 average	0 15
" medium 14 to 16 average	0 14
" heavy, 25 to 30 average	0 13
" skinned, 16 and 18 average	0 15
Picnic hams, 6 to 10 average	0 11½
Shoulders, 0 to 14 average	0 16

BUTTER—Dairy butter is in much better supply than for some time past. Country shipments during the last ten days have been unexpectedly large. For round lots the produce houses are paying an average price of 20 cents per lb., delivered in Winnipeg, and for best quality selected, 22c to 24c per lb. The market for creamery is easier in the west than it has been for some little time, there being considerable local stock on hand. It is selling to the retail trade at 26c to 28c per lb. Strictly fresh commands a price of 30c to 35c per lb., according to brand and quality.

EGGS—Produce houses are selling storage eggs at 24c per dozen and buying new laid at 25c to 26c per pound.

INFERIOR CANADIAN BUTTER.

Prospects for Our Produce in Japan Injured by Unsatisfactory Shipments.

A note from Ottawa this week says that W. T. R. Preston, in a report to the Department of Commerce from Hong Kong, points out an opening for Canadian cheese, leather and butter in Japan, but says the prospects for Canadian butter in that country have been seriously injured by the shipment to Japan of large quantities of butter from Canada of an inferior quality.

TRADE NOTES.

P. J. McNamara, grocer, of Ottawa, has assigned.

G. Plunkett, grocer, of Neepawa, Man., has sold to Mrs. A. M. Paterson.

Wm. Klingbull, general merchant, of Beausejour, Man., has made an assignment.

Senator D. Gillmor, of Chase & Sanborn, Montreal, has left on a trip to New Brunswick, where he spends the next fortnight.

J. M. Brayley, Montreal agent for the Kentucky Oil Refining Company, and the National Licorice Company, has removed from 322 Notre Dame Street East to 55 St. Paul Street, where larger quarters are at his disposal to suit the needs of his growing trade.

Stick to us, and your Customers will stick to you, because we can supply you with Coffees that will be carefully selected to suit the tastes of your special trade.

CHASE & SANBORN, THE IMPORTERS
MONTREAL

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom" Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The YOUNG-THOMAS SOAP CO., Limited

REGINA, CANADA

Choicest Cured Meats
AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham — **Rolled Bacon**
Boneless Prepared Bacon — **Pure Lard**
Skinned Boneless Backs — **Lard Compound**
Finest Baker's Shortening, etc.

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Potted Meats

always form an attractive and profitable line on your provision counter. We never had more satisfactory goods in this line than those we are sending out to-day. All made with the greatest care and under government inspection.

Cooked Hams — **English Brawn**
Cooked Shoulders — **Headcheese**
Potted Hocks — **Potted Pork Tongue**
Potted Tender Loins — **Potted Ox Tongue**
Cooked Pigs' Feet

F. W. Fearman Co.
Limited
Hamilton, Ont.

"It Tastes Like More"

CORONA BRAND

HAM and BACON

has that flavor about it that palate-tickling-power which makes your customer say "it tastes like more." That's the kind of Ham and Bacon, Mr. Grocer, which draws the dollars to your till. Ginger up your provision trade by specializing on the delicious Corona Brand.

WE HAVE NO RETAIL STORES!

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.

Getting More Business

requires the handling of goods which will please the people you are after. In the line of provisions you will find

Ryan Brand

the best. These provisions are perfectly pure—declared to be so by the Government Inspector—and are really delicious in flavor. Moreover, our prices are right and our shipping and delivery system really efficient.

Get our prices to-day !

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Butter Advanced Sharply in Montreal— Other Produce Remains Steady—Canadian Hog Markets Continue Depressed and Very Quiet.

CHEESE AND BUTTER BULLETIN

Large exporting houses report receipt of advices from England which state that there has been a material improvement in the situation there in Canadian cheese, demand being considerably better than it has been for some time. Another house in communication with Old Country importers received this week a letter in which it was stated that either New Zealand cheese would have to advance, or Canadian decline before the situation in England would be satisfactory for Canadian houses. From this one would infer that the New Zealand article, selling at a better price for buyers than the Canadian, was capturing the lion's share of the trade, despite the efforts of able agents of Canadian firms, who are handicapped in securing orders owing to the firm price maintained by exporters in Canada.

Quite satisfied, though, are the large houses mentioned in the opening sentence, with the business they are transacting. They are securing a better price to-day than was obtainable a week ago, being in receipt of 13c to 13¼c, the latter figure being obtained for the finest product, an advance of ¼c over quotations given in last report. There are still some lots which are not quite up to the mark which are finding a market at 12¾c, but these are isolated holdings.

Stocks being low, there is noticeable a conservatism in the attitude of men holding them. They are still not in the least anxious to run after orders. Many holders of cheese to-day simply must secure 13¼ to 13½c in order to cover themselves, for they purchased at 13c, and have to make carrying charges, shrinkage, and other such expenses let alone actual profit.

This is one of the chief reasons for thinking that the market wil not decline to any extent, fluctuate however much it may one cent this way or the other.

Receipts of cheese last week amounted to 44 boxes, against 119 boxes previous week, and nil boxes same week a year ago. Total receipts amount to 2,053,635 boxes, against 2,349,270 boxes same period a year ago.

Distinctly firmer is the butter market this week, prices having soared fully one cent and a half in some instances. For all finest fall make creamery dealers are asking and securing 30 to 31c. Creamery is exceedingly scarce, holdings dwindling week by week, at a rate which is rather alarming, under the storm of steady orders which are coming in from all sides.

Current receipts amount to almost nothing, as will be seen from the figures and dealers do not count upon securing any stocks of present make. One house stated that their supply would be quite exhausted within two weeks unless they cut down orders arriving to actual requirements of their customers.

Under the circumstances the tendency of the market cannot be otherwise than toward increased firmness. As stated, receipts of to-day amount to nothing. All the creameries practically, have shut down, and even were a few of them operating they would not be in a position to ship their make to the city owing to the condition of the country roads since the last series of heavy snowstorms. Nor is the situation likely to be relieved within four or five weeks.

Considerable butter was shipped to Ontario during the course of the week, while a nice business was done with points right in Quebec Province, outside of Montreal itself.

The Canadian market is not alone in its firmness, English and American advices noting high prices in those countries also.

Dairy butter is very scarce and quoted at 25 to 26c for solids and rolls, chiefly the latter. Purely nominal prices for current receipts of creamery are 28½ to 29½c.

Receipts of butter last week were 225 packages, against 1,014 packages previous week and 784 packages same week 1907. Total receipts for the season amount to 410,582 packages, against 605,616 packages same period a year ago.

THE PROVISION SITUATION

Reports from Canadian packers this week are no more encouraging than they have been for three weeks past. Business is quiet, dismally quiet, and the outlook is not at all bright. Conditions similar to those described a week ago are still existent, not only in the Canadian markets, but also in the producing countries of the world.

The British market is perhaps a little brighter, though it has not recovered to any great extent from the depression which has been over-ruling it since the end of December.

Surprising activity still continues among the Danish hog raisers and packers. The enormous aggregate of the shipments of last week, 44,000, shows just how great this is. The Americans, too, have been making records. Last week's shipments to the British market were 19,000. This aggregate was the largest that a representative local packer, when questioned, could remember.

In the face of all this, the outlook for Canadian business is very bad. And this is not only the result of unfavorable conditions in foreign markets, but is also due to the fact that supplies being delivered here are practically nil. "We have not had a delivery to speak of for the last ten days," said a Toronto packer on Tuesday, "and there is very little business passing." Of course, the delivery of stock has been practically impossible by reason of the impassable condition of the country roads, but at the prices offered there is no particular inducement to farmers to sell their hogs. Stock f.o.b. is bringing only $4.90 this week, the same price as was offered at last report, and for hogs off cars $5.30 to $5.40 is offered, according to distance of shipment.

The condition ruling in the American markets is summarized in the following report from the New York Journal of Commerce :

"The past week witnessed fair activity in future hog products, at the opening, at concessions in prices under heavy receipts of hogs, until the shorts had covered, because of the strength in grain. But when this was over, selling continued in excess of buying, resulting in weak markets, as the packers seem to have abandoned, for the time being at least, their recent policy of accumulating stocks, as the large number of hogs in the country, shown by the Government report, indicates a good supply of summer hogs and packers are not so anxious to accumulate stock at present prices as they were of late. At the same time, the home trade has been light as well as export, the latter being very dull, indicating a decreased consumption at home and abroad. These have been the controlling factors in the week's market, with but little of interest in any branch of the trade.

Beef products have been a little steadier on moderate production and fair demand, notwithstanding easier hog products ; and exporters have taken nearly 1,500 packages of beef in this market for the week, leaving very light stock with a tendency toward higher prices, which have been paid for extra India mess, while all grades of barreled beef are steady to a shade firmer.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is unchanged, continuing firm. Business is very small, owing to bad roads, but it is expected that by the end of the week the market will be in better shape.

Lard, pure, tierces	0 11½	0 12½
" 56-lb. tubs	0 11½	0 12½
" 20-lb. pails, wood	0 12	0 12
" cases, 10-lb. tins, 60 lbs. in case	0 12	0 12½
" " 5-lb. "	0 12½	0 12½
" " 3-lb. "	0 12½	0 12½
Lard, compound, tierces, per lb.	0 08½	0 10
" " tubs	0 08½	0 11
" " 20-lb. pails, wood	0 09	0 10
" " 20-lb. pails, tin	0 08½	0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09	0 11
" " " 5-lb. "	0 09½	0 11½
" " " 3-lb. "	0 09½	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

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MONTREAL MARKET FIRM.
Consignments to
P. POULIN & CO.
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are solicited. Prompt returns. No commission

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
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BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

BUTTER—High prices rule in the butter market this week. English and American markets are short and are enquiring in Montreal for stock. It is expected that supplies for the next month will be low, and high prices will prevail. Receipts of fresh roll butter are very light, owing to the snow blockade in the country.

Creamery, fall make, boxes		0 31
Creamery, winter make, boxes	0 29	0 30
Dairy, tubs		0 25
Fresh large rolls	0 25	0 25½

EGGS—The egg market is firm this week. Receipts of fresh laid eggs are light and demand is good. When the country roads are opened a larger amount of receipts is expected.

New laid	0 33	0 35
Pickled	0 21	0 22

CHEESE—The cheese market is firm and local business fair. Considerable inquiry is being received from England. This week's quotations are 64s to 64s 6d. Local holdings are light and dwindling rapidly.

Cheese, old	0 15½	0 14½
" new, large	0 14	0 16½
" " twins	0 14½	0 14½

HONEY — Buckwheat extracted is a little firmer this week, being up ½c. Otherwise the situation is unchanged.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk	0 10	0 11

POULTRY—There is a little better feeling in the poultry market locally. Stocks are very low, and better prices are being secured by some dealers even now, while others anticipate a firm market.

TORONTO.

PROVISIONS—The market is in a firm condition. The demand for salted and smoked meats has been quite active. Lard has been moving freely, with a decidedly firm tone. While there have been no advances, prices rule steady. Fresh meats have been quieter.

Long clear bacon, per lb	0 10	0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 14½	0 15
Medium hams, per lb	0 13½	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb		0 16
" pea meal		0 16½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "	0 12	0 12½
" compounds, per lb		0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—There is a very healthy tone to the market. Prices are all round firm, though no advances are noticeable. Creamery is getting scarce though some good shipments are arriving from Western Ontario. Dairy is plentiful. A good demand keeps everything in good shape.

	Per lb.	
Creamery prints	0 30	0 33
Creamery solids		0 29
Dairy prints, choice	0 26	0 27
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—No materials changes are noticed. Prices have been well sustained. It is highly probable, however, that the market will break in a few days for new laid. They have been arriving freely, in fact, too much so, and as a result prices may be expected to decline.

Eggs, candled	0 22	0 23
" selects	0 27	0 28
" limed		0 21
" new laid		0 35

CHEESE—The market is featureless. A firm feeling sustains the prices. The demand is healthy. Stocks are well up to the mark.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13½

HONEY—No change is noticeable, everything remaining sick.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 [illegible]	0 10
" " in comb, per doz	1 25	1 50

POULTRY—A better demand is in evidence this week. Very little fresh killed stuff is arriving. Prices are steady.

Live Weight.	
Spring chickens, per lb	0 10
Old fowl	0 07
Ducks	0 08
Geese	0 08
Turkeys	0 10 0 12

Dressed weight.		
Spring chickens, per lb	0 10	0 12
Old fowl	0 07	0 08
Ducks	0 12	0 14
Geese	0 10	0 11
Turkeys	0 15	0 17
Squabs, per doz		2 50

CANADA TAKES BULK OF PRODUCE.

Commercial Agent in St. Kitts Gives Statistics of Exports of Sugar and Molasses.

The following paragraphs from a recent report of S. L. Horsford, Canadian commercial agent for St. Kitts, Nevis and Virgin Islands, is interesting in showing what a large proportion of the produce of these islands is received in Canada. The report speaks particularly of sugar and molasses.

"The sugar crop for the season just closed was a fairly good one, and the bulk found its way to Canadian markets. Owing to favorable conditions in the United Kingdom, about 2,797 tons were shipped to Greenock and London, while for the first time in the shipments to Canada, a new departure was made by 433 tons being forwarded to Montreal, instead of all being consigned, as heretofore, to Halifax.

"The total sugar exported for the year amounted to 14,177 tons, of which Canada received 11,188, the United Kingdom 2,797, and other places 192 tons.

"The molasses crop was again disappointing, the output being smaller in proportion to the quantity of sugar made than is the case in other islands. Of the 2,157 puncheons shipped, 1,263 were forwarded to Canada and 894 elsewhere. In regard to this article also, there has been a change in the method of disposal, as while in former years the greater portion of the crop was sold locally at fixed prices on definite orders from Canadian buyers, this season, owing to the absence of such orders, the bulk was shipped on consignment."

D. J. Rattray, of D. Rattray & Sons, Montreal, was in Quebec a few days this week on business.

Beans Go Up—
OR
Beans Go Down

yet, you Mr. Retailer, can buy

Clark's Pork and Beans

always at the same standard price.

IF YOUR JOBBER does not supply you with "Clark's" it is simply because you have failed to insist on "Clark's."

We Can Fill Our Orders Promptly and Fully

Don't lose customers by trying to force them to buy other Brands.

Wm. Clark, Montreal
Manufacturer

O'MARA'S BACON

I stock only
Pork and Pork Products

I don't sell Eggs or Cheese, Butter or Poultry.

I make the best
Bacon, Lard, Hams, Sausages and Cooked Meats

So I don't need any "Side Lines."

JOSEPH O'MARA
Pork Packer PALMERSTON, ONTARIO

For your own Profit you ought to be selling this Brand of quality

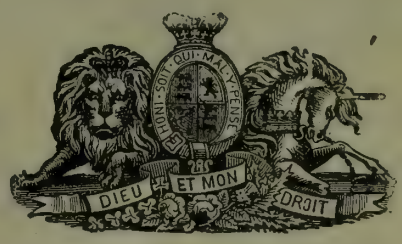
HORSESHOE BRAND
HAM AND BACON

touches the highest pinnacle of excellence. The delicious flavor—A flavor which cannot be duplicated in any other brand—is positively a trade builder for the provision dealer. A trial order will convince you of this.

WRITE NOW FOR QUOTATIONS

JOHN DUFF & SON
Hamilton, Canada

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

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Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

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306 Ross Avenue
A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

BREAD ADVANCES IN MONTREAL

High Prices of Flour Necessitate Change in Bakers' Price.

The bakers of Montreal have raised the price of bread one cent, to five and nine cents and it is likely that it will go up another cent in the near future. This is in consequense of the steady advance in flour. In explanation of this latter Col. A. E. Labelle, local manager of the Ogilvie Flour Mills Co., attributed it to crop conditions in the West. There is but a comparatively small stock of good milling wheat offering and that is at a higher price than last year. The cost will advance, and in consequence up will go the price of flour. The farmer is the man who is reaping the benefit as he is getting high prices, even for the poorer grades of wheat for export. Col. Labelle said that last April flour sold at $3.90 a barrel and there had been a steady advance until, finally, the present price of $5.65 a barrel was reached.

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

Fussell's
Milk and Cream
(BUTTERFLY BRAND)
Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to
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500 WATCHES ALREADY WON.

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J. S. Creed. - - - - Halifax, N.S.
C. Fairall Fisher, - - - Montreal.
Sol. Oppenheimer, - - - Vancouver, B.C.

CANADA: No better Country
MOTT'S DIAMOND CHOCOLATE
MOTT'S: No better Chocolate
The most cheering comfort
Your customers can always rely upon
Mott's
"Diamond" and "Elite" brands of
Chocolate
giving them the most gratifying results, either for drinking purposes or baking.
IN ALL CANADA there is none to compare with MOTT'S CHOCOLATE
Every jobber sells it.
John P. Mott & Co.,
Halifax, N.S.
SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Pleasing the People
is giving them the best value for their money. And we are convinced—and so are a large number of dealers—that when it comes to flour, there is none so absolutely satisfactory to the consumer as
BUDA
"The Flour of Quality"
Order a car lot to-day. This is a blended flour of the highest quality. If you send in the first order from your locality we will give you sole control of Buda for your locality.
J. B. HARTY
PICTOU, N. S.

CEREAL MARKETS BRIGHTER

Business in Ontario Slightly More Active—Quebec and Eastern Markets Continue Firm—Winnipeg Inspections Large for Season.

The Canadian cereal markets continue on about the same basis as last week. Conditions in Ontario in both flour and cereal products seem brighter and business in nearly all lines is somewhat brisker. Quebec and eastern markets continue on about the same basis, with perhaps a little firmer feeling in evidence.

The purchase of a million bushels of seed wheat by the Dominion Government, which, according to market report, was commenced in Winnipeg on Friday, caused Winnipeg prices to advance materially. The Government is endeavoring to procure the best wheat possible for distribution among the Northwest farmers to be used as seed. Considering the scarcity of the best grades of northern, still higher prices may come.

Receipts of wheat at Winnipeg on Saturday were 111 cars, compared with 116 on Friday, and 88 last year. The grading was as follows : No. 1 northern, 4 cars ; No. 2 northern, 5 cars ; No. 3 northern, 15 cars ; No. 4, 14 cars ; No. 5, 9 cars ; No. 6, 11 cars ; winter, 3 cars ; other grades, 50 cars. Other grain receipts were : Oats, 27 cars ; barley, 2 cars, and flax, 1 car.

During the past week the visible supply of wheat in Canada and the United States has decreased 465,000 bushels, compared with a decrease of 286,000 bushels last year. Corn has increased 2,263,000 bushels, while last year it increased 855,000 bushels. The supply of oats has increased 10,000 bushels. Last year it decreased 337,000 bushels.

The visible supply of wheat in Argentina has increased 1,120,000 bushels during the last week. Following is the table with comparisons :

	Feb.6,'08	Week's changes.	Feb.7,'07
Wheat	4,800,000	*1,120,000	3,280,000
Corn	85,000	t 255,000	765,000
Flax	1,800,000	* 425,000	1,950,000

* Increase. t Decrease.

MONTREAL.

FLOUR—The flour market remains the same. Demand is good and prices firm.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 25
Glenora		5 65
Manitoba spring wheat patents		6 25
" strong bakers		5 55
Five Roses		6 10

ROLLED OATS—There is nothing new to report this week in rolled oats. The market continues firm and demand good.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags.	2 90	3 02½
" 80-lb. bags	2 75	2 87½
" bbls	6 10	6 35

FEED—The situation is unchanged since last week. Business has been affected greatly by the bad conditions of the roads in the country.

Ontario bran	22 00	73 00
Ontario shorts	24 00	00 00
Manitoba shorts	23 00	24 00
" bran	22 00	23 00
Moullie, milled	26 00	31 35
" straight grained	27 00	33 00
Feed flour	1 50	1 20

TORONTO.

FLOUR—Millers report brisker business this week, with considerable activity in the markets. Considerable shipping is being done to British markets. There is a scarcity, however, of fall wheat. Prices remain unchanged.

Manitoba Wheat.

60 per cent. patents	5 40	5 60
85 " "	5 15	5 20
Strong bakers	5 10	5 15

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Cereals are a little brisker this week, with good supplies of oats coming in and larger shipments of the manufactured products being made.

Rolled wheat in barrels, 100 lbs	2 85	3 10
Rolled oats, in wood, per bbl		6 55
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		6 40
" " " in bags, 98 lbs.	2 90	3 25

WILL MANUFACTURE VERMICELLI

New Company in Montreal to Make Staple Lines.

Letters patent have been granted C. H. Catelli, manufacturer, Phillipe Durocher, advocate, H. Laporte, merchant, Tancrede Bienvenu, manager Provincial Bank, and Alfred St. Cyr, insurance agent, all of Montreal for the carrying on of the business formerly conducted by C. H. Catelli, manufacturer of vermicelli and macaroni. The new company is capitalized at $250,000.

NEWLY ORGANIZED CEREAL CO.

Canada Flakes Co., of Peterboro, Carrying on Business Independently.

The Canada Flakes Co., formerly connected with the Peterborough Cereal Co., was reorganized at the first of the month and now handles its business independently. They are pushing a special line, "Corn Crisp" chiefly, but are also paying some attention to "Corn Flakes" and "Hominy." H. P. Collier is the company's manager and W. S. Silcock is the Montreal agent.

PERSONAL NOTES.

A. H. Mace, Montreal, has returned from a short business trip to New York.

A. E. Carson, Canadian manager for Thos. J. Lipton, was in Montreal last week for a few days.

R. E. Calden, of the Robt. Crooks Co., Montreal, has been admitted to membership on the Montreal board of trade.

A. H. Baker, of the Old Homestead Canning Co., Picton, was in Toronto this week, on his way from the canners' convention in Cincinnati.

"Positively Delicious"

is the way people sum up the many good qualities of

Mooney's Perfection Cream Sodas

You will find it to your great advantage to specialize on these perfect soda biscuits. The delicious and lasting crispness of Perfection Cream Sodas causes your customer to be much more liberal in his purchases than he is when he buys inferior goods.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

MONTREAL DISPLAY OF FOOD PRODUCTS

Annual Food Fair of the S. Carsley Co.—Exhibits and Demonstrations of Representative Manufacturing Firms.

The grocery department of the Carsley Company, Montreal, each year conducts a pure food fair for the education of its customers along the lines of pure food products. This year Mr. Foreman, the manager of the department, has just as good a gathering of representative manufacturers as ever.

Magic Baking Powder, according to Mr. Murray, Montreal representative of the E. W. Gillett Company, Toronto, is the only kind in the world. Mr. Murray was in charge of a nice display. Practical demonstrations of the merits of Magic were given twice daily, when an expert chef cooked dainty dishes, which were tasted by a great number of ladies in attendance. The booth was very tastily arranged and looked well in every way.

Ice cream was served by the Imperial Ice Cream Company, who manufacture ice cream for delivery to the trade in al parts of the district. Their booth was one much patronized.

Fred. Hughes & Co., agents for Spratt's dog cake, dog soap, patent bird seed, poultry spice, parrot mixture and other lines, made a very attractive display of these lines. Mr. Hughes, Jr., who was in charge, reported a pleasing number of sales.

The life-size trade mark of Bovril Limited, attracted much attention. It was placed at the end of their booth and carried out, the idea of the strength and other good qualities of Bovril as a cold weather drink.

Crown Brand Table Syrup was to the fore in the displays, as it always is. Two demonstrators were in attendance every day ready and willing to make known to the public the good qualities of this excellent corn syrup. The company's starches were also on exhibition.

J. Albert McLean, proprietor of the Canadian Cocoanut Company, had a very attractive display of White Moss Cocoanut and Jamaica Jams. Mr. McLean informed the grocer that White Moss was being sold in larger quantities than ever.

Quaker Oats, Wheat Berries, Cereta Wheat Food, Maz-All, Quaker Rice, Apetizo, Quaker Barley and Zest were the cereal foods on display in the Quaker Oats booth. These are freely sampled to those attending the fair, and all seemed pleased with the various breakfast foods.

P. McIntosh & Sons, Toronto, occupied a booth at the foot of the stairs where they served tasty samples of Aunt Sally's Pancake Flour, Prize Oats, Beaver Oats, Aunt Sally's Buckwheat Flour, Swiss Food and Farina.

John Taylor & Co. made a specialty of Infant's Delight toilet soap. This is a very popular toilet soap and samples were much in demand. They also had an exhibit of their Eclipse, Gold and other soaps.

Pugsley, Dingman & Co. occupied considerable space with their exhibit of Hand Ammonia. From the number of sales which were made this line would appear to be very much appreciated by housewives.

W. H. Halford and C. D. Cowles were both busy men during the course of the fair looking after the interests of St. Charles Cream. This was served with Madame Hout's and Condor coffee.

A. E. Carson, Canadian manager of Thos. J. Lipton, was in Montreal for a couple of days during the time Lipton's teas, coffees and jellies were on display. D. F. Carter was in charge of the booth, which attracted considerable attention.

The Cowan Company, Toronto, attracted many to their booth, where they were demonstrating Cowan's cocoa, chocolates and their other high class lines.

Everybody was given an opportunity to sample the jams, jellies, marmalades, pickles, chow chow and other specialties of the Ozo Company, whose booth was in charge of T. R. Butt and Jos. Touin. They made a display also of the ingredients of their various lines, showing just what the jars of jam, the pickles, were composed of. Their new Canadian Worcestershire sauce attracted the attention of many.

J. Harry Demars, city traveler for the Colonial Fluid Beef Company, looked after the interests of his firm, which had on display Red Cross fluid beef, O. K. and Colonial shoe polishes, Colonial essences, stove polish, jelly powder. These lines made the booth one which pleased the eye because of the attractive manner in which they were arranged.

Cremo, Small's maple cream chocolates, maple syrup and maple sugar, were shown in the booth of the Canada Maple Exchange. Tasty samples of the maple creams and the maple sugar were served to passersby and were much appreciated.

The Ogilvie Flour Mills Company had a very neat display of their famous Royal Household flour. This has such a number of friends in every part of the country that it needs little comment.

Lowney's cocoa, chocolates and other confectionery lines were there, as usual. The cocoa was served to visitors daily.

Carl Crossman, Chilliwack, B.C., has sold his grocery.

Clare & Young, general merchants, of Nutana, Sask., have sold to B. A. Archibald.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

NAP. G. KIROUAC & CO.,

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

Canadian Agents.

MEURISSE CHOCOLATES

These high class goods have taken the Canadian market by storm. Their genuine quality has resulted in orders from every section, particularly for

ORANGE CHOCOLATE CREAM BARS

the novelty of the season. Send in a trial order if you have not yet sold these goods.

CHOCOLATS MEURISSE

J. A. HERREBOUDT, Manager

22 Lemoine St., - MONTREAL

Also Mathewson's Sons, Montreal: T. E. Charest, St. Gabriel St., Quebec, and W. C. Scott, 76 Queen St., Ottawa.

White Moss

This name on a package of cocoanut is your guarantee of quality. Years of experience enable us to turn out the best line on the market, to satisfy you and your customers.

The Canadian Cocoanut Co. 613-619 Lagauchetiere Street West, **Montreal**

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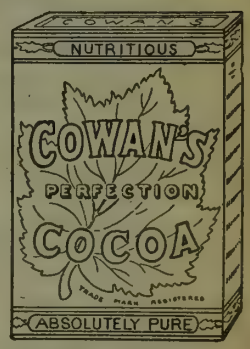
VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS

WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN

KINGSTON, ONT.—W. H. DALBY.

Cowan's Cocoa and Chocolate



is absolutely pure

The best cocoa for you to sell is Cowan's, simply because it is the purest and healthiest on the market, and has a most delicious flavor. The profit is good and the sales continuous.

The Cowan Co., Ltd.

The best yet. That is what we can say about this week's arrivals of our Navel Oranges

Golden Flower and Rose Brands

Do not forget to include in your next order a Box or two of Marmalade Oranges.

Lemons, St. Nicholas and Statue of the Republic Brands, they are good.

California Celery, Cabbage, Pine Apples, Cucumbers etc.

25-27 Church St., TORONTO

A DISTINCTION AND A DIFFERENCE

Some commercial commodities show a difference in the same grade that the ordinary person can't distinguish. Not so with Oranges—who couldn't distinguish a difference between

"Golden Flower"

and other Extra Fancy brands?

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Quietness Prevails in Green Fruits— Another Stiff Advance in Potatoes —Prices Remain Steady for Fish.

Business continues to be dull in the fruit market. This is due primarily to unfavorable weather conditions. Shipping has been demoralized by the heavy fall of snow and severe cold. Mail orders have been delayed also. A change in the weather should brighten matters up considerably. Prices, generally speaking, rule firm. Heavy falls of rain in California have stopped shipping and made the market firm. Lemons are normal. A stronger export tone has resulted in a better feeling in the apple situation. Other fruits are featureless.

Potatoes have taken another jump in their upward climb, and advance of 15c being registered. The rough weather is responsible for this bullish market. A slump will probably follow in the near future. Meanwhile dealers are obtaining all prices according to demand, one lot selling as high as $1.40. In other lines of domestic vegetables things are dull. Parsnips are very scarce. Fancy lines are faring no better and are exceedingly quiet.

With the approach of Lent, there is a firmer feeling for fish. Dealers are laying in good supplies in anticipation of a record business. Like fruits and vegetables, the weather has had a demoralizing effect on business in delaying orders and shipments. Prices remain materially the same, with the exception of live lobsters, which are slightly higher.

MONTREAL.

GREEN FRUIT—Business is quiet in this line, the bad conditions of the roads and the cold weather being responsible for this. There are a few changes in prices this week, Florida oranges being down considerably, while strawberries also are down 5c. Other lines remain unchanged.

Bananas, fine stalk		2 00
" jumbos		2 25
Cocoanuts, new, per bag		4 50
Lemons	2 25	2 50
Navel oranges	2 75	3 25
Florida oranges, box	3 00	3 00
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	2 75	3 25
Tangerines, half-box		3 00
Pineapples, case		4 50
Grape fruit, box	3 00	7 00
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	10 00	11 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquats qt		0 25
Strawberries, qt		0 55
Apples Ameuse, bbl	4 00	5 00
" other fall varieties, bbl	2 00	5 00

VEGETABLES—The continued cold weather and snowstorms has had a telling effect on the vegetable market. Business is very quiet and prices are the same, except for potatoes, which have taken a decided jump, being from 10c to 15c per bag dearer this week.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate		5 00
Water cress, large bunches, per doz		0 75
Spinach, bbl		3 50
Green peppers, crate		3 50
Boston hot house cucumbers, doz		2 00
Potatoes, per bag	1 00	1 15
Sweet Potatoes, basket		3 25
Beets bag	0 75	0 80
Carrots, bag	0 60	0 65
Tomatoes, Florida, crate	4 50	5 00
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 75	1 00
" large crates		2 25
Canadian onions, lb	0 01½	0 01½
Boston lettuce, hot house, per doz		0 90
No. 1 salt eels, lb	0 07½	0 08
New Orleans shallots, doz		0 60
Radishes, doz		0 60
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75
Horse radish, per lb		0 12
Beans, green, basket		6 50
Beans, wax basket		7 00
Egg plant, doz		2 00
Green peas, basket	5 00	5 50
California cauliflowers, per crate		4 00

FISH—With Lent little more than two weeks away, the fish market is assuming a firmer feeling. Dealers are preparing for a record business, despite the lateness of the season this year. Some lines already show the effect of the approach of Lent, lobsters being advanced 5c for the live variety. Supplies of sea herring are more plentiful and dealers have reduced their price accordingly. Haddies are up ½c. Oysters are selling well at old quotations.

Fresh and Frozen Fish.

Haddock, per lb	0 04½	0 05
Halibut, per lb	0 08½	0 09
Mackerel, "		0 09
Dore, "	0 07½	0 08
Grass pike, lb	0 04½	0 05
Cod fish, 1		0 04½
Steak cod, lb		0 05½
Whitefish, lb	0 08	0 08½
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 08½
New tomcods, bbl	2 35	2 50
Sea herring, bbl	1 65	1 75
Smoked and Salted—		
Haddies, box-s. per lb		0 07½
Kippered Herring, 50 in box		1 10
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 08	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb		0 05
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal		1 70
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Boiled lobsters, lb		0 18
Live lobsters, lb		0 20
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		2 75
No. 1 Nova Scotia, per bbl		5 25
" " per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs	6 50	7 00
Green cod, per bbl		6 00
Medium " " "		7 50
Large " " "		8 00
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The unfavorable weather conditions of last week have had a depressing effect on business. Shipments could not be moved. Prices rule firm for all lines of oranges. The heavy rains in California during the past few weeks have given the market a strong feeling.

Lemons are steady with a normal demand. A better feeling is noticeable in the apple situation. Cranberries are slow. The quality being offered is not good. Almerias are selling fairly well. Bananas are unchanged:

Oranges, Florida's, new		2 00
Oranges, Mexicans, new	2 00	2 10
" navals, new	2 75	3 25
" Valencias	4 50	5 00
" Murcias		1 50
" Bahamas	1 75	2 00

Oranges, bitter	2 50	2 75
Lemons, California, 240, 300, 360, 420	3 00	3 00
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Quinces, per basket	0 50	0 60
Cranberries per bbl	7 00	10 00
Almeria grapes, per keg	5 50	6 00
Tangerines	3 00	4 00

VEGETABLES—Another big advance in potatoes is the feature of the week. Both Delawares and Ontarios are 15c higher. Weather conditions are responsible for the rise, but it is unlikely that prices will go much higher, and a drop will probably take place as soon as transportation facilities improve. Parsnips are scarce. Other lines are plentiful. Fancy imported stuff continues slow. California celery is in good demand.

New Brunswick Delawares, per bag	1 15	1 25
New potatoes, Canadian, per bshl	1 10	1 25
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz		0 75
Beets, per bag	0 90	0 95
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 50
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 00
Cucumbers, imported per doz		2 50
Tomatoes, imported, per crate		5 00
Strawberries, per box		0 65
Mushrooms, per lb		0 65

FISH—The market is featureless. Business has been quieter but is picking up with better weather. Supplies are good. Prices are about the same. The market should be firm, with Lent approaching and a strong demand.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 1' 0		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08

ANNUAL REVIEW NUMBER.

Pacific Fisherman Issues Attractive Special Edition.

The Pacific Fisherman, one of the best trade journals on the western coast, has issued a special review number. The edition, which is profusely and artistically illustrated, shows very ably the extent of the fish canning industry on the coast. The issue is a credit to the publishers and judging from its advertising patronage, should be remunerative.

E. Lariviere and J. B. A. Martin were re-elected to the Montreal City Council in the recent elections in that city. J. Lamoreux, President of the Butchers' Association, was also elected, for the first time, to represent one constituency.

Home Guard Brand

In Marmalade Oranges

Means exactly the same as ***Home Guard*** in Lemons. These two lines are packed by the same man only the ***Home Guard*** Marmalades make their debut in Canada this season, due here to-morrow. If you want the best buy ***Home Guard.***

WHITE & CO., Limited

Toronto and Hamilton

MR. TRACUZZI

(referring to the ever increasing demand for ***"St. Nicholas," "Home-Guard," "Kicking"*** and ***"Puck"*** Brands of Lemons) writes—"Your people delight me much by their substantial appreciation of my honest endeavors to please them."

W. B. STRINGER & CO., Sole Agents, TORONTO

"GOLDEN ORANGE" Brand

NAVEL ORANGES

Grown and Packed at

Arlington Heights, California

Stand unrivalled and alone, for **Quality** and **Appearance.** Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

HUGH WALKER & SON

Established 1861 **Guelph, Ont.**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

"BRONCO"
Brand
Navel Oranges

As much difference in ORANGES as in Diamonds only to get the "pure quill" you don't have to pay but very little more than for the poor kind.

Poor economy to sell your trade poor oranges.

Buy the Best
California Pride

Juicy, Sweet, Delicious

White & Co.
Limited
Toronto

Sole Agents "Bronco Brand" on the market for over 12 years

BUSINESS BRIGHTER IN THE EAST

New Brunswick is Feeling An Encouraging Briskness—Advance in Canned Goods and Other Lines—St. John Hockey Match.

(By The Canadian Grocer's Special Correspondent.

St. John, N.B., Feb. 10, 1908.

Business in grocery circles is commencing to look up. There is a stronger demand for canned goods. Apparently, stocks of preserves with householders are getting low. On Feb. 1 all canned fruits and vegetables were advanced by local dealers two and a half cents a dozen. There is a decided shortage of canned corn and tomatoes and raspberries, strawberries and peaches are also reported scarce. There has also been an advance in canned corned beef, roast beef and ox tongue.

Dried fish are advancing and already are quoted 25 cents a hundred higher than last quotations.

* * *

The receipts in fresh fish have been very light, owing to heavy gales along the coasts. Seeds are very firm. Red and mammoth clover have advanced 50 cents a hundred since last report, and timothy is likely to be ten cents higher in a few days. Quotations on flour, feed and sugar remain unchanged.

* * *

Many merchants and manufacturers who have received notice from the Dominion Coal Co. that the price of coal would be advanced 25 cents a ton are not any too well pleased. They feel that with the market in its present state the rate should be lower, rather than higher. It will mean an increase in the cost of the product to these firms, with small likelihood of a corresponding increase from retailers or consumers.

* * *

J. Sutton Clark's new fish curing factory at North Head, Grand Manan, was blown down in the gale that raged along the coast on Sunday morning, Feb. 2, and totally destroyed. A large number of hands will be out of work for the remainder of the winter. The property was a valuable one. The same storm did considerable damage all over the country. At East Florenceville, A. C. Smith & Co.'s big warehouse collapsed and is a total loss. This building was 60x210 feet, the largest produce house in the province. It was built four years ago of wood covered with sheet metal. The loss is fully $5,000 with no insurance. The contents, hay and oats, were saved.

B. F. Smith, M.P.P., who manages the company's business in Carleton county, says the loss will cause much inconvenience at this season, but he will secure storage room elsewhere in the neighborhood. Rebuilding will not be begun before spring.

* * *

The new drug and proprietary medicine company to be known as the Brayley Drug Co., Ltd., capitalized at $75,000, was formally organized in this city Tuesday evening and officers were elected as follows: Charles E. Farrand, St. John, president; J. W. Budd, Halifax, vice-president; George C. P. McIntyre, secretary-treasurer; directors: J. Howard Richards, Boiestown, N.B.; H. H. Gunter, Fredericton; Charles E. Farrand, St. John; J. W. Budd, Halifax; Gerge C. P. McIntyre, Sussex; John O'Regan, St. John and J. D. Irving, Buchouche.

The head offices will be in the O'Regan building, Mill Street, and five travelers will be employed constantly to look after the firm's business in Newfoundland and Canada. A western branch will be undertaken immediately.

It is expected to have everything ready for business by March 1, the old established business of Brayley Sons, of Montreal, having been purchased.

JUST RECEIVED

Special consignment of

No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspe Herring,
Large Frozen Newfoundland Herring,
Frozen Haddock, Finnan Haddies.

Extra Choice Fish. Quality Guaranteed.
Attractive Prices.

J. & R. McLEA
THE IMPORTERS
23 COMMON ST., - MONTREAL

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

TO LET
MODERN PRODUCE STORES

Our new warehouse at 672 and 690 Main Street, St. John, has four ground floor stores which are offered for rental. Location, practically centre of city of 50,000 people; three minutes from Union Station; two hundred feet from street car transfer, two lines of which pass the doors. Specially designed for fruits, meats, fish or dairy goods. **Each equipped with cork-insulated cooling chamber** connected to our machines. Steel finished, hardwood floors, plate fronts, electric lights, office space and toilet rooms. **Rentals include light and refrigeration.** Will let singly or all to one party. Possession at once. For terms, write or call on

The New Brunswick Cold Storage Co.
Limited
St. John, N.B.

CUBAN ORANGES
$2.00 per box, cash, until sold. Two carloads just arrived.
THE DAWSON COMMISSION CO., - TORONTO
Consignments Butter, Eggs and Poultry, Solicited.

DUFF'S CHOICE

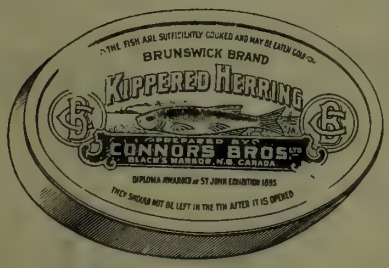
NO. 1 LABRADOR HERRING

Mild cured. All new packed. Fully Guaranteed. Sold in barrels, ½-bbls. and 20 lb. pails. Special prices on 5-bbl. lots or over.

Packed by the makers of the celebrated HALIFAX, ACADIA and BLUENOSE BRANDS of Prepared Boneless Codfish.

ATLANTIC FISH COMPANIES LTD
Nova Scotia.
A. H. BRITTAIN & CO.
Sales Agents
MONTREAL

Buy Brunswick Brand Canned Goods



¼ **Oil Sardines** (Sanitary)
¼ **Oil Sardines** (Hand Made)
¼ **Mustard Sardines** (Sanitary)
¼ **Tomato Sardines** (Hand)
¾ **Mustard Sardines** (Sanitary)
1-lb. Clams
1-lb. Scallops
Herring in Tomato Sauce
Kippered Herring
Finnan Haddies
Fresh Herring

Connors Bros., Limited
Black's Harbor, N.B.

SARDINES are fighting shy of their old haunts on the French and Portuguese coasts.

The best are now caught off Norway and the leading brand packed is

"King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard olive oil, demand "King Oscar" brand from your jobber.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

FRESH FROZEN SEA HERRING

CHOICE LARGE, BRIGHT FISH

Also in store complete stock of Haddock, Cod, Salmon, Halibut, Smelts, Whitefish, Pickerel, Pike.

ALL OTHER KINDS IN SEASON.

We are headquarters for Fish.
Get our price list before ordering.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

Write to Headquarters for Quotations on all varieties of

FISH and OYSTERS

We have the goods and the prices.

The F. T. James Co., Limited

F. T. James, Manager.

This is

OYSTER

Weather

The kind you have been asking for.

Now is the time to reap your harvest in the Oyster business.

Buy the best

H. C. ROWE & CO'S

"Long Island Native"

OYSTERS

Handled exclusively by

White & Co., Ltd.

Toronto and Hamilton

Orders filled on short notice no disappointments.

ESTABLISHING FREIGHT BUREAU.

Council of Montreal Board of Trade Holds First Meeting.

At the first meeting held by the newly elected council of the Montreal board of trade last week, consideration was given to the effort of last year's council to establish a railway freight bureau, and the railway committee of the new council was authorized to proceed in the matter, in the manner which they may deem most advisable. Immediately after the adjournment of the council a meeting of the above committee was held and they added to their number the following, who are requested to interview the membership of their respective trades, who have not yet agreed to subscribe to the bureau, with a view to securing their assistance: George L. Cains, A. A. Ayer, Wm. Hanson, Alex. McLaurin. The committee also decided to issue a circular, asking those members of the board who have not subscribed to the transportation bureau to do so forthwith. In regard to trade with the West Indies, the recommendation of last year's council, that a committee be appointed to continue the investigation of the subject was approved and the former committee was reappointed as follows: J. S. N. Dougall, chairman; Joseph Quintal and S. O. Shorey. The committees appointed for 1908 are:

Executive—Thomas J. Drummond, chairman; Farquhar Robertson, Geo. L. Cains, John R. Binning.

Municipal Affairs—Farquhar Robertson, chairman; A. A. Ayer, D. C. Macarow, J. P. Mullarkey, Alex. Orsali.

Harbor and Navigation—John R. Binning, chairman; William Agnew, A. A. Ayer, Jeffrey H. Burland, J. R. Kinghorn.

Railways—J. S. N. Dougall, chairman; J. R. Kinghorn, Alex. Orsali, R. Wilson Reford, Norman Wight.

Provincial Legislation—J. P. Mullarkey, chairman; William Agnew, Jeffrey H. Burland, William Hanson, Alex. MacLaurin.

Dominion Legislation—George L. Cains, chairman; J. S. N. Dougall, William Hanson, D. C. Macarow, Alex. MacLaurin.

Floor—John R. Binning, R. Wilson Reford, Norman Wright.

C. D. Cowles, representing St. Charles Condensing Co., spent the past couple of weeks in Montreal.

WANT STRICT SUNDAY CLOSING.

Montreal Retailers' Association Take Steps to Have By-law Enforced.

At the Montreal Retail Grocers' Association meeting which was held Thursday, Feb. 6, it was decided to petition the city in regard to the Sunday-closing by-law. It was thought by those present that sufficient attention was not being given this matter, and the smaller stores were selling goods too frequently on the Sabbath. It was urged that the Chief of Police should be given instructions to see that the law be more strictly observed in this respect. There was no other business of importance transacted and the attendance was small.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

GENERAL store with stock, direct line Grand Trunk railway survey, point of heaviest construction work; genuine proposition for energetic young man, and worthy of investigation. For particulars address Box 179, CANADIAN GROCER, Toronto. (9)

WANTED.

WANTED—Responsible salesman selling to retail grocers to handle sideline paying an A1 commission; no sample to carry; circulars only. Address Box 178, CANADIAN GROCER, Toronto. (8)

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Costicook, Que. (15)

SITUATIONS WANTED.

YOUNG man with several years' experience in city grain office wants position in country store with chance to learn business, Box 17, CANADIAN GROCER, Union Bank Building, Winnipeg. (9)

JAMS, JELLIES, CANNED GOODS, ETC.—Up-to-date factory superintendent open for engagement; best references; correspondence invited. I. W., CANADIAN GROCER office, Toronto. (7)

AGENTS WANTED.

SARDINE AGENCY—Large Norwegian packers of sardines want energetic agents in the different parts of Canada. Applications marked "Quality" to the CANADIAN GROCER, Toronto. (8)

AGENCY WANTED.

MANUFACTURERS, millers and exporters seeking a market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by a man having had ten years in the grocery, flour and feed business. Best of references. Address J.J., care of CANADIAN GROCER, Toronto. (12)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TRAVELERS WANTED.

WANTED—Salesman in each province of the Dominion calling on the grocery trade, to sell Sinecure Scourer, a polishing and scouring soap, on commission; liberal commission and exclusive territory to the right man. Apply Cancomco, this office.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

CORRESPONDENCE

CHATHAM.

The Chatham Board of Trade is a live and growing concern. At the annual meeting, recently held, there was a first-class attendance, and the treasurer's statement showed that the membership at the close of the year was 202. This is more than double the membership for any previous year, and is pretty good for an organization which a year ago was practically non-existent.

Keen interest was displayed in the proceedings of the annual meeting, the chief feature of the business being the election of officers for the year 1908. Manson Campbell, president of the M. Campbell Fanning Mill Co., was advanced from the post of vice-president to that of president, while W. H. Taylor, of the T. H. Taylor Co., was elected vice-president. W. R. Landon, manager of the Chatham Wagon Works, was re-elected secretary, and Jas. Simon was re-elected treasurer. Ex-President Gray is one of the fifteen councillors, the others being W. T. Shannon, B. Blonde, Geo. W. Cowan, Chas. Austin, Chas. Hadley, J. S. Black, Archie Park, W. M. Stone, A. C. Woodward, S. Stephenson, E. R. Smith, D. MacLachlan, M. Wilson, K.C. and John McCorvie. The list of officers is a good one, and 1908 should see some excellent work on the part of the Board of Trade in advancing the city's interests.

At a subsequent meeting of the Board of Trade Council, the committees for the current year were struck. Quite a few grocers appear on the list, including John McCorvie on finance, H. H. Malcolmson, J. N. Massey, Wm. Anderson and H. S. Northwood on mercantile.

* * *

It will be remembered that at the December meeting of the County Council, a petition was presented from upwards of 100 retailers throughout the county asking that the license fees for hawkers and peddlars be increased to a sum more nearly representing the taxes of the average retailer. The petition was laid over till the January session. When the Council re-assembled last week, a counter petition signed by over 1,000 names was presented, and the matter was accordingly shelved quietly and without discussion. Needless to say, the counter petitioners were not retailers.

* * *

The subject of house numbering throughout the city is again to the fore, having been recently brought up at the City Council. The topic is one which comes up for discussion at the beginning of every year, and seems invariably to be sedulously shelved. There is a steadily growing public sentiment in favor of the movement, however, and this is particularly strong among the merchants. The advantages of a systematic house numbering are obvious, particularly in facilitating the delivery of goods; on top of which is the fact that a city the size of Chatham and with Chatham's pretensions to being up to date, should not be without such a system. That the merchants appreciate its value is shown by the fact that one firm has a standing offer of $25 toward the work, should it be inaugurated.

* * *

E. A. Mounteer, who has for the past few years been conducting one of the largest and most successful bread businesses in the city, has disposed of his bread route to the Palmer Baking Co. Mr. Mounteer will still continue his bakery and confectionery, devoting his attention more largely than heretofore to the manufacture of cakes and many lines of fancy confectionery and baking. The Palmer Co. have recently constructed a fine brick bakery on Patteson Ave., and have just opened the same for business.

* * *

The tobacco buyers have commenced to buy from growers on the lake shore. At present they offer only seven or eight cents a pound for the raw leaf. There does not seem to be much demand for tobacco just now, the manufacturers being evidently overstocked. The price has been as high as 17 cents.

* * *

Chas. Edmunds, for many years associated with the retail meat business here, passed away on the night of Jan. 31, aged 75. Mr. Edmunds was a veteran of the Crimean War, having served with the fleet on the Black Sea. He formerly resided in London, but came here in the 80's, and up till about ten

Put It In Your Pipe

and try it for yourself. Or, if you are not a smoker get a friend to try it. But no matter who tries it, he will find that

T. & B.

is really the perfect Pipe Tobacco.

It is the tobacco **you** will find most profitable to handle. Mild and fragrant, cool smoking, never "bites the tongue" or clogs a pipe.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

years ago conducted a meat business on Thames St. After selling out, he worked for quite a few stores here, but during the past two years has been incapacitated by illness.

* * *

E. R. Snook, of this city, has purchased the confectionery stock of J. St. John, of Tilbury, who recently made an assignment, at 45 cents on the dollar. The stock was valued at $256. Mr. Snook is moving the stock to Chatham.

* * *

H. E. Edgecombe, of Tilbury, is attending the annual convention of the International Canners' Association, at Cincinnati this week.

* * *

R. McConnel & Son, of Dresden, have dissolved partnership. The business is being continued by Mr. McConnel, sr.

* * *

J. A. Wilson, the Queen St. grocer, has been re-appointed a member of the West Kent License Commission for the coming year. This is Mr. Wilson's third term on the board.

* * *

J. A. Thompson has moved his confectionery stock to his new stand on the south side of King St. The store is a commodious one, and gives plenty of room for the refreshment department of the business.

KINGSTON.

Kingston, thank goodness, is about free from the price cutting mania which is in vogue in larger and smaller towns and cities. I have just read a paper, published in a small place back of Belleville, and I find two merchants at it tooth and nail. Two whole sides of the paper are devoted to this deplorable disease, which hurts one and kills the other, same as all kinds of fighting. Here are a few items :

25 lbs. yellow sugar for $1 ; 23 lbs. granulated sugar for $1 ; 7 bars Comfort soap for 25c ; 8 lbs. rolled oats for 25c ; 2 dozen lemons for 25c ; 1 dozen clothes pins for 1c ; 10c plugs tobacco for 5c.

No matter how low Jim tries to go his competitor is sure to "Matchett." Stop it ! Shake hands and don't be foolish.

* * *

Franklin Clow, who kept a grocery on Earl street, died suddenly from kidney trouble on January 31st. He had been in the grocery business for about sixteen years. He came from the village of Hartington. He accumulated a lot of property. I am told he owned forty-three houses and five stores. He did all his own driving and canvassing. He will be missed on our streets, for no matter where you went you would see Frank and his rig and fox colt, rain or shine, he kept at it.

* * *

Larry Murphy, one of our bachelor grocers and cheese buyers, has crossed the Atlantic. He is going in the interests of his cheese business and will visit Ireland, the home of his ancestors, and if he sees anything to suit may bring back a partner. Larry is hard to please and only a real live Irish lassie will suit him.

* * *

About ten years ago I urged the Grocers' Association to appoint a good man who had an office with telephone communication, as secretary, each merchant to give him say $5 per year, and to hand him his list of dead beats and slow pays, and add as the beats grew, so they would finally get them all coralled. He would keep an indexed book with all the names of such people in it, with a "D.B." after some, and "S.P." after others. Then, when one of these profit-destroyers opened an account, his or her history could be had by ringing up 888. This system means prevention and all will agree that prevention is better than cure. The present system of collecting is injurious. You may get the account, but you are sure to offend someone.

* * *

Tom Stewart, traveler for Geo. Robertson & Son, met with a small but painful accident las week, when getting on the stage to catch the train at Grafton, he made a mis-step and ruptured a small artery in his foot. He will have to hang around home for a few weeks. I hope he will soon be around again for he is a square fellow. I hope during his stay around the fireside he will write up some good things for The Grocer, for he knows how. Say on such subjects as "Grocers I Meet," "Cash vs. Credit," "Window Dressing," etc.

* * *

A sale of battery horses occurred on the market Saturday. Eight fine-looking animals were knocked down by Bob Allen, at one time a grocer. They brought from $30 to $100.

* * *

One of the greatest snow storms we have had in ten years visited Kingston Saturday. Snow to the depth of two feet fell, and in the evening the wind and storm were terrific, and no class of citizens know more about it than the drivers, and the greatest sufferers, the poor delivery horses. It was a big contract carrying a big box of groceries to the back door. "The Guelph corres-

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

McDOUGALL'S
CLAY PIPES
THE BEST IN THE WORLD.
D. McDOUGALL & CO., Glasgow, Scotland.

20 years of progress of the firm of
JOS. COTE
Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.
Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.
We have 6 travellers who are continually on the road at the disposal of our customers.
Branch : 179 St. Joseph St. Phone 1272, 209

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

pondent is right about the meanness of some people," one driver said after scrambling through a five-foot snow bank and up a flight of steps. The lady said, "You have brought a lot of snow into my vestibule." At another place the lady said, "God help you, how can you deliver orders in such a storm." And so it goes; one stabs, and the other pours ointment on the wound.

* * *

The street cars were tied up and all the frantic efforts of the sweepers were of no avail, except to frighten horses and cause a lot of runaways.

* * *

Regarding a correspondent's request as to how to run a smoked meat table, I think most grocers are bothered not a little. The ends left are generally the profits. I find by putting them on a platter and running them off cheap finds a few customers snapping them up. As to arrangement, all depends on your help. Some clerks can save their salary to their boss by being conscientious and careful. A meat cutter for bacon and cooked ham is a good thing. At first it looks expensive, but in time pays for itself.

INGERSOLL.

It would surely be to the benefit of merchants generally if a little life were infused in the local branch of the Retail Merchants' Association. It has been a long time since the association held a business meeting, and there must be many matters which, if generally discussed, the merchants as a whole would gather some beneficial suggestions. In other towns and cities the merchants have made a success of uniting for the common welfare of all, and Ingersoll merchants are as enterprising as any. Why, then, does this happy state of affairs not exist here?

Travelers are once more coming to town in representative numbers. The grocers are placing their orders for spring delivery, and incidentally replenishing the stock for the balance of the winter season. Despite the money stringency and the many other causes which have alarmed, the country business is going along here in the same old way, which is to the satisfaction of all retailers. The grocers report a good trade since Christmas, but now that the heavy fall of snow during the past few days has impeded traffic in the country, there will, no doubt, be a slight falling off in business for a short time. However, there is much to be done in making the store as convenient and attractice as possible for the sunshiny days of spring, and merchants should take advantage of all the dull days, for the rush will soon be on again.

* * *

Travelers are very talkative, and at the same time genial fellows, and on many things their opinion is worth a great deal. Here is an instance where Ingersoll is proud of what the travelers have to say. Those who have visited Ingersoll recently stated that in no town the size of this did they find business as good as here, and they were greatly impressed with the volume of trade and the many signs of prosperity. This, along with our distinction of being the fifth export centre of the Dominion, certainly makes us feel cheerful.

VERNON, B.C.

W. A. Lang, of the Peachland Trading Co., is spending some months in California.

* * *

Thos. Lawson, of the Thos. Lawson Co., of Kelouna, is wintering in Ontario, having left here about the new year for Thedford.

* * *

Lawson & Ball, of Okanagan Centre, have sold out to Strickland & Co. Mr. Strickland hails from Toronto.

* * *

W. R. Megan, Vernon's 1907 mayor, has been defeated by R. W. Timmins in the contest for the seat for 1908.

* * *

A. G. Maddock has taken the position of bookkeeper at McKenzie & Martin's, Vernon, left vacant by the departure of Miss McKenzie.

* * *

P. Finlayson has purchased the stock of O. S. Mabee, of Okanagan Landing. Seventy-five cents on the dollar was the price paid the assignee.

* * *

Robt. Kelly, of Kelly, Douglas & Co., Vancouver, spent some days in the Valley lately, looking into the affairs of O. S. Mabee, of Okanagan Landing. Mr. Kelly was the assignee.

* * *

C. J. Daykin represents the Armstrong grocers in the council chamber for 1908.

WOODSTOCK.

Woodstock merchants have entered upon the new year with a wholesome spirit of optimism, no greater though than is justified by circumstances. They are not worrying very much over the present scarcity of money, believing such condition to be only temporary. Business with all the local grocers is fairly good, and they do not experience so great a difficulty in making collections as might be expected. A lot of men in the city are out of work, but they seem to have money in the bank, and though their living may be on a reduced scale, yet they are able to pay as they go. However, some of the manufacturers, whose works have been partly closed down, are now making preparations for starting again, and it is expected that before many months are over, everything will be running full swing again.

"What's the use of being pessimistic? The farmers will have another crop." This is the terse way one man put it, and in the few words there is a lot of wisdom concealed. It will not be so very long before the farmers have their year's crops, and this will release in the country a good deal of money that is not available just now. After all the farmers hold the key to the country's prosperity. The rural and urban districts are inter-dependent and the condition of one section of the population cannot but affect all other sections. Cultivate a spirit of optimism. There is no better way to hasten good times than to think they are here now. Don't put on a long face and whine about the stringency of the money market, and try to make yourself and others believe that the country is going to the bowwows. Present conditions are apparently world-wide, and all authorities agree that they are only temporary. Cheer up, smile. Get behind the wheel and push.

* * *

That is a good suggestion contained in the London correspondence, that a union picnic of the retail grocers of Western Ontario be held this coming summer. It would bring the men together in a spirit of relaxation from duties and in friendship and much good would undoubtedly result from such a venture. Local grocers would probably enter into the affair enthusiastically, for they are an enterprising lot of men.

* * *

There is not a grocer either in the city council this year, or in the board of education. The nearest approaches are in the presence of W. S. Bean, senior member of the firm of Bean & Westlake, manufacturers of biscuits and confectionery, on the education board, and Geo. E. Phillips, a feed and grain dealer, in the city council. Geo. Parker, one of the leading grocers of the city, was defeated in the contest for the board of education, but he is considered to be out of the municipal arena only temporarily.

* * *

The E. J. Coles Company, running a good-sized departmental store have been conducting a big January special sale this month. They have taken big space in the daily papers, have quoted lots of prices and offered genuine reductions, and have secured the business. Bargains will draw money out of unwilling pockets, even in times of financial stringency.

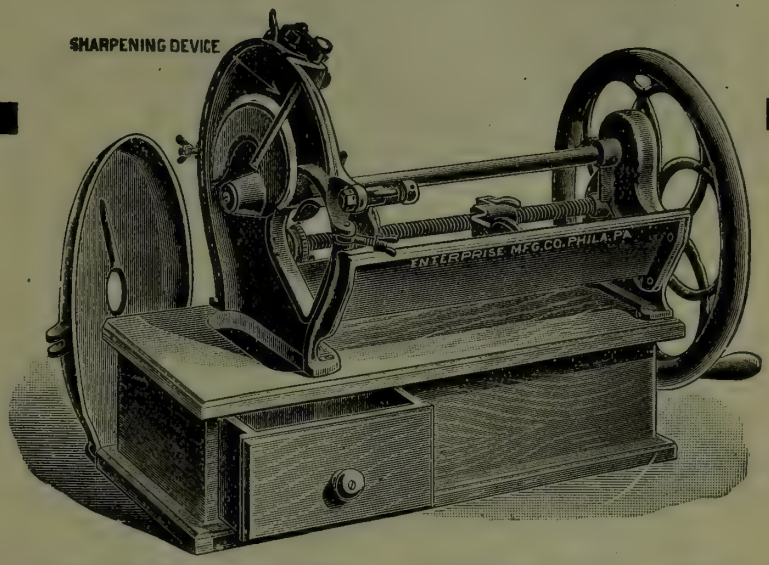
* * *

W. H. Sutherland, of East Zorra, a reputable farmer, showed your correspondent the other day a bag of apples which he claimed were grown in the year 1902, and had been kept by him ever since. This is not a hot weather yarn, but a sober fact. They were of the Spitzenburg variety, and with the exception of being to some extent wrinkled, were in as good condition as when picked from the trees. I can vouch for this, because I sampled one of them. Mr. Sutherland said that the apples preserved were only choice ones. They were wrapped carefully in paper and put in bins, he said, and he kept the remainder of the process of preservation to himself.

* * *

In these days of electric light it does not cost very much to illuminate a window during three or four hours in the evening. Too often, however, a grocer allows his window to remain in darkness after he closes up. This, we think, is a mistake. Window advertising is gradually being given the importance it deserves, but a display may accomplish just as much during the evening as during a similar time in the day and perhaps more, for often more people are on the streets. The big dry goods stores here have their windows brightly illuminated until late each evening, and it is no exaggeration to say that scores of people stop each evening to see what is displayed.

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.

No. 125, (with 2 blades) - - $22.50 **No. 129, (with 1 blade) - - $22.50**

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Price $25.00

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

TRADE MARK KEYSTONE BRAND REGISTERED

We have just issued

Our Catalogue for 1908

showing a most complete range of Brushes, Brooms and Whisks for the Hardware Trade. We have given special attention to the illustration of each and every line. Please examine this catalogue carefully, and we think you will agree that we have the goods you want. If you have not yet received a copy, drop us a card.

Stevens-Hepner Co., Ltd.

Port Elgin, Ont., Can.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.

To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

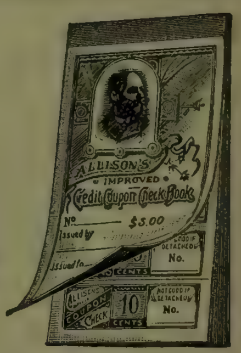
Write for Illustrated Catalogue: "Modern Grocery Fixtures."

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

Simplified Account Keeping



The cost of recording a multitude of small sales eats up a big lice of the profit on such transactions.

Such accounts can be kept better, more accurately and at a cost absolutely insignificant by the use of

Allison Coupon Books

HERE IS HOW THEY WORK:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

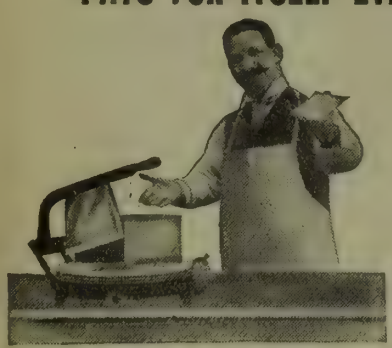
Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Hello, There!

Did you say you were tired of the old one-color book? Other Grocers got tired of it and are now using our new

SPECIAL DUPLICATING COUNTER CHECK BOOK

made in several sizes and giving one color for original and another for duplicate. It's a splendid system, and especially adapted for Grocers.
If you had one of the books you would understand the advantages.

WRITE US

The Carter-Crume Company Limited,

Toronto and Montreal

Keep Your Gasolene Outdoors

STORE IT IN A BOWSER OUTDOOR CABINET

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

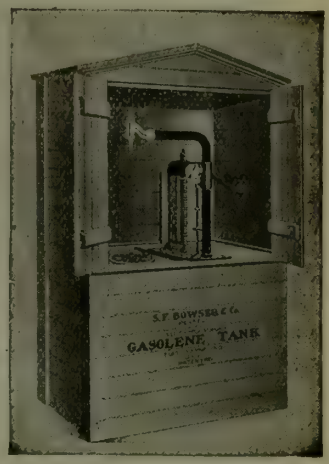
It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send gasolene Catalog B. It's free.

S. F. BOWSER & Co. Limited

66-68 FRASER AVE., - - - TORONTO

If you have an old Bowser, and want a new one, write for our liberal exchange offer.



Cut 110—Outdoor Cabinet

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

MAKING ALTERATIONS

is an easy matter if you let me make them for you. I will design and make fittings that will help bring business to your store. Prices right, too! Write or phone.

J. HOWELL JAMES

333 Lippincott Street, TORONTO

PHONE COLLEGE 2880

Spring is Coming —Be Up-to-Date

A good store front assists in selling your goods. There is everything in appearances.

We are specialists in store fittings, counters, shelves, show cases, etc.

Let us estimate for you when making improvements.

SEXTON & CO., Limited

88-90 Teraulay St., - TORONTO

COUNTER CHECK BOOKS
CASH SALE SLIPS
SHIPPING TAGS

Delivery made on shortest notice.
Write for samples and prices.

The Merchants Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

MACONOCHIES'

Pickles, Sauces, Jams, Marmalade, Canned Fish, Etc.

FOR INFORMATION APPLY TO

General Agents for Canada and United States:

MacLaren Imperial Cheese Co., Limited

HEAD OFFICE: TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 14, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
3 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 85
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " " "	1 20
¼-lb. " " " "	0 80

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

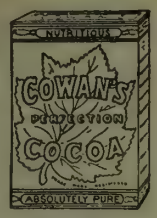
Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼-lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" " "	0 19
London Pearl per lb.	0 24

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—

Queen's Dessert, ½-lb. cakes, 12-lb. boxes, per lb.	0 38
Queen's Dessert, 6's, 12-lb. boxes, per lb.	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

The following sweetened for household purposes:

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, ½, 7's, boxes, per lb.	0 28
Perfection, 20c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Hurley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 95
Prepared cocoa, ½'s	0 34
Prepared ½'s	0 32

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 38
" Navy " ½'s	0 35
" Vanilla sticks, per gross	1 10
" Diamond chocolate, ½'s	0 27
" Confectioner's chocolate,	0 34
Sweet Chocolate liquors	0 38

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 25
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	$0 26
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation (with tumblers), per doz., $3.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	1 40
Small size, "	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

In lots of less than 100 books, 1 kind assorted.	Unnumbered. 4c.	Covers and Coupons numbered 4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Dominion Supply Co. Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Ice Cream Powder

GENESEE PURE FOOD CO.

Jell-O—Ice Cream Powder

Assorted case, contains 2 doz	$2 50
Chocolate (straight), contains 2 doz	2 50
Vanilla " " 2 "	2 50
Strawberry " " 2 "	2 50
Unflavored " " 2 "	2 50

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

Prices on application.

Death After Excruciating Pains

for thirty hours. That is the record of the latest accident resulting from the use of inferior, inflammable explosive liquid stove polish, by little fourteen year old Alma, daughter of O. A.————, of Wilmington, Minn. Nothing could save her life—just think of the suffering.

You cannot afford to take chances of selling the stuff. You are sure your customers won't be blown up or burned when you sell the ***RISING SUN*** Stove Polish in Cakes and the ***SUN PASTE*** Stove Polish in Tins. Push what you know is safe.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

MORSE BROS., Props. - Canton, Mass., U.S.A.

The

Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded and Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED

14-38 Gray Nun Street, MONTREAL

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits
are the PUREST and BEST.
Better than the imported.
Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

YOUR SYRUP TRADE

To develop it;
To make the most of it;
To make it pay.
To make it a profitable part of your business —handle

"GOLDENETTE"
Table Syrup

It sells all the year round and gives universal satisfaction and its exquisite flavor remains in the mind and heart of its users.

Freight paid on 5 case lots up to 40c. per cwt.

IMPERIAL SYRUP CO.

MONTREAL

T. UPTON & CO.

Compound Fruit Jams—			
12-oz. glass jars, 2 doz. in case, per doz.			$1 00
2-lb. tins, 2 doz. in case.....per lb.			0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate.....per lb.			0 07½
7 and 14-lb. wood pails.....per lb.			0 07½
30-lb. wood pails ..... "			0 07½
Compound Fruit Jellies—			
12-oz. glass jars, 2 doz. in case.per doz.			1 00
2-lb. tins, 2 doz. in case per lb.....			0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.			0 07½
30-lb. wood pails..... "			0 07½
Home Made Jams—absolutely pure—			
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.			$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb.			...0 09 0 11

Jelly Powders

GENESEE PURE FOOD CO.

Jell-O—The dainty desert

Assorted case, contains 2 doz.....			$2 25
Lemon (straight), "	2 "	.....	2 25
Orange " "	2 "	.....	2 25
Raspberry " "	2 "	.....	2 25
Strawberry " "	2 "	.....	2 25
Chocolate " "	2 "	.....	2 25
Cherry " "	2 "	.....	2 25
Peach " "	2 "	.....	2 25

List price

'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....			$0 09
½-bbls.			0 09½
Tubs, 60 lbs.			0 09½
20-lb. Pails.			1 90
20-lb. tins..			1 80
Cases 3-lb..			0 10
" 5-lb..			0 09½
" 10-lb..			0 09½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.			$0 40
Fancy boxes (36 or 50 sticks)....per box			1 25
"Ringed" 5-lb. boxes.....per lb.			0 40
"Acme" pellets, 5-lb. cans....per can			2 00
" " (fancy boxes 40) per box			1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can			2 00
Licorice lozenges, ½-lb. glass jars....			1 75
" " 20 5-lb. cans.....			1 50
"Purity" licorice 10 sticks.....			1 45
" 100 sticks.....			0 75
Dulce large cent sticks, 100 in box....			....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz			2 90
Pint " 2 " "			1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.			2 90
Pint " 2 " "			1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade,	1 lb.	glass jars.	
Pineapple "	1 "	"	
Green Fig "	1 "	"	
Green Fig and Ginger "	1 "	"	
Lemon "	1 "	"	
Grape Fruit "	1 "	"	

Prices and special quotations.

Mince Meat.

Wethey's condensed, per gross net ...			$12 00
per case of doz. net			3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins..... ... ...per doz.			$1 40
" ½-lb. tins ..... "			2 50
1-lb. tins ..... "			5 00
Durham 4-lb. jar.....per jar.			0 75
" 1-lb. jar..... "			0 25
F. D ½-lb. tins.....per doz.			0 85
' -lb. tins..... "			1 65

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—			
Minerva, qts. 12's			$5 75
" pts. 24's			6 50
" ½-pts. 24's.....			35

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.			$1 00
Home-made, in 1-lb. glass jars '			1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.			0 07
Golden shred marmalade, 2 doz. case, per doz.....			1 75

SHIRRIFF BRAND

"Imperial Scotch"—			
1-lb. glass, doz...			1 55
2-lb. " ..			2 80
4-lb. tins, " .			4 65
7-lb. " ..			7 35
"Shredded"—			
1-lb. glass, doz.....			1 90
2-lb. " "			3 10
7-lb. tins, "			8 25

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....			0 90
Pint " 3 doz....			1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

			Per case
No. 1, cases, 60 1-lb. packages.....			$2 75
No. 2, " 120 ½-lb. "			2 75
No. 3, " {30 1-lb. " } {60 ½-lb. " }			2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case			2 25
5 cases.....			9 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross			$10 20
" " black..... "			15 30
Oriole soap..... "			10 20
Gloriola soap..... "			12 00
Straw hat polish.... ..... "			16 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—			per lb
No. 1 White or blue, 4-lb. carton.			$0 07
No. 1 " " 8-lb. "			0 07
Canada laundry.....			0 06
Silver gloss, 6-lb. draw-lid boxes.			0 08
Silver gloss, 6-lb. tin canisters....			0 08
Edward's silver gloss, 1-lb. pkg.			0 08
Kegs silver gloss, large crystal....			0 08
Benson's satin, 1-lb. cartons			8 08
No. 1 white, bbls. and kegs.....			0 06½
Canada White Gloss, 1-lb. pkgs...			0 06½
Benson's enamel....per box 1 50 to			3 00
Culinary Starch—			
Benson & Co.'s Prepared Corn....			0 07½
Canada Pure Corn			0 06½
Rice Starch—			
Edwardsburg No. 1 white, 1-lb. car.			0 10
" " 1 " or blue, 4 lb. lumps.....			0 9½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—			
Canada Laundry, boxes of 40-lb.			$0 06
Acme Gloss Starch—			
1-lb. cartons, boxes of 40 lb.....			0 6½
Finest Quality White Laundry—			
8-lb. Canisters, cases of 48 lb....			0 07
Barrels, 200 lb.....			0 06½
Kegs, 100 lb.....			0 06½

What Song Do You Sing ?

ESTABLISHED 1879

"He does not sing his father's songs," says the old Latin proverb.

No. To our fathers Coffee was Coffee, "just as sure as eggs is eggs."

The minute classification, the testing and purifying processes, the scientific blending and roasting have come in with the sons, are necessary to successful trade, and find their highest illustrations in

WOOD'S COFFEES

WOOD'S COFFEES are the best, each grade uniform and a leader in the trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

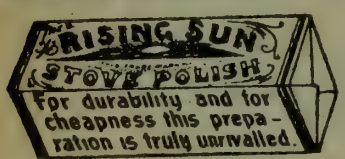
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
6-lb. toy trunks, 8 in case..... 0 08
6-lb. enameled tin canisters, 8 in case..... 0 08
Kegs, ex. crystals, 100 lb..... 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... $0 06
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes of 45 cartons, per case..... 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 06½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07½
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07½

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.
Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07½
Durham corn starch, 40 lb. 0 06½
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 07
" 3-lb. cartons, 36 lb.. 0 07
" 200-lb. bbl..... 0 06½
" 100-lb. kegs..... 0 06½
Canada Laundry, 40 to 46 lb..... 0 06
Ivory Gloss, 3-5 family pkgs., 48 lb 0 08
" 1-lb. fancy, 30 lb..... 0 08
" large lumps, 100-lb kegs 0 07
Patent starch, 1-lb. fancy, 28 lb.. 0 08
Akron Gloss, 1-lb. packages, 40-lb. 0 06½
Coldwater Ivorine Starch, per box, 40 pkgs..... .... 3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " " .	2 75
10-lb. " 6 " " ..	2 65
20-lb. " 3 " " ..	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1 s	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1 s	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 28
Green Label, ½s	0 20	0 25
apan, 1s	0 19	0 25

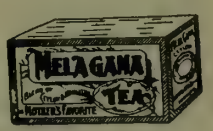
BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1 s, ½'s and ¼'s	0 35	0 50
Gold Label 1 s and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb	$0 35
" " 60 ½-lb	0 35
" " 80 1-lb	0 36
" " 120 ½-lb	0 36

MELAGAMA TEA.

put up in 50 and 100 lb. boxes.



	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ⅛s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s..	0 25	0 30
" " ½ lbs.....	0 21	0 26
" " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 52
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 58

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 76
" " 1-lb "	0 05

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case..	0 81	0 67
6 " " " ..	0 82	0 97

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Batger's

Purity in manufacture; nothing but the finest KENT COUNTY (ENGLAND) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for BATGER'S. Shows a good profit and what is more gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME,
Montreal

Strawberry Jam

All Valencia Raisins packed by

MAHIQUES DOMENECH & CO.

will be found to be very satisfactory. Try them next time you order.

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4-Cr. Layers. Selected. Fine Off Stalk.

AGENTS:
ROSE & LAFLAMME
MONTREAL and TORONTO

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Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
Nelson, H. W., & Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cans.
Acme Can Works, Montreal

Cash Sales Books.
Carter-Crume Co., Toronto

Cheese Cutters
American Computing Co., Indianapolis

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails, Pail Hooks, Strapping, Etc.
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Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Fussell & Co., London, Eng.
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Cotton Seed Products.
Brayley, J. M., Montreal

Counter Check Books.
Carter-Crume Co., Toronto

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
Maclaren Imperial Cheese Co., Toronto
Nickerson & Hart, Halifax, N.S.
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. I., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Feathers
Poulin, P., & Co., Montreal

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Cassidy John E., Montreal
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McLea, J. & R. Montreal
McWilliam & Everist, Toronto.
New Brunswick Cold Storage Co., St. John, N.B.
Millman, W. H., & Sons, Toronto.
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Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
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Foreign Importers.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Tooth's Extract of Meat Co., London Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Booth, G. A., Ottawa
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarrondo, J. V., & Co., Bordeau, France.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Nickerson & Hart, Halifax.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gas Lighting Machines
Sylvester Mfg. Co., Lindsay, Ont.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
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Grain, Flours and Cereals, Seeds
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Harty, J. B., Pictou N.S.
Kirouac, Nap. G., & Co., Quebec.
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Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.
Adelstein, P, Montreal
Balfour, Smye & Co., Hamilton.
Bell, Thos., & Sons, Montreal
Boyd Co., Port of Spain, Trinidad
Ozo Co., Montreal.
Carter, S. J & Co., Montreal.
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Chaput Fils & Cie, Montreal
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie, Montreal
Kinnear, T., & Co., Toronto.
Kerrigan, Lind, & Co., London, Ont.
Laporte, Martin & Co, Montreal
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
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Turner, James, & Co., Hamilton.
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Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
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Infants' Foods.
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Goodwillie's—Rose & Laflamme, Montreal
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Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
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Labels
Stecher Litho. Co., Rochester, N.Y.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Bunnell & Lindsay, Winnipeg
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal
Dunn, Wm. H., Montreal and Toronto.
Elsom & Whitlock, Moose Jaw, Sask.
Evans, F. G., & Co., Vancouver, B.C.
Foley F. J., & Co., Edmonton, Alta.
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Office Supplies.
Crain, Rolla L., Co., Ottawa.
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Pickles, Sauces, Relishes, Etc.
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Woodenware
Stevens-Hepner Co., Port Elgin

Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
Thorne, A. M. & Co., Toronto

Yeast.
Gillett, E. W., Co., Toronto.

OUR FAMOUS TWIN BLOCK PURE MAPLE SUGAR

Has stood the test of Government analysis. Out of the many samples collected not one is reported adulterated.

SUGARS and CANNERS Ltd., MONTREAL

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

"Constant dripping will wear away a stone"—

The constant talk on your part of the superior qualities of

"Cow Brand" Baking Soda

will wear away all opposition of inferior brands—

"Cow Brand" the original package Baking Soda has become the housekeeper's favorite only through superior merit—

For sale by all jobbers.

CHURCH & DWIGHT

MANUFACTURERS

MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

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Freight paid on 5 cases and over to all railway stations east of North Bay.

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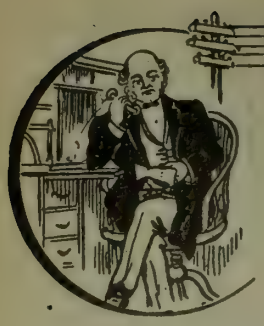

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Keep Yours on the Move
by appointing a
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Special Attention to Advertising

(Continued on page 4.)

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Jams, Jellies and Marmalades—

For Import Orders——

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Montreal and Toronto

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WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
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A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

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Splendid connections and references. Try us with a shipment of CANNED GOODS.
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We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

JAMES MARSHALL
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invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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Its History and Mystery

BY

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A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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This Is The Question

for you to ask of yourself: "Am I handling a brand of canned goods that will keep customers?" You can answer this question with a positive affirmative if you handle

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The quality of Old Homestead Brand is always the same—the very acme of excellence. By utilizing only the very highest grade of full-flavored fruits and vegetables, and by the employment of only up-to-date, sanitary canning methods, we are able to state with all truth that every can of Old Homestead Brand is absolutely reliable in quality. When you sell a can of Old Homestead Brand, you can positively rely on that customer being completely satisfied with her purchase. Old Homestead Brand is so deliciously appetizing that it creates new customers all along, while keeping the old ones without fail.

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The same opportunity is still open to you.

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Brown Label "SALADA" will now cost the consumer 30c. per pound instead of 25c. as formerly, the profit to the retailer being exactly the same per pound as before.

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The finest coffee stock you can possibly get hold of is

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It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

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In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

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Also supplied in the same style packages as Ginger bread Molasses.

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It is a delight to the dainty and economical housekeeper.

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Washes everything washable in either HOT or COLD water.

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Stock the Best.

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BEST in Quality
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KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

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Oranges,	from Seville	**Ginger,**	from Jamaica
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Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
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Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

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"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

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SONS

ESTABLISHED 1834.

Our instructions to the British Columbia Packers' Association, when we decided to offer to the trade ***Quaker Salmon***, were: "Pack absolutely the best salmon obtainable. Use every precaution to ensure retention of original quality. Make the package the most attractive on the market."

When ***Quaker Salmon*** was shipped, they wrote us: "As instructed, we gave our best attention to selection and packing of this brand, and the shipments represent highest grade of Sockeye Salmon packed on the Frazer and Skeena rivers. We feel sure that you will feel pleased with the quality and general condition of these goods."

We are pleased. ***You*** will be, when your order is filled.

QUAKER SALMON, flats, - - $2.05
QUAKER SALMON, talls, - - 1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

It is a good business axiom to buy only the best in all lines—

Our Matches

"Laurier" and "Togo" brands are lines that hold your customers' good opinions and trade.

We show you, besides, a better profit in saving of freight than any other matches can.

Write for Particulars.

The Improved Match Co. *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

LENT LENT LENT

We have in store a complete stock of Fresh, Frozen, Salted and Canned Fish of every description. Viz:

Fresh Haddock	Dore and Pike	Green Cod	Finnan Haddie
Fresh Herrings	B. C. Salmon	Salt Eel	Labrador Herrings
Fresh Cod	Halibut, Etc.	Boneless Cod	Skinless Cod, Etc.

T. A. Bourque & Co., WHOLESALE GROCERS, **Sherbrooke, P.Q.**

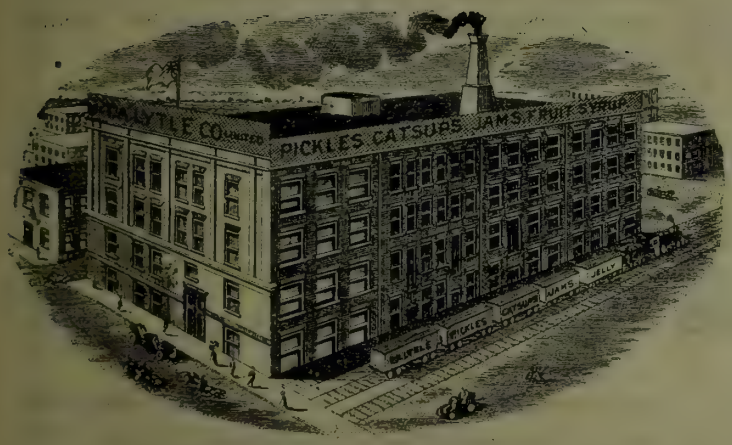
E.D.S. Brand Jams and Jellies

Are the Acme of Purity

The delicious flavor of E.D.S. Brand is obtained by the exclusive use of pure, well-grown ripe fruit, grown in our own orchards. We have government documents which prove that E.D.S. Brand is really the **PUREST SOLD IN CANADA.**

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.



OUR NEW OFFICE AND FACTORY

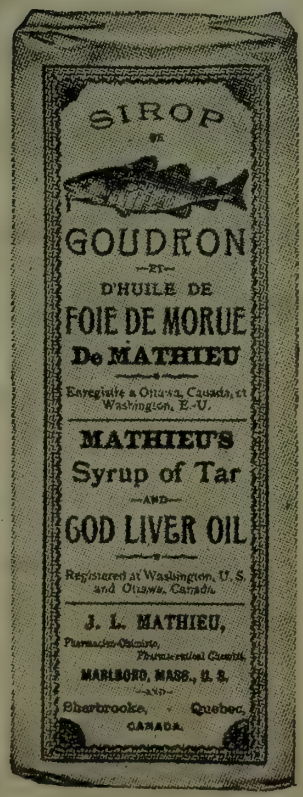
THE T. A. LYTLE CO.,

LIMITED

STERLING ROAD

TORONTO, - - CANADA

PHONE PARK 376



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customers' hands.

Mathieu's Nervine Powders is another good seller. Both are necessities in your business.

Mail that order to-day.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

NEW IN CANADA

Long Established in the United States

JELL-O The Dainty Dessert

—Also—

JELL-O ICE CREAM POWDER

For making Ice Cream.

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavored.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case $2.25 Retails 2 for 25c.
JELL-O, I.C.P. 2 Doz. case 2.50 Retails 15c. per pkg.

CURRANTS

"SOMERSET" BRAND

Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

GOLDENETTE TABLE SYRUP

There is a large trade to be done in table syrup, if you have the right kind. Goldenette is a favorite everywhere. Repeat sales come quick and fast—and there is a fair profit on each sale. Let us talk to you about it. We pay freight on 5 case lots up to 40c. per cwt.

Do not order less.

IMPERIAL SYRUP CO.
MONTREAL

Diamond E Blend Coffee

Because of the actual merits of this Coffee ; because of the care exercised in blending it ; because of its price and its manner of winning new customers daily—for these reasons "**Diamond E.**" has succeeded in attaining a place at the head of the market where it stands unchallenged leader !

ARE YOU SELLING IT ?

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others : goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start ; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle, delivered with full directions. Book 5-C, free.

ABSORBINE, JR., for mankind, $1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"
"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

ACME CANS

MADE OF

EXTRA COATED TIN PLATE

These cans are receiving the strong approbation of packers everywhere, because they are without doubt the most satisfactory made.

A sample will convince you more than words. If you have never used our **Extra Coated Tin Plate** cans, give them a trial.

ACME CAN WORKS
Montreal

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

Ten Cans a Second
Six Hundred a Minute
Thirty-six Thousand an Hour
Three Hundred and Sixty Thousand
in the working day

is the capacity of our new plant for making packages for the canning trade.

All sizes and all styles—hole and cap or open top—cans of plain tinplates or lacquered (enamelled) inside.

In point of quality our goods have been the Canadian Standard for twenty years.

The Norton Manufacturing Co.
HAMILTON

BROOMS

We are offering **the best** values in brooms. Our travellers will show you samples.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

The Best Shoe Polish Is

2 in 1

It gives your customers' shoes a lasting gloss without any hard, laborious rubbing. And while it shines, it preserves the shoe leather. A pair of shoes will last the wearer much longer if he uses 2 in 1. These facts —which have been amply proved— make 2 in 1 the most profitable shoe polish for you to handle.

ARE YOU PUSHING IT ?

The F. F. Dalley Co.

Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

Three Good Things For Shippers

of Groceries, Canned Goods, Liquors, etc.

WARMINTON'S CLUTCH NAILS

for strengthening and repairing boxes.

WARMINTON'S PAIL HOOKS

for Candy Pails, Lard Pails, etc.

WARMINTON'S STRAPPING

for binding cases.

Save you more in a month than will pay you for a year's supply.

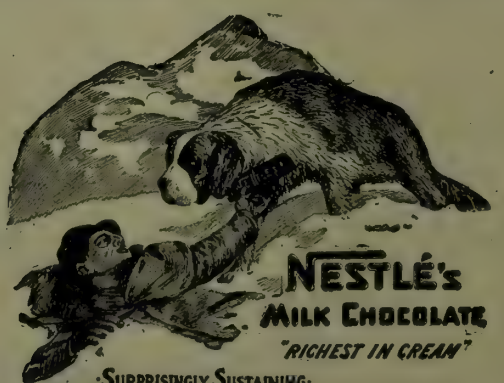
Prices on application.

J. N. WARMINTON

Patented Shipping Specialties

207 St. James St., - Montreal, Canada

Dealers are requested to write for special free deal.



LAMONT, CORLISS & CO., 27 Common St., MONTREAL

DRIED FRUITS AND NUTS

The trade will find it profitable to buy now; our prices are low and our stock of ***Dried Fruits*** and ***Nuts*** is complete. Examine our stock and send us your orders which we will fill satisfactorily.

Currants

1-2 c's Cleaned Currants, loose.
1-4 c's Cleaned Currants, loose.
Barrels Filiatras Currants, uncleaned.
1-2 c's Filiatras Currants, uncleaned.
Cleaned Currants, 1-lb. pkgs., c's 36's.

Valencia Raisins

Palares, fine, O.S. c's, 28 lbs.
Palares, selected, c's, 28 lbs.
Aranda, F.O.S., c's, 28 lbs.
Trenor, selected, c's, 28 lbs.
Trenor, 4 Crown Layers, c's, 28 lbs.

Seeded Raisins

Griffin & Skelly Brand, 1-lb. pkgs., c's. 36's.
Winner Brand, 1-lb. pkgs., c's, 36's.
Gold Brand, 12-oz. pkgs., c's, 45's.

Loose Muscatel

Bevan Malaga, 3 Crown, box 22 lbs.

Sultana Raisins

Sultana Raisins, loose, box about 25 lbs.

Table Raisins

Empress Clusters, box 22 lbs.
Empress Clusters, 1-4 box 5 1-2 lbs.
Princess Clusters, box 22 lbs.
Princess Clusters, 1-4 box, 5 1-2 lbs.
Duchess Clusters, box 22 lbs.
Duchess Clusters, 1-4 box 5 1-2 lbs.
Duchess Clusters, 1-lb. pkgs., box 20 lbs.

Peels

Morton Orange Peels, box 7 lbs.
Morton Lemon Peels, box 7 lbs.
Morton Citron Peels, box 7 lbs.

Prunes

Griffin & Skelly Brand, 50-60, box 25 lbs.
Griffin & Skelly Brand, 60-70, box 25 lbs.
Griffin & Skelly Brand, 70-80, box 25 lbs.
Webbfoot Brand, 30-40, box 25 lbs.
Webbfoot Brand, 40-50, box 25 lbs.
Webbfoot Brand, 50-60, box 25 lbs.
Webbfoot Brand, 60-70, box 25 lbs.
Webbfoot Brand, 70-80, box 25 lbs.
Webbfoot Brand, 80-90, box 25 lbs.
Webbfoot Brand, 90-100, box 25 lbs.

Evaporated Fruits

Apples, c's, 50 lbs.
Griffin & Skelly Peaches, box 25 lbs.
Griffin & Skelly Pears, box 25 lbs.
Griffin & Skelly Apricots, box 25 lbs.

Dates

Hallowee, loose, c's, about 60 lbs.
Excelsior, 1-lb. pkgs., c's, 36's.

Figs

3 Crown, square box, about 10 lbs.
4 Crown, square box, about 10 lbs.
6 Crown, square box, about 10 lbs.
5 Crown, umbrella box, about 12 lbs.
Figs in bags, about 30 lbs.

Nuts

Tarragona Nuts, bag about 100 lbs.
Filbert Nuts, bag about 120 lbs.
Pecan Nuts, brl. about 150 lbs.
Brazil Nuts, bag about 150 lbs.

Peanuts

Coon Brand, green and roasted.
"G" Brand, green and roasted.
Sun Brand, green and roasted.
Bon Ton Brand, green and roasted.

Shelled Almonds

Britz Brand, 3 Crown, box 28 lbs.

Shelled Walnuts

No. 1 Shelled Walnuts, c's, 55 lbs.

Fish

Our quotations for **Salted and Canned Fish** are in favor of the buyers. We carry a complete assortment in barrels and half-barrels of **Labrador Herrings, Nova Scotia Cod Fish No. 1 and No. 2, Sea Red Trout** in 100-lb. kegs. Also, **Clams, Oysters, Lobsters, Mackerel, Salmon, Trout, Finnan Haddies, Shrimps, Herrings, Sardines** in cans, of the best brands.

Vinegar

Our prices defy competition. We are booking orders for immediate delivery or as soon as the weather will permit. Our brands of vinegar comprise: French, 118 grains; English, 100 grains; Spanish, 90 grains; Italian, 80 grains. They are all praised for their superior quality. We also carry all other well known brands of vinegar.

Do not forget that we pay the freight on all 200 lbs. lots of teas or over, also on wines in original packages.

For all information, quotations, etc., write, phone or wire at our expense.

LAPORTE, MARTIN & CO. Ltd.

Wholesale Grocers, Wines, Liquors and Vinegars ***MONTREAL***

The Syrup Season Is On!

We Lead With

Red Label Imperial Maple Syrup

The experience of years, the use of the purest raw products, and skill, enable us to refine a maple syrup which meets all the trade requirements of quality, price and customer-winning merits.

It's Not Exactly What You pay, It's What You Get For What You Pay.

In all comparisons there is always one by which all others are compared. In the syrup world this one is **Imperial Maple Syrup.** Merit acknowledged the best.

There is No Such Flavor, No Such Zest In Any other Brand On The Market.

LOOK AT OUR PRICES :

Quart Bottles,	12	to Case	$2.40
Pint Tin, Wine Measure,	48	"	5.20
¼ Gal. " " "	24	"	4.80
½ " " " "	12	"	4.80
1 " " " "	6	"	4.50
5 " " Imperial "	1	"	4.00

Begin now to stock only standard brands, when guaranteed by people who do as they advertise. Order at once, from your jobber, a 5-case lot—for direct shipment to your store—and save freight. We prepay up to 40c. per cwt.

You can include **Kitchen Molasses, Goldenette Syrup** and **Pure Maple Sugar** in the assortment.

Imperial Syrup Co., Montreal

ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

The best crop of corn grown will contain some that is not good enough for

"PANSY" BROOMS

Sorting the corn is one of the most important branches of the broom-making business.

THE MAKING OF "PANSY" BROOMS.

West end of sorting room

We would like your Spring order for brooms.
Write for quotations.

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

Factory:
15, 17, 19, 21 Jarvis St.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Essex Canned Goods

easily rank first for quality and satisfaction. We tap the heart of Ontario's famous farming region, and the best that grows comes to us naturally and logically. We offer a ready market to any grower whose product comes up to our standard, and have every modern facility for doing things right. Grocers who want the better class of trade will find Essex goods well worth while. We don't know how to put up an inferior article. Each season's output is better than the last and the success of one year is never a high enough mark for the next.

The Essex Canning and Preserving Co., Limited

Factory at Essex, Ont. 28 Wellington St. E., TORONTO, Can.

Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dity and fly-specked.

Seems as if ***every successful*** retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy "just as good" kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED

Windsor, - - Ontario

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

Carpet Tacks

Are a staple article in daily demand in the Hardware, Grocery and General Store.

We have them in all makes at prices which yield a liberal profit.

All sizes, blued and tinned.

Samples and prices on request.

BAZIN MFG. CO.,

94 Arago Street, QUEBEC

We Offer This Week

600 Boxes Eleme Raisins, 28-lb. Boxes, Crop 1906, in perfect condition at

4c. per lb.

SUBJECT TO PREVIOUS SALE

This is a chance. Repeat orders are coming in. Don't hesitate to send your order in promptly.

S. J. CARTER & CO.

WHOLESALE GROCERS

58 McGILL ST., MONTREAL

A PROPOSITION TO YOU!

We want to make a good proposition to you—to show you how it is possible to make a good profit on our lines of *TOILET SOAPS.*

You will be interested in learning what we have to say. Drop us a line before turning over to the next page.

It's to your interest.

SAVONS FRANCAIS

C. PAGNUELO, Manager

Factory: 1653 Notre Dame St. E.

Offices: 225 Coristine Bldg.

MONTREAL

"TARTAN" Fruits of all kinds as good as Home Pack. . .

Tartan BRAND

SIGN OF PURITY

See our travellers or Phone 596. Free to Buyers. . . . .

"Tartan" Strawberry Beets

FINE FOR SALADS.

Full assortment of Wagstaffe's Preserves, Jam and Marmalade.

Special va'ue in Shelled Walnuts, Bordeaux and Cherbertes, perfect halves and broken.

Also one hundred cases Genuine Gaspe Boned and Skinned Whole Cod.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

GREENBANK LYE

THE BEST DISINFECTANT

Packed in Metallic Tins Only

Case 4 doz. ¼-lb. tins - - -	$0 45 doz.
Case 4 doz. ½-lb. tins - - -	70 doz.
Case 4 doz. 1-lb. tins - - -	1 30 doz.
Case 8 25-lb. tins (loose) - -	04 lb.

TERMS—NET 30 DAYS

Special Price to Jobbers

L. Chaput, Fils & Cie.

MONTREAL

Wholesale Canadian Agents

YOU desire to stock articles which will bring you GOOD PROFIT and secure QUICK SALES: you wish at same time to obtain the good-will of your customers and get a reputation for selling ONLY THE BEST.

HOLBROOK'S Worcestershire SAUCE

Is just the sauce you want to fill these requirements. Its value as an appetiser is unequalled, no matter how much higher the price of its competitors, and its popularity in every part of the world proves its excellence.

HOLBROOKS WORCESTERSHIRE SAUCE

Made and bottled in England.

FOR

PARTICULARS AND TERMS WRITE

HOLBROOKS LIMITED

25 Front St. E., TORONTO

CANADIAN MANAGER

H. Gilbert Nobbs

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

HONEY

Absolutely Pure White Honey.

This Line is Scarce

We have a full stock of Barrels, 60, 10, 5 and 2 lb. tins at attractive prices.

JAMES TURNER & CO.
LIMITED

Hamilton, Ont.

$500.00 IN PRIZES

offered in

ST. GEORGE'S Baking Powder Limerick Contest

Every dealer should take advantage of this great Limerick Contest to sell more St. George's.
We send—all charges prepaid—large Limerick hangers to put on the windows and display inside the store—so you can get the full benefit of all this advertising.
Write for as many of these hangers as you can use.

National Drug & Chemical Co.
of Canada, Limited, Montreal

A Page About Ourselves

A Personal Chat With Our Subscribers About Matters of Mutual Interest—Some New Features, Developments and Improvements—What They Say About The Grocer.

It seems wise occasionally for the editor to take his readers into his confidence regarding what they may expect in the future, what plans are being formed for their benefit, what steps have been taken toward improvement, what new features are being introduced. Accordingly, we are presenting herewith some of the matters coming under these heads which should be of particular interest to every reader of this paper.

* * *

Continuing the authoritative character of its articles on matters of trade interest, an attempt will be made to make the paper brighter, as regards both illustration and editorial matter, than it has ever been before. The Grocer has had a steady march of progress and improvement during its twenty-one years of life and this must be continued. One of the means contemplated as leading to this end is an enlargement of the space devoted to editorial matter. This will permit considerable attention being paid to one or two departments which we would like to strengthen.

Improvements, too, are being continually made in the mechanical department of The MacLean Publishing Co., proprietors of The Grocer, with a view to improving the typographical appearance and arrangement of the paper.

A few months ago many enlargements were made necessary in this department, both in the form of new machinery and in an increase in the staff of workmen, the change being largely due to the agreement entered into between the employing printers and the journeymen, the new arrangement providing for a shortening of the workday from nine hours to eight hours, as well as allowing an increase in wages on a sliding scale basis, covering a period of several years. This, taken in conjunction with the steady advance in the price of printing paper, machinery, type, ink, etc., has made a heavy increase in the cost of production. Wages of printers, for instance, have increased from $11 a few years ago to from $15 upwards at present, while with the shorter workday not only is a larger mechanical staff necessary, but special men must be employed to keep the machinery in full operation.

While referring to the mechanical department, it might be said that the MacLean Publishing Company has adopted a new system in force in no other office in Canada, and in but few in America. Every year a large portion of the type, borders, etc., is thrown out and the most modern type faces take their place. This has made necessary the recent cancellation of the type book in use by many advertisers in this paper. Only a short time ago a large purchase was made of new series of type specially adapted for advertising purposes, and the introduction of this has made a very evident improvement in The Grocer's advertising pages.

* * *

An entirely new feature, which will be instituted next month and continue regularly throughout the year, will be a special monthly article descriptive of some Canadian who has made a striking success in the grocery business, including something of his personal history, as much as can be secured of the business methods which have brought him success, and, in most cases, illustrations of his business premises. We believe these articles will be helpful as well as interesting to our readers generally.

* * *

New correspondents are being continually added to our staff and it is our intention to develop this already well organized department till every section of Canada is represented. Last week, for instance, our columns contained a letter from Brantford, where we have secured one of the city's brightest young men to write for us regularly. New ideas are being continually brought out in this department, such for instance, as the hint to sell oranges by the peck, which has been taken up in many towns, and that concerning the loaning of orange slicers to stimulate the sale of marmalade oranges, which appeared last week, and is commented on favorably by one or two correspondents this week. These new ideas are continually cropping up and are of inestimable value to any enterprising grocer.

* * *

One grocer, in talking of the various good points of the paper the other day, said that it was worth more than the paper cost him to read the advertisements alone. That seems rather a new way of looking at it, but a note this week from our Guelph correspondent seems to bring out something of the same idea. And this paragraph ought to be of particular interest to our advertisers. He writes as follows: "It was quite a treat to see H. Walker & Son's bright advertisement in The Grocer this week, and as one Guelph grocer put it, 'That is what makes a retailer feel like pushing that line of goods when he sees his wholesaler behind him backing him up with a good live ad.'"

* * *

While speaking of advertising we would like to mention a department which we believe could be made use of with advantage by the retailer, as well as the wholesaler and the agent, a good deal more extensively than at present. That is our condensed ad. department. We have arranged this for the convenience particularly of the retailers, and the rates have been kept at a low basis to encourage them. This department is bringing particularly satisfactory results to those who are using it. If you want a clerk or are hunting for some slightly used store fittings, or want to dispose of some article, try a small "Want Ad." in this department for two or three issues. It will be almost sure to put you in touch with a party with whom you can advantageously do business.

* * *

The international character and influence outside Canada, not only of The Canadian Grocer, but also of the other MacLean trade newspapers, is illustrated readily in the recent visit to Canada of J. Meredith McKim, the MacLean Publishing Co.'s representative in London, Eng. Mr. McKim has just returned after a visit of some week's duration, during which he familiarized himself with the present aspects of Canadian business. The MacLean Co's. English and foreign offices are unique, in that, with the single exception of the Toronto Globe, they are the only ones maintained by a Canadian publishing house. For eleven years Mr. McKim has been in charge of the London office, where now a staff of four represents the MacLean papers. Mr. McKim joined the MacLean staff as a boy, and has now one of the company's most important assignments. His father and uncle were both members of the 13th Hussars in the Crimean War, and detailed to membership in the famous "Light Brigade," his father being assigned to the personal staff of Lord Raglan.

* * *

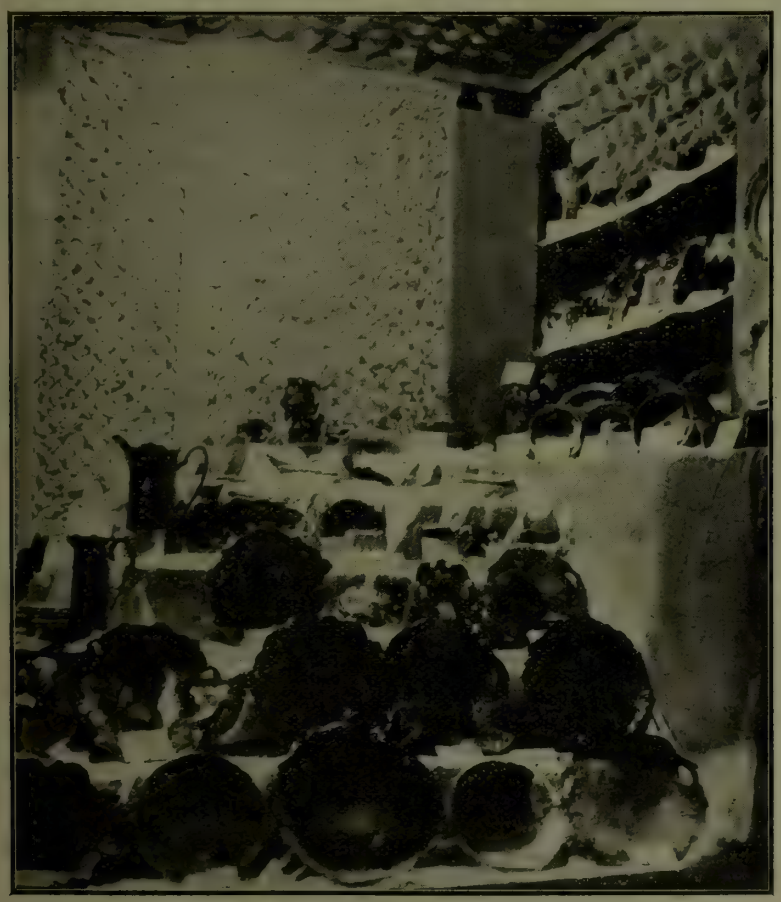
The window dressing and advertising competitions carried on recently attracted a good deal of interesting comment. We realize that these subjects are of vital interest to grocers generally and intend to pay considerable attention to both of them during the year. And you can help us in this in a way which will be mutually beneficial. When you have a window of groceries, candy, fruit or crockery that you are particularly proud of, have a fair-sized photograph taken and send it in to us. We'll be glad to reproduce it and to give you full credit for it, at least, as much as you deserve. We'll be glad also to receive ads. for criticism under our advertising specialist. This department seems to have been of considerable benefit in the past and we want it to be of service to you.

AN ATTRACTIVE CROCKERY WINDOW

Effective Scheme of Decoration From Colborne, Ont.—An Illustration of What Can Be Done Under Difficulties—How the Window Was Made.

It is not only in the larger towns that good specimens of window dressing are found. Here's a crockery window from the little town of Colborne, Ont., that for artistic arrangement and practical selling power compares very favorably with anything that has come to our attention. The window was dressed by Arthur E. Prince for Bradd Bros., grocers and crockery dealers, and shows considerable ingenuity. Ordinarily the windows of the store are open. Mr. Prince has built up a pleasing background and furthermore has added a roof, enclosing the display. He has also explained by Mr. Prince himself, as follows :

"The background of the display was light blue, over which white bunting was puffed. The background extended about two-thirds of the distance to the ceiling. The top was puffed in larger puffs than the back, and in each puff there was a ball of blue paper. At the side there were fourrows of puffs which slanted from the top down to the first shelf. The shelves were covered with blue paper and the stepped platform was covered first with blue paper and then with white bunting."



An Attractive Crockery Window in a Colborne, Ont., Grocery Store.

made good advantage of the shelves at the side of the window.

The arrangement of the china is well worked out indeed, the display being just irregular enough to take away any of the tendency to stiffness which is so likely to be evident in a small window of this kind. The step arrangement is an effective form of display and the fact that each piece of china bears a price ticket is another fact calculated to catch the eye of the passer-by.

How the window was built and the puffed background effect obtained are

AMENDMENT TO CRIMINAL CODE.

Member for Montreal Introduces Bill of Importance to Retailers.

From our special Ottawa correspondent.

Ottawa, Feb. 19.—Mr. Gervais, M.P. for Montreal, has introduced a bill to the House to amend section 498 of the Criminal Code in a manner which will be acceptable to the retail trade of the country. The section as it stands today in the statute, reads as follows :

498. Every one is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or to two years' imprisonment, or, if a corporation, is liable to a penalty not exceeding ten thousand dollars, and not less than one thousand dollars, who conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat or transportation company—

(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce ; or

(b) to restrain or injure trade or com, merce in relation to any such article or commodity ; or,

(c) to unduly prevent, limit, or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the price thereof ; or,

(d) to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity or in the price of insurance upon person or property.

2. Nothing in this section shall be construed to apply to combinations of workmen or employes for their own reasonable protection as such workmen or employes.

Mr. Gervais' amendment is to add the following words to sub-section (2) :— "or to retail or wholesale merchants or employers for their own reasonable protection as such retail or wholesale merchants or employers." An additional sub-section places the onus of any prosecution on the Attorney-General of the province, and it is in these words : "No prosecution shall be commenced under this section without the fiat of the Attorney-General for the province in which the charge is laid."

The member for St. James' division of Montreal, has been led to submit this important amendment to the House by reason of what he regards as the unfair prosecutions which have taken place in certain Ontario cities, notably Hamilton and London. He regards it as unjust that one section of the community, workmen or employes, shall be permitted to combine for their own protection, while the retail merchants of Canada are debarred from this privilege under the existing law. Mr. Gervais holds strong views as to the responsibility of the Government in trade matters. Instead of bringing respectable merchants before the courts, the Montreal representative holds that the Government should assume the responsibility of protecting the consumer against trade restrictions. Thus, assuming that a Retail Grocers' Association or a Retail Hardware Association were abnormally or unfairly to increase prices on one or more commodities, then the Government could meet the situation by temporarily reducing the customs duty upon such articles. In this way Mr. Gervais would remove the stigma of criminality from retail merchants and at the same time protect the householder from extortionate prices.

Richard Lewis, representing G. F. Sutton, Sons & Co., London, Eng., who is touring Canada with a view to opening up business here, called at the Toronto office of The Grocer on Saturday.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PACKAGE TEA CHANGES.

The Grocer received with considerable satisfaction this week the news that the leading package tea houses, with a few exceptions, have removed their twenty-five cent package from the market. This is a matter we have been strongly advocating for some months as being in the interests of the retailer and ultimately also, to the consumer, and we naturally feel that we can take considerable credit for the change which has just been made.

The larger packers freely admit that with the exceedingly high prices which have prevailed in all grades of common teas for a year or more they have been losing money in putting up a satisfactory package to sell wholesale at 20 cents. And with the record advances in these teas during the last few months the problem became a very serious one and it was seen that the business could not be carried on for any length of time on this losing basis. There were two lines of action possible. The packers must either increase the cost of their package to the retailer or raise the price to the consumer. It was realized that the retailer's profit would be anything but satisfactory if the wholesale price was raised, so the latter course was adopted and the twenty-five cent package was discontinued in favor of one at thirty cents. The change, if it makes any difference at all, should benefit the retailer. The wholesale prices on the thirty cent packages are twenty-four and twenty-five cents, so that his profit is practically the same, or at the former price, greater, than it was on the old basis. On the other hand also, the consumer will doubtless receive a better grade of tea in the thirty cent package. The consumer, if he only could be brought to believe it, really gets better all-round value, as he uses tea approaching the higher grades and should be educated to that standpoint. The abolition of the twenty-five cent package is a step in this direction and should be satisfactory to the retailer generally.

A PICNIC AT LONDON.

Considerable interest is being taken in several sections in Ontario in the suggestion, mentioned recently in our columns, that a union picnic of Western Ontario grocers should be held at London some time during the coming summer. The suggestion is a good one, and though February seems perhaps a peculiar time to talk about summer picnics the present is really the time when the matter should be considered.

As a site for a gathering of Western Ontario grocers, London is ideal. The excellent railway facilities would permit of the attendance of members of the trade from an exceedingly large section. Last year the London grocers picnicked in Toronto. Why shouldn't Toronto grocers picnic in London? The cities more closely situated would no doubt send along a good-sized quota and merchants in Sarnia, Windsor and other border towns could go and return without difficulty. Beside convenient location London has an abundance of natural attractions in her parks and beauty spots which deserve the acquaintance of the citizens of other towns and perhaps best of all, the city has a large and active retail grocers' association which would be perfectly capable and willing to handle a gathering such as is proposed.

MORE COMPLAINTS OF EXPORTS.

Canada's exports are certainly receiving heavy thumps from foreign markets in different parts of the world these days. And the matter is one which has assumed a very serious aspect. Last week we noted complaints from Japan in regard to shipments of Canadian butter. This week, even more discouraging reports have come in from the commercial agents and others, as is noted at greater length on another page, regarding Canadian apples in England.

Viewed from the standpoint of local dealers, these reports are to some small extent, exaggerated. They all agree, however, that there is a good deal of truth in the statements.

Undoubtedly these matters mean a great blow to Canadian trade. And, coming at a time when our export trade in these commodities is assuming a good deal of importance, the blow will be doubly harmful. It only needs a few such instances to cripple vitally our export business.

These matters must be investigated immediately. It is true that the peculiar conditions prevailing in the apple packing industry in Canada last season would seem to provide a reason for some of the conditions complained of but this should not be accepted as an excuse in this case. The fact that some Canadian dealers are disreputable enough to injure the whole Canadian export trade in the hope of a small amount of personal gain is exceedingly regrettable. The conditions complained of in regard to apples seem to point to the fact that the Fruit Marks Act is being toyed with.

It would seem an easy matter to trace these questionable shipments back to the Canadian firms who are responsible for them and to deal with these as the case justifies.

LINES OF SUGAR DECLINED.

The St. Lawrence sugar refinery reduced refined granulated and yellow sugar by ten cents per hundredweight early in the week. Other refiners have maintained their prices, claiming the decline of ten cents on refined in New York did not warrant a reduction here. The general opinion among jobbers seems to be that the St. Lawrence Co. has a surplus of stock which they would like to clear out, and that the decline is only of a temporary nature.

CHANGES IN AUSTRALIAN TARIFF

The Canadian Trade Commissioner in Australia, J. S. Larke, in a recent report, states that the new Australian tariff will be on the average five per cent. higher than the old, but on no one line will it be so high as to be practically prohibitive. On most lines the effect of the preference granted to Great Britain is of more value than the additions to the tariff. If Canada secures the advantage of this preference, its position will be materially improved over that which it occupied under the old tariff on many lines of goods which Australia must continue to import. The greatest impediment to Canadian trade in Australia will be hereafter, as it has been in past years, the inability of Canadian manufacturers to fill the orders that they might otherwise obtain.

THE SITUATION IN THE WEST

The Grain Exchange Charter Question—Wheat Markets Slumped But Recovering —Good Conditions in the Grocery Trade.

By our Special Winnipeg Correspondent.

The situation in the West has developed many features of interest during the past two weeks but the question of the amendments to the Grain Exchange charter continues to be paramount in grain circles at least. The gravity of the situation has increased rather than diminished. The agricultural committee have passed the bill in its most confiscatory form and have recommended it to the legislature in that form in spite of the representations made by counsel for the Grain Exchange. The Grain Exchange has filed a formal protest to the legislature against the passing of the bill, but it is not expected that this will have any effect in deterring the passage, which has apparently been determined upon by the Premier, Hon. R. P. Roblin.

* * *

To what extent the well ordered and well established grain markets will be disturbed and destroyed it is too early to determine, but, although there are differences of opinion on some passages of the bill and their effect, there seems to be but one opinion, outside of the Provincial Minister, pledged to it, and the little coterie of grain growers that have fathered the bill, and that is that it is unquestionably the most vicious piece of legislation that has ever been brought before a Canadian Parliament, and so far from accomplishing the end desired by its authors will have the effect of upsetting the entire grain trade, both domestic and export, possibly for years to come.

* * *

The wheat market has in common with world markets, suffered a very serious slump in the past ten days, but now shows signs of recovery and a return to normal conditions. It is worthy of note that the Winnipeg market was the slowest to break and has been the first to show recovery to any material extent. The receipts of wheat for inspection have been growing smaller daily for some time, and the receipts at country elevators still smaller, indeed the amount now in farmers' hands must be small indeed, and apart from any good wheat that may have been reserved for seed, is generally of low grade. When the slump reached good proportions there was a considerable revival of export trade, which has been very dull since the heavy Argentine shipments have begun to come in. The inquiry was for No. 1 and 2 Northern or else for low grades. The usual midwinter dullness which is always a feature of the early part of February, is passing and generally more active conditions are looked for as the season advances. In spite of the heavy weekly all-rail shipments, stocks are accumulating at the lake fronts, very much in excess of any previous year. Of course, during the entire season, there has never been a week when it has not been easy to carry wheat from interior points to the lakes, owing to the very open season.

* * *

The distribution of seed grain is being watched with keen interest by business men as well as farmers, for on the early seeding of a large area with good seed depends largely whether the year 1907 was as disastrous to mercantile interests as was at first anticipated. There is no question, that although conditions have not proved as bad as many anticipated, a backward spring with slow seeding and a scarcity of seed calculated to produce a vigorous crop would be very prejudicial and would precipitate many failures that are now being staved off. Recently there have been quite a number of rather material failures in Winnipeg though none of a character to occasion any very widespread loss. The tightening of things has been noticed, most especially in furniture lines, and one very large concern that did a heavy credit business in these lines has gone under and a receiver has been appointed. The period of rapid expansion through which the city has been passing, the very high rents, and the consequent renting of larger houses and putting in of new furniture and renting rooms that has been carried on to a surprising deegree, has been very largely done on the instalment plan. Many of the people with roomers are finding their rooms vacated or have been obliged to accept very much lower rents and in turn have not been able to keep up payments on furniture, so that this in a measure accounts for this branch of trade feeling the squeeze severely. Grocers, especially wholesale groders, and dealers in heavy and necessary clothing, report conditions better than they expected to find them when the winter season opened. They claim that the fact that people have had to spend so much less on fuel than usual has left more money to invest in food and clothing, whatever the reason the fact remains that accounts of this character have been very well met.

* * *

The real estate situation shows very decided improvement in the past two weeks, though the inquiry is almost entirely for inside properties and some fairly good deals have changed hands. It is noticeable that the best investors at the present time are English capitalists. There have been premature reports about local factories being bought by Old Country concerns and these have been strenuously denied by present holders but there no manner of doubt that important negotiations looking to transfers of this kind have been going on all winter and though some of them may fall through others will be carried to completion and very considerable expansion in local manufacturers may be looked for in this way.

The lumber and wood men have rejoiced greatly over the recent snow falls that have assisted materially in forwarding matters in the busy season. The cut of the winter has been a heavy one and there is now a good prospect that it will be gotten out without too much expense and trouble.—H.

TORONTO FRUIT MEN BOWL.

The Toronto Fruit Market on its busiest day looked tame compared with the lively scenes witnessed at the Toronto Bowling Club last Thursday evening, when the wholesale fruit men participated in their first tenpin tournament. A quiet fruit man is a rare article, so that the dullest imagination can picture pretty well what an animated lot of beings congregated that evening.

The games started sharply at eight o'clock, and then the fun began. The different participants were graded into three classes, A, B, and C, according to their estimated ability. Before the tournament was over the presence of some leading lights was in evidence. Chas. Kimpton was master of ceremonies, having for his assistants in directing the combat Messrs. Oke, Langskill and Stringer.

Class C, or the green fruit of the bunch in the tenpin game, was given the right of way and commenced doing all sorts of unusual things with the pins. Many fruitless attempts to dislodge the pins caused rounds of fun. After Class C had finished rolling, Class B and Class A started, the former being composed of bowlers of this year's standing, while the latter contained the so-called professionals of the bunch. Some splendid scoring was done by Class A.

At the conclusion of the games Chas. Kimpton ascended the throne and distributed the prizes of the evening to the winners. The prizes were won as follows :

Class A—Special prize for single high game, gold stick pin, presented by T. F. Ryan, won by Ted Oke, score 189.

For two high games : Total

First prize, cut glass—J. Langskill 321
Second prize, cuff links—T. Vance.. 317
Third prize, umbrella—W. B. Stringer..... 306
Fourth prize, necktie—N. Peters. . 280
Fifth prize, braces—E. Provan..... 279

Class B, single high game, fountain pen, R. Bain, 163.

Two high games : Total

First, cut glass berry bowl, F. C. Matthews..... 301
Second, watch fob—R. Powers. . . 271
Third, cuff links—F. Kimpton . . . 277
Fourth, umbrella—H. Peters 274
Fifth, umbrella—W. H. Despard . . 273
Sixth, braces—R. Husband 248
Seventh, braces—Cam. Husband . . 251
Eighth, necktie—Geo. Stewart . . . 245
Ninth, necktie—Geo. Everist 243
Tenth, shaving mug—Geo. Olcott . 242

In Class C sixteen prizes were handed out, including cut glass berry bowls, watch fobs, cuff links, braces, neckties, shaving mugs, etc.

Unsatisfactory Apple Shipments

Trade Commissioners in England and Newfoundland Complain of Past Season's Shipments—What a Liverpool Dealer Thinks—The Position of Local Shippers.

The past season seems to have been a very unsatisfactory one for Canadian apple shippers and judging from reports which are coming in from various sources a good many dealers seem to have been trying to make up for losses in Canada by using questionable methods in their export business. The following paragraphs give undeniable evidence of the unsatisfactory condition of a good many of last year's shipments of apples.

English Commissioner's Report.

In the current report of the Department of Trade and Commerce, J. B. Jackson, in a letter from Leeds, dated Jan. 22, 1908, speaking of Canadian apples on the British market says:

"The closing weeks of the apple season are now near at hand, and it is with much regret that I have to report that Canadian apples have not maintained their well-known reputation on the British market this season. Indeed, speaking from a knowledge of the principal markets in this district which include such important distributing centres as Leeds, Hull, Newcastle-on-Tyne and Sheffield, very many complaints have been made against the packing and grading in fact, the shipments this season are looked upon by the best judges in the trade as not only inferior in quality to those received for many years, but that the grading and packing has scarcely ever been worse.

Faulty Packing and Grading.

"Various complaints have reached this office from the leading houses in the trade, which, after being fully investigated, all point to the one regrettable fact, viz.: that the Fruit Marks Act has not been complied with. Different kinds of apples appear to have been indiscriminately packed together without any due regard to the grading. Especially does this apply to No. 2s., which has caused the merchants to go to the trouble and expense of having the apples repacked before they could be successfully disposed of to the retail trade. It must be remembered that packing of this kind is equally as disastrous in its effects to the merchant on this side as it is to the exporter in Canada. When the customers purchase a barrel of apples, which judging from the surface appearance, are of good sound quality throughout, but find, on investigation further, that this applies to the top layers only, then not only does this seriously injure the trade of the merchant, but, in the same way, materially lowers the reputation of Canadian fruit in his own estimation.

Cases of Complaints.

"An idea of the sort of grievances which have been found can be gathered from the following: A consignment of apples which were marked as No. 1 'Kings' and sold as such at auction to local merchants for 17s. per barrel, were, when opened, found to be inferior 'St. Lawrences,' and the purchasers eventually disposed of them for 5s. per barrel. Similar cases could also be quoted. Barrels, for instance marked as No. 1 'Spy,' turned out to contain No. 2 'Snows,' and No. 2 'Baldwins' were packed in barrels marked No. 2 'Spy,' and so on. It is also said that many barrels marked No. 1, were not entitled to that mark as the fruit was grubby and small. The complaint as to the smallness of the fruit by the way, is almost general in this district indeed, on account of this, many No. 1's have only, with difficulty, been disposed of at a price which good No. 2's have obtained in past seasons.

"The following paragraph, however, which appeared in the "British Fruit Grower" of January 9, 1908, is commended to the notice of fruit circles in Canada, coming as it does, from one of the recognized organs of the fruit trade in this country:

"'During the present season for Canadian and Nova Scotian apples our market representative has on two or three occasions called attention in his notes to the grading of these apples, the marks on the barrels (owing to the small size of the fruit in the crop) not representing the character of apples which had come to be associated with No. 1 and No. 2 grades in previous seasons. As the season has advanced the grievance felt by buyers has been accentuated by a distinct faling off in the actual grading of the apples, the first grade varying considerably in size of fruit, and in some cases the contents of the barrels should, in the opinion of some of the best judges in the trade, have been marked No. 3 instead of No. 1, and in a few instances No. 2 were found to be superior to the best mark.

"'It seems to us that, following the excessively dry season and the consequent all-round smaller size of the fruits, the Nova Scotia growers have failed to realize that the No. 1 grade of other seasons was not to be found, and that, in fact, there should have been none or very few of No. 1 marked. The 'large' apples of 1907 should have been packed as second grade. This explanation will, of course, not cover the instances where No. 2 and No. 1 have come mixed indiscriminately in one barrel. Some of the Nova Scotia fruit growers are as blind to their own interests as are their brothers on this side, and nothing short of coercion will ever make them pack fair and square. Nova Scotia has had a good name for square dealing in the past, but we would remind our friends on the other side that to be 'ill deemed is to be half hanged.' There is one point to which the growers may not be altogether to blame. Much of the fruit in Ontario and Nova Scotia is bought on the trees by Yankee and other packers, and it is quite within the possibilities that these gentlemen are responsible for some of the slipshod work. Such a thing as 'stove piping' the barrels of fruit in packing is not unknown to these Yankee gentlemen.

"'The only redeeming feature to the whole disagreeable business is that the shipments sent into this district by some of the reputable apple shippers of Ontario have been all right in packing and grading, taking into account the average size of the Canadian apple of this year—but even these did not realize the prices which should have been obtained owing to the false, fradulent and slipshod methods of those who were responsible for the actual packing of the majority of the fruit.

"'Canadian apples are to-day a poor second in this market to American apples, which have this year been better packed and graded than ever before.'"

Similar Reports From Newfoundland.

Somewhat similar reports are coming also from Newfoundland. In the same department report E. D. Arnaud, the resident commercial agent, writing from St. John's under date of January 30, says:

"My attention has again been called during the past season of apple imports to the unsatisfactory way in which several barrels sent here from Nova Scotia have been packed, and from a personal knowledge of the matter I am satisfied that the regulations laid down in the Fruit Marks Act were not observed, and that the complaints of the retailers here were well founded.

"It will be instructive to read what a local trade journal has recently had to say on the subject:

"'There is supposed to be a very rigid inspection of Canadian apples for export, but, notwithstanding, there is a crop of complaints again this year against the goods sent out. In England there is a vigorous kicking by retail fruit and grocery men, against the faulty nature of the Dominion Government inspection of apples, and St. John's grocers are making similar complaints. Many barrels of apples arriving here, branded No. 1 are, really only second grade, and second grade apples are merely 'windfalls.' Mr. Arnaud, the Canadian Commissioner, made strong representations on this subject to the Dominion Government last year, but though the lines of inspection were tightened, there is still much to complain of. Individual dealers have also

sent complaints to Canada, but the Dominion shippers always seem to make a plausible excuse, and wriggle clear of the complaints.' "

"When asked the other day why he didn't repudiate orders, and send inferior stuff back, one of the largest dealers in the city said : 'Under all the circumstances, it would never pay us to do so, and we must only grin and bear a situation which we cannot change. We order apples to reach us just when we want them in our trade, and if we don't accept what we get we will have no apples to supply our customers. In the case of unsound apples, if we make complaint, the shippers will say that the goods were all right when they left their hands, and they must have deteriorated on the voyage. There is no way to disprove this contention and rather than make a noise from which no benefit can come, St. John's dealers make the best of a bad bargain by sorting and picking, try to get their own money out of the lot. And even if a case be made out against the shippers, the latter will shift the blame over on the shoulders of the inspectors or growers, and that is the last word to be said on the subject."

An English Importer Speaks.

Added to this, the following letter from Liverpool, dated Feb. 8, from one of the largest firms of apple importers in England, shows how serious the matter really is :

"Editor, The Canadian Grocer.

"Dear Sir,—I have just received a copy of your valued paper, issued on January 24 last, and note with interest an article under the title, "Heavy Losses in Apples," to which I feel compelled to reply.

"You state in your article that ruinous prices are ruling on this side, resulting in heavy losses to speculators, and this would, of course, lead to inquiries as to the cause. I have every reason to know that the crop of Canadian apples this season was exceptionally large, and there is no doubt, to my mind, that it was underestimated, with the result that growers held out for high prices, and that the apple speculators both in England and America swallowed the bait.

"I maintain that if the apples had been properly graded and branded the result would have been profitable to speculators in spite of the heavy arrivals.

"The Liverpool market handles, as you are aware, an enormous quantity of apples, and to instance the variations in prices, the following figures, which are from the sale catalogue of last Wednesday will suffice, the apples in question being all branded No. 1, and ex "Welshman" at Liverpool, February 5 and 7 :

"Spies made as high as 21s; Baldwins as high as 19s; Ben Davis, 14s; and again, Spies made as low as 15s; Baldwins as low as 15s 6d, and Ben Davis, 13s.

"You will see that there is a difference in the prices of Spies of 6s, and yet, I repeat, that they were all branded 'No. 1.' The same variations exist in the case of Baldwins and Ben Davis. In the event of these prices being doubted, I may say that they can easily be verified, but the instances go to support the statement that Canadian apples have never been so badly and unfairly packed as this year.

"There is no doubt in my mind that the Canadian Government will no longer close their eyes to the fact that the 'Fruit Marks Act' is being played with, and some strong measures will have to be adopted in the near future if this industry is going to maintain its high place in the commerce of the world. The heavy crop is no excuse for false packing, because the demand was quite up to the supply, and the market for the best known brands, fairly packed, has been steady all the season.

"Some Canadian apple growers were recently in Liverpool and they could scarcely believe their eyes at some of the barrels they saw opened for their inspection.

"In conclusion, it is to be hoped that such steps will be taken by the government, supported by the press, to bring about a more desirable state of affairs, and thus prevent the recurrence of a season which buyers here are likely to remember.

(Signed) W. A. CROUCH."

The Canadian Viewpoint.

With a view to finding out how the matter was viewed by Canadian shippers, several leading dealers in Toronto were seen. It is generally conceded by them that there has been a lot of unscrupulous packing. As one shipper tritely put it, "Some of the packers have been rotten." But while there are good grounds for many of the complaints, it is manifestly unfair to denounce unsparingly the whole trade. In the fruit industry there are men, certainly, who seem to have no compunction as to how they grade and pack apples. But while this is so, there are a great many more who are perfectly honest and conscientious about their grading. One Canadian firm, out of shipments aggregating 60,000 barrels, has had practically no complaints about its apples.

Several exporters have pointed out that much of the trouble has arisen from the poor quality of apples this year. They were small and grubby, due to the late spring and cold autumn. The result was that the best apples branded as "No. 1's," were below the standard of other years. It is candidly admitted that apples have been packed as No. 1 which other years would be branded as No. 2, but which, considering this season's crop, were entitled to be graded as the best. This would go to show that circumstances, rather than fraud, had something to do with the unsatisfactory grading. The Dominion inspectors have been very active this year in investigating the apples business and enforcing the Fruit Marks Act. Several packers have been found guilty of questionable practices, but this has by no means been the general rule.

It is maintained again that market conditions have had a great deal to do with the complaints. The Canadian crop was exceptionally large, contrary to general expectations. "If the crop had been half what it is, there would have been little complaint about the grading," said one leading exporter. When the market broke and prices fell, it is alleged that English receivers endeavored to break their contracts and to do so used the argument of low quality and poor grading. One large consignor says that the excuses made by English receivers for the low prices obtained "bore every evidence of being made out of whole cloth." These are but samples of the arguments used in explanation of the charges of fraudulent grading and packing.

Another argument heard was the fact that large receiving points, like Liverpool, have at their disposal an inspector who has wide enough latitude to check the importation of illegally packed apples. It is contended that English buyers have thus the machinery at hand to stop these questionable practices. Should the inspector discover cases where the Fruit Marks Act is being tampered with all he has to do is report the offenders to the Dominion Government, which, thereby, becomes responsible for their prosecution. Exporters claim that this would help very materially to put an end to the dishonest methods of Canadian packers. While this fact may be true, it is not this that must be looked to for a remedy. The matter must be looked after here in Canada where the trouble originates.

HOW TO SELL ORANGES.

"Oranges by the peck." This—which was suggested in The Grocer recently—was the attractive feature of an advertisement of a local grocer during the past week, and in connection with the retailing of the golden fruit was certainly an innovation here. Care was taken to emphasize the fact that the oranges had been purchased in extensive quantities and that this plan had been devised for a quick disposal. It was also stated in the advertisement that the oranges were "large, juicy and sweet," and it is needless to say that the grocer did a brisk trade in oranges. The price was quoted at 35 cents, and lovers of oranges who have always been in the habit of buying them by the dozen recognized the opportunity as a snap of snaps, and the majority of those who wanted oranges bought them by the peck. While the merchant is not disposed to discuss profits, one thing is certain that he will not have many oranges of this particular kind on hand very long, and it is a certainty that he has been benefitted in other respects. The incident illustrates the advantages of originality in advertising and how "specials" from week to week can be made to attract new customers and add to the permanency of trade provided merit and honesty are not lacking. "Specials" have been the leverage by which the trade of the departmental stores has been built up—they are kept up from day to day, neveral allowing public interest to wane—and why can't they be used with a proportionate degree of success by the smaller merchants ?—Woodstock Correspondent.

FINAL MATCH POSTPONED.

Lack of ice caused the postponement of the final game in the Toronto Wholesalers' Hockey League till this evening, when, if 'Varsity rink's surface is in satisfactory condition, the T. Kinnear Co. and Jas. Lumbers Co.'s teams will line up for what promises to be a strenuous struggle. The fact that both teams are on the same terms and that this match decides the ownership of the cup, which has been in possession of the Brokers' team since last year.

*Grocery News from Coast to Coast

What is Doing in the Trade in Canadian Cities and Towns—Outlook Generally Considered Bright for Good Business in the Spring.

CHATHAM.

Tasty window dressing is steadily and swiftly advancing in favor among Maple City grocers. A stroll down King street any day will emphasize this fact. The groceries of the Maple City certainly never presented a higher average of effectiveness and tastiness in the matter of window display than they do this week. A few months ago "any old thing to fill up" seemed the general rule, with a few notable exceptions. To-day there is scarcely a window, even on unconspicuous side streets, where an effort is not noticeable to attract attention and custom from the passer-by. Just what has wrought the change is a little hard to fathom ; but there certainly has been a distinct advance. Doubtless, The Canadian Grocer, which the progressive grocers of the city read regularly, had a large share to do with it.

* * *

Last week the Palmer Baking Company, of which J. R. Palmer, formerly of Tilbury, is the head, took over the city bread route of E. A. Mounteer. The new proprietors are featuring a Table Queen loaf, in place of the Butternut bread, the rights of which they did not acquire. The Palmer Bakery is in many respects a model establishment. Thorough cleanliness is aimed at throughout, and the various departments, baking room, engine room, flour room and packing room, are so arranged that all are directly under the eye of the "man at the desk." A notable innovation is the use of gas for the ovens, as well as for light. The company has a large wholesale business, and with a present capacity of over 6,000 loaves daily, looks forward to enlarging in the near future.

* * *

An important change has just taken place in the management of the Chatham, Wallaceburg & Lake Erie electric railway, whereby D. A. Gordon, M.P. of Wallaceburg, becomes manager, in succession to Geo. J. Fielder, resigned. Mr. Gordon is general manager of the Wallaceburg Sugar Company, uncrowned king of Wallaceburg, and one of the big men of the west.

* * *

Assessors Gonne and French state that they expect to place an increase of $100,000 ion Chatham's assessment this year, judging from the increases in the wards so far assessed.

* * *

W. C. Crawford's "Big Store," at Tilbury, has inaugurated a tremendous campaign for business in the shape of a prize contest sale. The sale lasts during the month of February, and the prizes range from a grand piano downward. Each purchaser of one dollar's worth of goods receives a numbered coupon, and the lucky numbers draw the prizes. This applies only to cash sales ; though customers with accounts who settle before Feb. 29 are entitled to one coupon for every three dollars paid. The contest is being largely advertised in the various local papers in the vicinity of Tilbury. A helpful feature of the circular literature issued is a list of articles which can be purchased for the sum of $1.

* * *

Frye & Connelly, the new Wallaceburg bakery firm, started their route this week. Mr. Frye is well known in the restaurant business, while Mr. Connelly comes well recommended.

* * *

Jasperson's tobacco warehouse at Leamington was destroyed by fire early last week. The damage was $7,000, partly insured. About a dozen hands are thrown out of employment.

BARRIE.

Buying and storing apples for spring trade has been a losing venture with a great many merchants of the town. Several of the larger merchants who bought heavily in the fall and paid a high price, are now offering their holdings at from fifty to one dollar a barrel less than they paid for them and picked over stock at that. The trouble arose over the heavy rot which has occurred this winter. In the fall buyers paid as high as $3.50 a barrel for No. 1 Spys, but the average price paid was $3.

* * *

A week ago butter and eggs sold here at thirty-five cents all round and this week they are selling at twenty-five cents. The cause of this is the terrible storms of the previous two weeks. The farmers in this district have actually been snowbound for two and in some cases three weeks and are now flocking to town with their held-back produce and hence the great drop in the prices.

* * *

The Canadian Shredded Wheat Company made a hit with their shredded wheat banquet, which was held in one of the leading churches here this week. Needless to say, their demonstrations will not fade from the people's minds for some time. This is an excellent way of advertising and other firms might fall into line with advantage.

* * *

A terrible accident happened this week whereby an old man was killed. While walking along Dunlop Street a great piece of frozen snow and ice fell from the roof of one of the buildings, crushing his skull and almost killing him instantly. Other merchants and men in general are now looking at, and attending to their roofs. Merchants of other towns take notice of this before it comes home to you.

* * *

We are pleased to note the number of farmers throughout the surrounding country who have telephones in their homes, they are all beginning to see the conveniences of these instruments, both with their neighbors and storekeepers in town and country.

* * *

James Mills, Shanty Bay, is giving up business and is selling out his stock privately.

GUELPH.

Spring is here, so said one of Bobbie Willar's neat signs in Geo. William's grocery store window this week, and it certainly looked like it. This was one of the most attractive windows we have had in Guelph this year, and Mr. Willar had it very neatly dressed indeed. There were choice big juicy strawberries, nice and ripe in boxes, large bunches of white, crisp celery tied with pink and red ribbon, ripe tomatoes, green lettuce, mushrooms, new beets, carrots, turnips, radish and cauliflowers, which after the long cold days we have had looked very tempting and was greatly admired by the ladies, even if the prices were a shade too high for some of them.

* * *

The market Saturday was the poorest attended here for years and the prices were pretty stiff, more so than was really necessary, as the few fine days during the week had brought in enough produce to put the grocers on easy street, as nearly all the stores were overstocked with butter and eggs. Some stores advertised on Saturday 25 cents a dozen for eggs, and butter 25 cents a pound, while those few on the market got 35 cents. The roads were impassible but will be all right again by the beginning of the week.

* * *

The talk of removing the winter fair from Guelph to Toronto Junction has caused quite a little excitement among the merchants and our city council. But they all got busy and you may be pretty sure it will stay at home here where it was born and raised, right near the O.A.C., where they have got the experts who make the show the success it is.

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

INGERSOLL.

When will we get cheaper butter? This is the question that is agitating the mind of every householder at the present time. Of the commodities of daily consumption there is none in which the purchaser seems to get so little for his money as in a pound of butter. For weeks past first quality butter has been retailing here at 35 cents per pound. When this high-water mark was first reached the prediction was made that it would be only temporary, but it would really appear to have assumed a permanent nature. The assurance was given in the leading papers some time ago that to relieve the butter famine large consignments of foreign butter would be brought in, but if any of these have arrived, they certainly have not been noticed here. Very little of the dairy product is being marketed, while a large proportion of the creamery butter is brought in. There is probably nothing that would cause greater delight to the average family than to be able to buy good butter once more for twenty-five cents, or less, per pound.

* * *

The past week was a splendid one in business circles. The mild weather which followed the blizzards of the preceding week was an incentive for people to turn out again. The country people, especially, were quick to take advantage of the improved condition of the roads, and they made frequent trips to town, both with produce and for supplies. Poultry is not being marketed in very large quantities, but the farmers have been bringing in their wood and grain, and everyone knows that when the farmers come to town trade is always better.

* * *

C. C. L. Wilson, manager of the Ingersoll Packing Co., who was recently nominated by the Liberals of South Oxford as their standard-bearer for the next provincial election, has declined the nomination, owing to business responsibilities. Mr. Wilson's nomination was unanimous and the enthusiasm and harmony which prevailed at the meeting were striking tributes to his executive ability and far-reaching popularity.

* * *

The Ingersoll board of trade has reorganized for the present year and a period of unprecedented activity is anticipated. At the reorganization meeting there was a splendid rally of representative citizens, a feature which indicates that a lively interest is being taken in the work of the board. Much important work in the direction of industrial expansion can be accomplished by a live board of trade, and Ingersoll is one of the towns in Ontario that has vim and push and is anxious to become bigger and better in every respect. There are many encouraging signs at the present time and every effort will be made to gain one or more substantial industries during the year. Business men, above all others, should know the advantages of a larger number of industries, and not only here, but everywhere, they should join in the movement to build up their respective towns.

It is an old saying "that the poor are always with us" the truth of which cannot be questioned. But Ingersoll has been fortunate this year in comparison with other places. Speaking at the board of trade meeting last week, J. A. Coulter, president and manager of the John Morrow Screw Co., Limited, stated that he believed there was less poverty and fewer men idle in Ingersoll than in any other town in the province. He gave it as his opinion that there were not over fifty men out of employment here. This is certainly very gratifying to the merchants—in fact, everyone—when it is considered that in many places, some of them no larger than Ingersoll, hundreds have been out of work for months.

* * *

H. D. McCarty, grocer, who served as chairman of the board of education very acceptably last year, has retired from that body. Mr. McCarty was a valued member of the board for several years and has always evinced a keen interest in educational matters as well as civic affairs generally. On the eve of his retirement he banquetted his colleagues at Brooks Bros.' parlors, and a delightful social period was spent.

KINGSTON.

Our street cars were tied up for a week and some of our influential citizens waited on the City Council asking them to do the part they were responsible for, clean the snow off the streets and the company would, according to agreement, clean the tracks. A thousand of the unemployed got to work and made the snow fly. The greatest sufferers by the late snow storms were the poor delivery horses and woe betide the driver who acts cruelly to his horse if he is brought up before Magistrate Farrell.

* * *

Our Chinamen had their New Year's big time and they enjoyed themselves. They paid up all their debts and filled up on roast chicken, mushrooms, wine, fruits and candies.

It would be a good thing if a lot of Canadian people would follow their example and pay up. If a Chinaman sells out his laundry and owes you a bill his successor will pay it up cheerfully.

* * *

Mr. Draffin, representing The Geo. Matthews Co., of Peterboro, reports big sales of smoked meats and lard this week. He is introducing a good bacon cutter at a reasonable price. Mr. Draffin is very popular with the trade here.

* * *

Kenneth H. Munroe, of the Jacob Biscuit Co., is taking an extended tour of Europe, combining business and pleasure. His last card came from Inverness. He will have a lot to say when he comes back. I expect to see two columns in The Grocer from his pen. This would save him a lot of lectures for all his friends will expect a private discourse about his narrow escapes, etc.

* * *

Many of our grocers and their employes got valentines, generally one centers and with pretty rough hits in the form of poetry.

Mr. Thickson, of Kilgour Bros., Toronto, bagged a lot of orders here last week. He is popular and one of the kind of gripmen who get acquainted at once. He was a grocer behind the counter once, that's why. They make the best travelers.

* * *

Albert Glover has been laid up with quinzy for some time. Albert never liked being choked off. He is well liked by the trade and we hope to see him around soon again.

* * *

The McLaren Cheese Co. are demonstrating in the store of Ridden & Dyde, dispensing jelly and peanut butter. The demand for peanut butter has increased since they put the price down to 10 and 15 cents. The number of jelly powders is increasing and will soon catch up to the baking powders.

* * *

The fact of wholesalers selling to consumers is a great injustice to the retailer and retailers should boycott such. It is penny wise and pound foolish for, although retailers may keep quiet, they have sense enough to hold their orders for the straight wholesaler. I know of a wholesaler here who refused a large order from one of our hotels.

* * *

J. Gilbert has secured the contract for supplying the Industrial Home for the Aged for the year 1908, beginning March 1st. Jas. Crawford had it last year.

LONDON.

Trade, both wholesale and retail, continues quiet, bad roads affecting both. Teas are still advancing and sugars, coffees and other staples are firm. Travelers in on Saturday spoke most optimistically of the outlook, and are confident that as soon as the weather settles down and the roads improve, business will begin to hum. The same spirit of cheerfulness prevails in retail circles.

The rapid advance in the price of teas during the past couple of months is causing some uneasiness among the trade, as it is now apparently only a short time before the 25-cent goods will disappear from the market and the 30-cent line will be the lowest-priced obtainable. One dealer stated to-day that he had only enough 25-cent tea to last him another week and that after that he would be compelled to raise the price. There will still be a 25-cent tea, but the grocers believe that there will be very little of its used on account of the poor quality. Two reasons for the advance are given. One is that Russia formerly obtained most of its tea from Japan, but is now getting it from Ceylon, which is the source of most of the tea consumed here. The other reason is that India tea growers have found the rubber plant a much more profitable crop and are consequently diminishing their tea plantations and going more into rubber growing. The advance is four to five cents on Ceylon teas and about three cents on Japans and will affect the cheaper goods much more than the more expensive, because much larger quantities of the cheaper qualities are consumed.

The aldermen of London are moving in the direction of having the law so amended that bakers will be compelled to make bread of the weight of two and four pounds to the loaf. The Toronto council has been approached on the subject, and until it has been heard from no definite action will be taken. Local bakers meanwhile are up in arms over the suggestion and declare they will fight such a proposal to the death.

* * *

George Peters, the well known baker and confectioner, of Dundas and Richmond Streets, is dead, at the age of 78 years. He was one of the city's oldest business men, and leaves an estate valued at $25,000.

* * *

A downward tendency in the price of butter is noticeable, first-class creamery being sold on the market last week at 25 cents a pound.

* * *

The committee having charge of the arrangements for the grocers' banquet on the 27th inst. reports everything going on nicely. Already some seventy-five acceptances of invitations have been received and a big attendance is assured. The musical programme will be a feature, and among the expected speakers are the local members of the commons and legislature and the mayor.

* * *

John Bloomfield, formerly in the grocery business on Dundas Street, has purchased the McFie store and stock on the corner of King and Ridout Streets.

SASKATOON.

About two months ago the restaurant belonging to W. H. Gains was wiped out by fire. This week Mr. Gains opened new premises on Twentieth Street, with lunch counter and grill room, and is now ready to wait on the hungry as before. Mr. Gains has shown much enterprise in thus starting up so soon as it is said that in the recent fire he lost every cent he had.

* * *

The Hub cigar store has been fitted with a fine row of wall casings specially made for the handling of tobaccos, cigars and cigarettes. The new fittings are twenty feet in length, with glass front compartments and sliding doors, which may be removed for cleaning purposes. One feature of the arrangement is a small panel which slips below the different tiers and is fitted with a heavy removable felt pad, which by being kept damp allows a well regulated moisture to rise up through the case. Fred Mackinnon is the proprietor and the new arrangement is a vast improvement to the store.

* * *

Very little can be said regarding the grocery business this week, but the usual trade is being done at the stores, which is in keeping with the season of the year.

* * *

Some discussion is taking place just now in Prince Albert regarding the size of loaf which the bakers should make. The regulation size has been two pounds but the city council is preparing a by-law to make the size one and one-half pounds. The new by-law has been given its first reading, but the matter has been laid over in the meantime. A motion was passed that all the bakers in the city be notified to appear at the next meeting of the council to discuss the subject.

* * *

The Prince Albert board of trade has been granted $3,500 from the city for the purpose of carrying on its work during the present year. Much good work has been done in the past and this year it is hoped to push the advertising campaign still further.

* * *

The annual meeting has been held of the shareholders of the Farmers' Milling & Elevator Co., Ltd. R. S. Cook, president of the company, presided, and the balance sheet showed a profit of $3,763. The meeting was well attended and the shareholders were satisfied with the good showing the mill had made since it was put in operation less than a year ago.

VANCOUVER.

As far as features go in the local situation this week the scarcity of onions may be mentioned. These are difficult to get even at good prices and all that is available is Oregon stock, which retails at about five cents per pound. It will be another month at least, and more likely about a month and a half before the Australian onions arrive on the market and by that time the price will be stiff.

* * *

Local eggs are moving well, and as pointed out last week the continuation of the mild weather will mean a depreciation in eastern glycerine stock. This winter has been a mild one, and the Pacific coast spring is at hand, so it is not probable that there will be anything much of a cold spell. Locals sell at from 35 to 37½ wholesale, while eastern bring about 25 cents.

Hams and bacon are easy, and there are no changes in butter. There is no shortage of potatoes at present, though the Ashcroft, which is the favorite, go at from $28 to $30 per ton. Many of the lower mainland farmers have stocks of locals on hand, and at the market at New Westminster about $18 per ton was the price asked.

In the potato line, word comes from Dawson that the native article is beginning to loom up on the market there. Large amounts of potatoes have been shipped from Vancouver in past years, but with heavy freight charges, the people in the Yukon have tried to grow what they can. It has been estimated that fifteen per cent. of all the freight going into Dawson comprises potatoes, but according to the outlook this figure will be considerably reduced in the next few years. The Yukon people are favoring local spuds, with the result that gardeners are beginning to plant. One Dawson man will lay out twenty acres this spring in potatoes, and others, seeing the possibility of a good market, are planning large acreages. Some of the Dawson grocers are selling nothing but native potatoes this winter, and are meeting with success.

Up in the Yukon is where eggs are gold nuggets this time of year. Outside eggs have stiffened slightly, but advices do not say what the price is. It may be judged, however, when it is stated that after ranch eggs have taken a drop they were down to the low price of two dollars and a half a dozen, retailing in some of the restaurants at 75c. for two eggs.

* * *

Once in a while one hears of the benefits enjoyed by those south of the boundary line in comparison with those who live in Canadian territory. That the trusts make the consumer contribute liberally to their millions, which go to some European in a marriage trade, is shown by the statement of a visitor here. He comes from a small town near Spokane, Eastern Washington, and says that the people pay $2 a can for Eocene oil, and $1.75 for Pearl. After paying a heavy duty, Eocene sells here for $1.75 and Pearl for $1.65. There 12½ lbs. of sugar are given for a dollar, while here it is about 17 lbs. These, he said, are examples of the prices paid for staples controlled by combinations.

* * *

California vegetables are coming in freely, and the shipment which arrived this week by train is in very fine shape. The quality is much better by car than by boat, though in the latter instance the freight is much cheaper. Prices are high, cauliflowers bringing 25c. retail, radishes 10c. per bunch, and so on, but green goods are pretty nice this time of year and like the farmer in the joke, we must have them.

* * *

Apples are held in good quality and fair stocks at rather high prices. As a consequence there have been some importations from Eastern Washington. A couple of carloads have arrived lately, and it is possible to get a good cooking apple at from $1.25 to $1.50 per box. Good table brands can be had in locals and Wenatchee at about $2.

* * *

It is peculiar to note the varying success of creameries in different parts of the province. While the Victoria Creamery Association, on Vancouver Island, reported an excellent year at its annual meeting of a week ago, there is the complaint from Armstrong, in the Okanagan Valley that the creamery there is not accorded sufficient patronage in the summer, with the result that now, when butter is in great demand at good prices, the creamery has none to offer. Early last fall, the Armstrong creamery shareholders decided to close the plant, but a few of the directors got active and kept it in operation during the winter under lease. It is expected that a more general interest will be taken in the institution during the coming summer.

* * *

Organization business has been completed by the Enderby Fruit and Produce Association, in the Okanagan. It is the intention of the association to form a part of the B. C. Fruit and Produce Association, having its central office at Revelstoke. With good, responsible men in charge, this should prove a boon to the farmers and fruit growers in the vicinity of Enderby.

* * *

The last weekly auction held in connection with the market at New Westminster, was the best for several weeks. A number of fine dairy cows went under the hammer, and brought reasonable prices.

A peculiar feature has arisen in connection with the hop-growing business in Washington state, but it is hardly expected that it will have any effect on the business in British Columbia. In this province a considerable acreage is in hops at Agassiz and Chilliwack. So many prohibition enactments are before the National Congress that over 1,000 individual telegrams have been received by the Brewers' Association, protesting that the passing of these will seriously menace the hop-growing on the Pacific coast. Most of the hops grown in British Columbia are marketed in England, though at times some are sold in the United States, the growers being principally men from San Francisco.

MONTREAL.

In following up the suggestion made by a Point St. Charles grocer recently in regard to forming an English-speaking section of the Retail Grocers' Association, several calls were made upon the retail grocery trade in this connection, and in nearly every case the matter was received in a most favorable manner.

* * *

The idea is to hold meetings whereat the English language would be used, and to work in perfect harmony with the present association. As it is at present the business of the Retail Grocers' Association is carried on solely in the French language, and, as a consequence, the English speaking grocers, many of whom are not conversant with the French language, do not attend the meetings and thus are handicapped in the knowledge of what is going on. It is the general opinion that if an English section was formed it would be to the betterment of both sections. One would keep the other posted on their respective proceedings.

* * *

Business in Montreal this week has been brisk, despite the general high prices which rule. Butter is at a premium owing to the bad condition of the country roads, the farmers being unable to reach the markets. Eggs also are at a high price. Fresh laid, which are scarce, are quoted as high as 45c. a dozen.

* * *

The general high cost of living is being keenly felt by the working class. High class grocers report business as being as good as ever among the higher class of trade, although the payments are slower than usual. This is in consequence of the recent stringency in the money market, the big merchant or broker having felt the effect of the panic, are inclined to let their debts run on for a little, reserving as much cash as possible for their business, knowing that the stringency was to be only temporary.

The middle classes have not been affected to any extent as there has been steady employment for the office man and others fitting a like sphere, right through.

* * *

Wm. Dobie and G. H. Macfarlane, of the E. W. Gillett Co., Toronto, were in Montreal last week for a few days, on business.

NEW CANADIAN FACTORY

Large American Can Company Attracted by Growth of Canning Industry—Establishing a Modern Building and Equipment at Niagara Falls.

One of the most evident proofs of the remarkable growth of the Canadian canning industry is seen in the fact that recently a large American company, the Sanitary Can Co., of New York, has been attracted by prospects of business here, have established a Canadian branch of their company and are completing a modern factory and equipment at Niagara Falls.

This company has had a remarkable growth in the United States during the last few years. A daily capacity of 15,000 cans has grown until its capacity in 1907 was about 600,000 cans. The original plant at Fairport, N.Y., has grown to be one of the finest can plants in America. This plant has its own machine shop, generates its own power for heating and lighting, is equipped throughout with sprinkler system, has its own private telephone exchange, large can and tin plate warehouses, and is thoroughly equipped with modern appliances for making up-to-date cans. The plant at Indianapolis, Indiana, is of reinforced concrete construction, and is admitted to be one of the finest manufacturing plants in the city of Indianapolis. The factory at Bridgeton, N.J., is of cement block construction, and is modern in every respect.

The plant of the Canadian branch of this company is located at Niagara Falls, Ontario, and is now nearing completion. The manufacturing building is built of brick, three storeys in height, with dimensions of 60x175 feet. This plant will be operated by electric power, and will be complete in every detail. The admirable location of this plant in the centre of the fruit and vegetable district of Canada, together with the fine shipping facilities afforded by its location on the Michigan Central Railway, will assure packers of prompt shipment of cans when needed. This plant will be managed by James S. Carmer, who has been connected with the Sanitary Can Company of the United States.

The Sanitary can differs from the cap-hole can in that the entire end of the can is open for filling, and that the can is sealed without the use of solder or acid. The can, after filling, is sealed by making a perfectly air-tight package, which is not only more sanitary, but at the same time more attractive than the can sealed with solder. The advantage of the Sanitary can lies in the fact that goods can be more easily and more carefully filled through the open end than through the cap-hole with its sharp edge, which will necessarily result in the crushing and tearing of goods forced through it. This is particularly the case in the packing of tomatoes. Tomatoes packed in the Sanitary can can be packed whole, and will open whole, the fruit not having been torn to pieces by being forced through a cap-hole. Syrup goods such as pears, peaches, etc, packed in this way are not only packed whole, but when the can is opened, no black specks are seen, because of syrup having been scorched by hot capping steels; the fact that the Sanitary can is sealed without the use of heat will account for this.

The Sanitary enamel-lined can is used for the packing of red fruits and goods of strong acidity. It is a well-known fact that when goods of color are packed in tin, there is a chemical action takes place between the acid of the fruit and the tin, resulting in a bleaching out of contents of can. The enamel-lining of the Sanitary enamel-lined can prevents goods from coming in direct contact with tin, and this action cannot take place. Strawberries, raspberries, beets, red cherries, etc., packed in the Sanitary enamel-lined can, have the same natural color and flavor as the fresh fruit. There has been no chemical action and consequently no bleaching.

New Factory of the Sanitary Can Co., of Canada, at Niagara Falls, Ont.

Markets and Market Notes

Several Important Changes in Staple Lines This Week—Sugar and Beans Declined—Lines of Tobacco Advanced—Notes From the World's Markets.

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Butter—Firm.
Ham—Down ½c.
Beans—Down 10c.
Sugar—Down 10c.
Molasses—Scarce.

The feature of the markets this week is the reduction in sugar, it being down 10c. Business in this line has been slow for the past couple of weeks, but with the price reduced, an improvement is noticeable. Some tobaccos have gone up in price. Macdonald's "Napoleon" is advanced 2c per lb.; "Prince of Wales," 2c a lb. also, and his "Index" 1c. Evaporated apples are selling well at advanced prices. Beans are somewhat easier this week, as will be noticed in quotations. Butter is firm, and creamery and fresh rolls are being eagerly sought after. There is an easier feeling in hams, the price being down ½c. Some orders are still being booked for Easter, but as yet it is too early for much activity in this trade. Fish dealers are busily preparing for the Lenten season, which is now only two weeks off, and they all expect a brisk trade.

SUGAR—A drop of ten cents in sugar stimulated buying during the middle part of the week. The Canada Sugar Refining Company had not brought down their price at the time of writing, but the St. Lawrence was selling at lower figures.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, boxes, 100 lbs	5 15
" " 50 lbs	5 25
" 25 lbs	5 45
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—The market for syrup is unchanged. Molasses is becoming very scarce and local holdings are small. The stocks are not likely to be replenished until arrival of new crop.

Barbadoes, in puncheons	0 31 0 33
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—The market remains unchanged for maple products this week, there being but little demand at present.

Pure maple syrup, bulk, per lb	0 08 0 08
Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 08½ 0 09

TEA—There is nothing new on the tea market to report this week, except that dealers are looking forward to better business in consequence of the advance on package teas.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
Medium	0 22 0 25
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 19 0 20½
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—Business continues fair for coffees, especially for the milder grades. Prices are unchanged.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio No. 7	0 08½ 0 09
Santos	0 11 0 15
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—There is no change in dried fruits this week. Practically the same prices prevail as at last report.

Currants—	
Filiatras, uncleaned, barrels	0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07½
Finest Vostizzas "	0 03½ 0 09
Amalias "	0 08 0 08½
" 1 lb. packages	0 08
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07½ 0 08½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½
Selected, per lb	0 06½
Layers, "	0 06½ 0 07
Dates—	
Hallowees, per lb	0 05½
Sairs, per lb	0 04 0 04½
Packages "	0 05½ 0 06½
California Evaporated Fruits—	
Apricots, per lb	0 32
Peaches, "	0 18
Pears, "	0 18
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" ¼'s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 12
Choice seeded, 1-lb. pkgs	0 11 0 11½
Loose muscatels 3 crown	0 10 0 10½
" 4 crown	0 11 0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 10
" " " 50-60s	0 09½
" " " 60-70s	0 09
" " " 70-80s	0 08½
" " " 90-100s	0 08

SPICES—The spice market is unchanged this week. Prices are firm, but the demand is slow.

	Per lb.
Peppers, black	0 16 0 20
" white	0 22 0 27
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 25 0 60

RICE AND TAPIOCA—Tapioca is in a little better demand this week, while rice is still in slight request. Prices are the same as last week on both lines.

B rice in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06½ 0 07

BEANS—Beans continue firm, though it is possible to obtain supplies at slightly better figures this week. Reports from the west state that holders there are firm in their views, being able to get a pretty good price for offerings by Detroit and Chicago firms.

Choice prime beans	1 90 2 00

EVAPORATED APPLES—There is nothing new to report in evaporated apples, demand continues fair at old quotations.

Evaporated apples	0 09 0 10

RAW FURS—There has been no change in prices of raw furs this week.

Mink	5 00 6 00
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	2 50 3 50
Lynx	5 00 7 00
Otter	15 00 25 00
Fisher	5 00 7 00
Weasel	0 25 0 35
Muskrat	0 15 0 25
Canadian coon	0 75 1 25
Skunk	0 40 1 00
Bear, large	8 00 10 00
" small	3 00 5 00

CANNED GOODS

Montreal—There is little activity in canned goods worth speaking of as all the lines usually in demand at this season are moving out as they always do.

Toronto—Business passing is only fair and the recent advance seems to have had no noticeable effect. The wholesalers report that the new prices are being obtained without any difficulty.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals. Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted		8 92½
" " not pitted		7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
2's, white, pitted	2 45	2 42½
2's, " not pitted	1 95	1 92½
Currants—		
Gals., red, solid pack		7 67½
Gals., red, standard		5 42½
2's, red preserved	2 15	2 1 ½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard		5 92½
Gals. " solid pack		8 42½

Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard	....	6 77½
Gals., solid pack	....	8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 52½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's	....	1 49½
3's, " "	....	1 97½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 15	2 12½
whole	2 85	2 82½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 85	1 82½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 65	3 62½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 90
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLE

Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	....	1 12½
2's, whole, " "	....	1 02½
3's, sliced, " "	....	1 3.½
3's, whole, " "	....	1 27½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob	....	4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	0 97½	0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

ONTARIO MARKETS.

POINTERS—

Sugar—St. Lawrence declined 10c.
Tobacco—Advanced.
Package Teas—Advanced.
Teas—Continue strong.
Collections—Fair.

Toronto, Feb. 20, 1908.

Reports from wholesalers continue to be encouraging, and the majority report this week's business as substantially better than the transactions of the last fortnight. The financial side, too, while not altogether satisfactory, is more encouraging.

The event of the week has been the change made by the tea packing houses in their 25 and 30-cent lines of package teas. New wholesale prices are 24 and 25 cents on packages to retail at 30 cents. The advance was not a surprise, as it was well-known that the tea packing houses had been losing money on their 25-cent packages for some time, but it was not just known when the change would take place. The great advance on common teas during the last year has made this move necessary, and it is rather a cause for comment that it has not occurred before this. The abolition of the 25-cent package tea has been advocated for some time by The Grocer, and we feel that we can justly take considerable credit for the matter just consummated.

The other notable incidents of the week are the decline in St. Lawrence sugar and the advance in several lines of McDonald's tobaccos.

TEA—The opinion is expressed by some houses that the recent advance in package teas will have a beneficial effect on the sale of bulk teas for some time, at least. It cannot be said, however, that this is general.

Reports from the primary and British markets point to a continuance of and even a strengthening of the present high prices. A report from a reliable London house, dated Feb. 6th, says of the present situation:

"Owing to the two million increase in China imports last month, the stocks and bond show a decrease of only two millions on those of 1907. It may well be doubted, however, if these arrivals of China are likely to have much influence on the course of the market, for the teas are mostly of a very common description, and of a type which the public have previously refused to accept in their blends, as may be gathered from the low bids which have been offered by the trade. The details of total clearances given by the Brokers' Association, showing a deficiency of one million lbs., do not agree with the customs daily entries, which are fully equal to last year, so that the official figures when issued should disclose a more favorable position.

COFFEE—Local trade is fairly good, at steady prices.

SUGAR—A drop of 10c in St. Lawrence granulated is noted since last report. The general opinion seems to be that this is a result of overstock and is only temporary. Other lines are steady.

Paris lumps, in 50-lb. boxes	....	5 45
" in 100-lb. "	....	5 35
St. Lawrence granulated, barrels	....	4 40
Redpath's granulated	....	4 50
Acadia granulated	....	4 35
Berlin granulated	....	4 40
Phoenix	....	4 45
Bright coffee	....	4 40
No. 3 yellow	....	4 30
No. 2 "	....	4 20
No. 1 "	....	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business continues quiet at prevailing prices. Some houses report a brisk demand for goldenette, which, for 2's, is quoted at $1.30, but other lines are quiet.

RICE AND TAPIOCA—Only an ordinary staple business is being done on low stocks, tapioca, pa(ticularly, being scarce. Recent cables from primary markets report that shipments of new crop Patna rice will be on a very high basis, even threepence above last year's high prices being mentioned. This will place this variety on what is perhaps a record basis.

SPICES—Only a fair amount of business is passing at steady prices.

BEANS—Prices are on an even basis with last week's quotations, though the market is less steady, and there seems to be an easier tendency evident.

Beans, hand picked, per bush	1 75	1 95
" prime No. 1, "	1 80	1 85
" Lima, per lb	....	0 07½

EVAPORATED APPLES — A fair amount of business is being done on a steady market.

Evaporated apples	....	0 08½

HIDES AND WOOL—The market is in very unsatisfactory condition again, in sympathy with American flurries. The quality of receipts is not encouraging and little business is passing.

RETAIL GROCERS MEET.

Toronto Association Discussed Matters of Trade Interest on Monday Evening.

The Toronto Retail Grocers' Association held their regular monthly meeting on Monday evening in their rooms in the Temple Building.

The feature of the meeting was the presentation to retiring president Ben. Snow of a very handsome cabinet of cutlery. President Fred Thorn made the presentation in his usual graceful manner and Mr. Snow replied in a characteristic way which expressed his heartfelt appreciation of the remembrance.

Reports from the association's "At Home" on the evening of the 12th were very satisfactory and showed the function to have been a success financially as well as socially.

Several matters of trade interest were discussed during the evening, one of them the change made in package teas by the packing houses. Several present expressed themselves as against the change and announced their intention of pushing bulk teas in opposition to the package.

The matter of securing new members for the association and of generally strengthening it was also discussed.

A Snap in Canned Goods

Have you ever tasted Wethey's Laurel Plums? They are a treat—the syrup is heavy, **real heavy**—just like home and the flavor is delicious.

We want to introduce **Laurel Canned Goods** into every store. We want every grocer to be acquainted with our quality.

As a means of introduction we offer a limited quantity of **Lombard Plums,** heavy syrup, 2's, at **$1.10** per doz.

Now is your chance. Every can is guaranteed.
Does this attract you? Then act quickly.

You can sort up your order with any of the following lines at **cleaning up prices:**

SPINACH, 2's, per doz.	$1.25
SQUASH, 3's, per doz.	.90
PUMPKIN, 3's, per doz.	.80
WHOLE YELLOW PEACHES, 3's, per doz.	2.40
WHOLE WHITE PEACHES, 3's, per doz.	2.30
DAMSON PLUMS, H. S., 2's, per doz.	1.10
LOMBARD PLUMS, standard gallons, per doz.	2.75
WHITE CHERRIES, H. S., not pitted, per doz.	1.45

All the above F.O.B. Factory.

ARE YOU INTERESTED? NOW IS THE TIME TO BUY.

Tell us who your wholesaler is.

J. H. WETHEY LIMITED

St. Catharines, - Ontario

You Can Afford

to carry in stock none but the best groceries, fresh and of the highest quality. It would endanger your good name as a merchant to do otherwise. For the same strong reason you should fill your racks with none but

STAUNTON WALL PAPERS

They are the standard by which all others are measured—the papers which stand for quality unexcelled in the home-decorator's mind. Be prepared to supply the Spring demand.

If you find the call for certain patterns running ahead of the stock provided, write us—we'll likely be able to replenish your racks from our surplus. Or if you have delayed laying in your Spring supply a postal card request will bring samples prepaid.

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It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

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SCHRAM AUTOMATIC SEALER

EASY TO SEAL
EASY TO OPEN
CLEAR GLASS

Keeps fruit in perfect condition.
No rough edges to cut or injure hands.
No separate rubber rings to bother with.
When you buy a dozen jars you get twelve perfect jars ready for use,
Does not break in Sealing,
Does not break in Opening.

Fruit jar perfection is reached in the Schram Automatic Fruit Jars. They are a boon to the housewife who has long wished for a fruit jar that was "easy to seal" and "easy to open" and would keep fruit in perfect condition.

Schram Jars can be used for Olives, Honey, Mustard, Pickles and other articles that you carry in bulk.

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Schram Automatic Sealer Co. of Canada,

WATERLOO, ONTARIO LIMITED

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom" Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The YOUNG-THOMAS SOAP CO., Limited

REGINA, CANADA

Choicest Cured Meats
AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham — **Rolled Bacon**
Boneless Prepared Bacon — **Pure Lard**
Skinned Boneless Backs — **Lard Compound**
Finest Baker's Shortening, etc.

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

HAMS "Star Brand," made from well fed, well selected hogs. Mild cured and of delicious flavor.

BACON English Breakfast Bacon as cured by us is the finest on the market.

LARD Put up in 3, 5, 10, 20 and 60-pound pails; also in 1-lb. cartons.

These goods are all put up under Government Inspection and are sure to please you.

F. W. Fearman Co.
Limited
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from your customers' pockets into your till is a much easier matter when you endeavor to give the best value in return. And in the matter of

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CORONA BRAND

is, without the slightest question, really good value. The taste of it will convince your customer of this fact without any argument on your part.

BETTER SEND FOR OUR PRICES.
WE HAVE NO RETAIL STORES

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MONTREAL, : P.Q.

Ryan Brand Provisions

are inspected by the government inspector, and are always declared perfectly pure and wholesome. And every grocer who handles Ryan Brand Provisions is able to declare that they are popular and profitable. When you order a shipment of Ryan Brand—big or little—that shipment reaches you in good time. When you order Ryan Brand you get the best provisions delivered quick.

Prices Gladly Sent to You!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

General Dullness Characterizes Markets—Cheese is Firm and Butter Advancing—Hams and Lard Are Easier in Tone.

CHEESE AND BUTTER BULLETIN

Firm markets rule again this week in cheese, but there is not as much activity in the article as there was a week ago. Prices continue about the same, dealers asking around 13c to 13¼c, with some willing to take ¼c less than the lowest, and others who will not part with holdings unless they make the even ½c.

In the Old Country there has not been any material change in this market. Our prices have for some time been rather too high to greatly interest those in a position to buy on the other side, and it is apparent that they are awaiting a decline in quotations cabled by Canadian firms.

Business, however, is not quite at a standstill, for there are always some sales being made, small though they may be in the majority of instances. Holders have succeeded in getting a good price for what thus passed out of their hands. Getting it down to a fine point, holders are not very keen to dispose of what they have in store, and many of them do not care to offer anything large. They are quite content to sell in small lots so as to scatter the small supply they have over as large an area of customers as possible.

Whether stocks of cheese will last out until the new make is a question which none can decide. There are some houses who have fairly large lots in store, but it is impossible to obtain from everybody information as to the size of these holdings—which is not otherwise than could be expected—and consequently one cannot more than guess at what stocks in Montreal amount to this month. It is quite evident from the position taken by sellers that stocks are very considerably below last year.

Receipts of cheese last week amounted to 125 boxes, against 44 boxes previous week and 137 boxes same week last year. Total receipts for the season amount to 2,053,760 boxes, against 2,349,407 boxes same period 1906-07.

During the past week there has been more or less excitement in the butter market, due to the firmness that has characterized it. Prices are still very high and all things point to their maintenance, for the time being at least, which is rather paradoxical, considering the time of year it is. Those who expected prices to drop about this season were disappointed.

Dealers are asking 31c for finest fall creamery, though they will take less money. Current receipts range all the way from 28½c to 30c, according to quality, quantity, and other such considerations. Dairy is quoted 26c to 27c.

Reports which have reached here from the other side would indicate almost a famine in butter there. It has been known all along that they were none too well supplied, but it was also generally thought that the amount of New Zealand butter going into England was such as would keep them going for the time being at least. It is now apparent that this was all that was accomplished by the New Zealand article. Stocks did not accumulate at all, and with a market almost bare it is not surprising that prices should be very firm, with an advancing tendency, rather than a declining, as is usual at this season.

Many Canadian dealers had lots of New Zealand cheese on the water coming to Canada. They expected to bring it in here and sell it on a 30c market, which they could do, but seeing the state of affairs in the United Kingdom they did not think again of bringing the shipment through to Canada, but placed it on the Old Country market and disposed of it at good profit. Some quantities of New Zealand, Siberian and Irish factory which was held in Montreal was also reshipped to England and there sold at sufficient profit to pay freight both ways, carrying charges and a profit.

Dairy is as scarce as ever. Local trade is brisk enough and dealers would experience not the slightest trouble in disposing of all their holdings in one day if they desired to clean out, but they are wary and will not sell except in small lots.

Receipts of butter last week were 1,076 packages, against 225 packages previous week and 1,732 packages same week a year ago. Total receipts amount to 411,658 packages, against 606,748 packages.

THE PROVISION SITUATION

Conditions prevalent in the Canadian hog markets are slightly more encouraging this week than at last reports. Shipments to the British market were not so abnormally large last week as for the two weeks previous, and though it is still in a very weak condition it has recovered to some slight extent. Formerly the British market was swamped with Danish and American hogs. This week, consequent on considerably lighter deliveries, it is open for at least light shipments from other markets. Last week's Danish "killings" aggregated 36,000, which is fully ten thousand less than the previous week. American deliveries, while large, were also not equal to the previous week.

Business is still prevailingly quiet among Canadian packers. The storms which blocked the roads so as to practically cripple deliveries for two weeks has left effects which are not yet overcome, and the supply of hogs sent in has been comparatively light. Prices, too, are not particularly encouraging for many deliveries. They are on practically the same basis as last week, viz., for fed and watered stock, $4.90, and for hogs at factory, $5.30 to $5.40, according to distance. The next week will likely see some change in the situation.

Conditions in the American markets are summed up in the following weekly report of the New York Journal of Commerce:

Liquidation has been the order of the day in hog products, the past week as well as in grain, more in sympathy with wheat than with corn, as the latter has been held up by a bull pool, and values of which have not been readjusted to after-panic conditions and the general depression in trade, both at home and abroad, which has reduced the consumption of wheat and hog products to a point that packers have abandoned their early crop ideas that 4c. hogs and products were necessarily too cheap to continue the balance of the year. The heavy increase of stocks during January of 100,000,000 pounds, and the continued enormous receipts of hogs and the plentiful supply back in the country, have now convinced them that there will be no reaction in prices before the summer months, by which time it is feared stocks will have become burdensome instead of so light as to cause a recovery in prices before another packing season. This and the indisposition of the trade to buy beyond immediate wants and of exporters to take beyond after-panic purchases for forward shipment, have made the spot markets weaker than the future, with increasing pressure to sell all these products.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Dullness characterizes the market for provisions this week. Hams are slightly easier, as will be seen from quotations. Lard is easy. Some orders for Easter are being booked, but they are few in number.

Lard, pure, tierces	0 11½	0 12
" 56-lb. tubs	0 11¾	0 12¼
" 20-lb. pails, wood	0 12	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12	0 12
" " 5-lb. "	0 12⅛	0 12½
" " 3-lb. "	0 12½	0 12¾
Lard, compound, tierces, per lb.	0 08½	0 10
" " tubs	0 08⅝	0 11
" " 20-lb. pails, wood	0 09	0 10
" " 20-lb. pails, tin	0 08¼	0 09¼
" " cases, 10-lb. tins, 60 lbs. in case	0 09	0 11
" " " 5-lb. "	0 09½	0 11¼
" " " 3-lb. "	0 09¾	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The butter market is very firm, owing to short supplies. A slight advance over last week's prices is noticeable. There is scarcely any creamery, and very few fresh rolls coming in,

and a butter famine is likely to occur in a couple of weeks at the present rate. New York and Great Britain prices are so high that there can be no importations from these places, in fact, some quantity has been exported to England.

Creamery, fall make, boxes	0 31	0 32
Creamery, winter make, boxes	0 30	0 31
Dairy, tubs		0 25
Fresh large rolls	0 25½	0 26½

EGGS—Owing to scarcity of new laid eggs in the Canadian market, American eggs are being supplied, and these are being sold at fair prices under good demand. Pickled eggs are in good request also at 21c to 22c; cold storage are exhausted.

New laid	0 28	0 30
Pickled	0 21	0 22

CHEESE—The local cheese market is firm. There is a better Old Country inquiry. Stocks held here are light, and better prices are anticipated. This week's quotations are 64s 6d to 65s.

Cheese, old	0 14½	0 16
" new, large	0 14	0 14½
" " twins	0 14½	0 15

HONEY—The honey market is practically unchanged since last week, being firm, with a fair demand.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—Fresh killed poultry is very scarce. Cold storage stocks are very low. Demand continues good, and fairly high prices are anticipated during the spring season.

Turkey, per lb	0 16	0 18
Chickens and fowls, lb	0 13	0 14
Geese	0 11	0 12
Old fowls	0 10	0 11
Ducks	0 12	0 13

TORONTO.

PROVISIONS—Business is fair on the market. The demand, while not sharp, is considered satisfactory for this time of the year. Backs are scarce. An easier feeling is noticeable in lard, a drop all around of ½c being registered. Otherwise prices remain materially the same.

Long clear bacon, per lb	0 10	0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 14½	0 15
Medium hams, per lb	0 13½	0 14½
Large hams per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb		0 16
" pea meal		0 16½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11½
" tubs "		0 11½
" pails "	0 11½	0 12
" compounds, per lb		0 09
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—Prices have been advanced 1c on creamery prints, and 2c on solids. The market is extremely firm on account of the strong British demand, and the shortage of stocks here. Choice dairy prints are short, with the result that prices have advanced a point.

	Per lb.	
Creamery prints	0 31	0 34
Creamery solids		0 31
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—Prices are slightly lower than last week. New laid dropped 4c and 5c, but prices have revived and are now selling around 34c. The market is very fluctuating. Deliveries at present are light. A stiff market may be expected. Selects are lower.

Eggs, candled	0 22	0 23
" selects	0 26	0 27
" limed		0 21
" new laid	0 33	0 34

CHEESE—While the market is firm, no material changes are noticeable. The stocks are getting low and this fact sustains the prices.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13½

HONEY—Nothing new has happened. Dullness prevails.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" in comb, per doz	1 25	1 50

POULTRY — The market has been quiet. Deliveries have been small. Demand is just fair. Prices rule firm at old quotations. Good turkeys bring as high as 20c.

Live Weight.

Spring chickens, per lb	0 10
Old fowl	0 07
Ducks	0 08
Geese	0 08
Turkeys	0 10 0 12

Dressed weight.

Spring chickens, per lb	0 10	0 12
Old fowl	0 07	0 08
Ducks	0 12	0 14
Geese	0 12	0 13
Turkeys	0 17	0 18
Squabs, per doz		2 50

BUSINESS IMPROVING IN OSHAWA

C. H. Crysdale, of Oshawa, was in Toronto this week one one of his periodical business trips. Busy man and all that Mr. Crysdale is he has for some years found time to pay a good deal of attention to municipal matters in his town. He says that business is beginning to improve in Oshawa and the outlook is brighter on account of the fact that some of the large manufacturing industries there which were running on short time have increased the number of days on which their factories are running. In fact, most of them are now running on full time. During the last year or two a number of immigrants have settled in the town and during the winter some 65 families have had to be looked after. The way in which the town looks after them is somewhat unique. Several of the most prominent citizens donated substantial sums of money and this, instead of being used for charitable purposes, was utilized for paying the men for work they did. For example, the town got in a lot of stone and had this broken, remuneration for which came in the shape of provisions and household necessities in general, which were bought with the money which had been subscribed by private citizens. Then some of the water works mains were paid for in this way, so that instead of being a burden to the town these indigent people were really utilized for furthering the interests of the town. There are about half a dozen families which have proved so worthless that they are to be deported.

MOVING TO NEW WAREHOUSE.

The fine new warehouses and offices of the F. T. James Co., wholesale fish merchants, Toronto, are rapidly being finished. During the past week some of the stock has been removed from their present premises on Colborne St. to the new headquarters at the corner of Church and Colborne. The renovations and improvements are being pushed forward as quickly as possible in anticipation of a big Lenten business.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

POULTRY
MONTREAL MARKET FIRM.
Consignments to
P. POULIN & CO.
MONTREAL
are solicited. Prompt returns. No commission

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter
Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Jobbers Don't Know

We do not think that jobbers half appreciate how hard it is for a retailer to sell any Pork and Beans except Clark's, and how a retailer who does not handle them is apt to lose trade. If they did they would give up other lines and confine their energies to our celebrated goods.

Clark's Pork and Beans are as necessary to a well assorted stock as sugar or tea, and whatever else may be neglected, keep up your supply of "Clark's."

Your Customers Want Them

Clark's Pork and Beans plain

Clark's Pork and Beans with Chili Sauce

Clark's Pork and Beans with Tomato Sauce.

Wm. Clark, Montreal

Manufacturer

O'MARA'S BACON

I stock only

Pork and Pork Products

I don't sell Eggs or Cheese, Butter or Poultry.

I make the best

Bacon, Lard, Hams, Sausages and Cooked Meats

So I don't need any "Side Lines."

JOSEPH O'MARA

Pork Packer PALMERSTON, ONTARIO

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

PERSONALS.

Jack Morris, of the office staff of the Mooney Biscuit Co., Stratford, was in Toronto for a couple of days last week.

J. A. Herreboudt, Canadian agent for Chocolats Meurisse, was in Quebec the latter part of last week. He reports business good in the Ancient City.

R. Smeall, representing D. S. Perrin & Co., the biscuit manufacturers, of London, has returned from a successful trip through the Eastern Townships.

J. Hewitt, Canadian representative of the Shredded Wheat Co., who has been seriously ill for several weeks, is around attending to business again this week.

Fred Rose, formerly traveler for T. H. Estabrooks, has joined the traveling staff of the Cudahy Packing Co. and will utilize some of his energy in pushing the sale of Old Dutch Cleanser.

F. Abel Turcotte, lately with Turcotte, Freres & Co., wholesale grocers, of Quebec, was in Toronto this week, booking new business. Mr. Turcotte is establishing himself as a manufacturers' agent in Quebec, and was securing several lines from local houses.

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed.
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

REALLY PURE

FUSSELL'S THICK CREAM

(GOLDEN BUTTERFLY BRAND)

Is taken only from the richest meadowland milk, and you get it in just that pure, rich state, scientifically packed in tins only, without any sugar or chemical. It will keep fresh anywhere and for any length of time. Always insist on Fussell's.

Keep your Labels to get a Gold Watch Free.

FUSSELL & Co. Ltd., LONDON & NORWAY

Prices and Particulars of the Agents

John W. Bickle & Greening,	Hamilton, Ont.
Carman Escott & Co.,	Winnipeg, Man.
J. S. Creed.	Halifax, N.S.
C. Fairall Fisher,	Montreal.
Sol. Oppenheimer,	Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Canadians Love Good Cheer

The special favorites with the Canadian housewife are

Mott's

"Diamond" and "Elite" brands of

Chocolate

Their superior and uniform quality have made it easy for the housekeeper to turn out good work.

For Sale by every Jobber.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

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Pleasing the People

is giving them the best value for their money. And we are convinced—and so are a large number of dealers—that when it comes to flour, there is none so absolutely satisfactory to the consumer as

BUDA

"The Flour of Quality"

Order a car lot to-day. This is a blended flour of the highest quality. If you send in the first order from your locality we will give you sole control of Buda for your locality.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Wheat Depressed Through Reports From Argentine But Government Purchases Have Steadying Effects—Impassable Roads Affect Deliveries.

Prices in Canadian cereal markets continue fairly steady, though the general feeling is rather different than at last reports.

The wheat markets, for instance, have been depressed for some days, principally as a result of the reports of large crops and shipments from the Argentine Republic.

The appearance of the government in the grain markets as a buyer on a large scale has however kept the markets steady in the face of rather violent fluctuations on the Chicago exchange. It is estimated that government aid will be needed in the purchase of 1,400,000 bushels of wheat, 1,650,000 bushels of oats, and 300,000 bushels of barley. The announcement that the government would buy at least this much grain was not the only bullish factor developed by the appeal to Ottawa, for the official representations made to the Minister of the Interior placed on record statements concerning the failure of the crop in extensive areas which had not been widely realized before. The restrictions placed upon the grades of seed grain which can be used in the west are apt to make the task of procuring a sufficient quantity an expensive operation, and the sum appropriated, $2,850,000, will not be too large. So much depends upon the next crop that the government will no doubt receive valuable support from the grain dealers and exporters, and the expedition with which the situation has been handled will redound to the credit of both the federal and new provincial administrations. It is unfortunate that the great falling off in the Ontario oat crop will probably make it necessary for the government's agents to go into foreign markets to complete their requirements for seed oats.

The cereal markets continue fairly brisk though deliveries of supplies from country points have been very small on account of the almost impassable condition of the roads. Considerable shipping business is being done locally.

MONTREAL.

FLOUR—Flour is in good demand at present, but considerable trouble in shipping is being experienced, owing to unsettled weather conditions. Prices are unchanged.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 25
Glenora		5 65
Manitoba spring wheat patents		6 25
" strong bakers		5 55
Five Roses		6 10

FEED—The feed market remains firm and demand fair. Prices have not changed since last week.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 90	3 02½
" 80-lb. bags	2 75	2 87½
" bbls	6 10	6 35

ROLLED OATS—The market for rolled oats remains unchanged since last week.

Ontario bran	22 00	72 00
Ontario shorts	24 00	00 00
Manitoba shorts	23 00	24 00
" bran	22 00	23 00
Mouillie, milled	26 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 20

TORONTO.

FLOUR—The local market is somewhat demoralized this week and has sagged to some extent as a result of the reports of large crops and shipments from the Argentine. Prices have not changed, but the tendency is lower.

Manitoba Wheat.

60 per cent. patents	5 40	5 60
85 " "	5 15	5 20
Strong bakers	5 10	5 15

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Business is fairly brisk and considerable shipping trade is being done with country points. The impassable condition of the country roads has affected the deliveries of oats which for some days have been practically nil. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 85	3 00
Rolled oats, in wood, per bbl		6 55
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		6 40
" " " " in bags, 98 lbs.	2 90	3 25

TRADE NOTES.

H. C. Buchner, Tillsonburg, Ont., has sold his grocery to H. & N. Stilwell.

Leon Fontanel, Montreal, has just returned from a successful business trip to Europe.

D. Sinclair & Son, Makarok, Man., have been succeeded in the general store business by M. Evans.

The general store of the Dominion City Trading Co., Dominion City, Man., has been destroyed by fire.

K. Morrison, Saltcoats, Sask., who has been in the confectionery business, has sold to W. Parkinson.

John Grass, Ridgetown, Ont., has taken over the grocery and crockery business of O'Connor Bros.

Stilwell Bros., Tillsonburg, Ont., have purchased the grocery business lately carried on by H. C. Buchner.

Stewart, Lessard & Co. is the name of a new firm which has started in the hay and grain business in Montreal. They are located at 1384 St. Lawrence boulevard, and handle all kinds of flour, feed, hay and grain.

L. Fontanel & Co., Montreal, are sending out to the trade a very neat calendar for 1908. Retailers desiring one will be favored with it, on writing, mentioning The Canadian Grocer, to show that they are in the trade.

V. Monette & Co. is the name of a new concern which has started business at 781 Notre Dame St. East, Montreal. Mr. Monette, who will sell pickles, catsup, mustard, jam, paper in rolls, packages, and paper bags, has had an experience in the grocery manufacturing business for 14 years. During three of these he traveled in the Dominion.

You Are the Grocer

we want to convince. We want you to realize that you can make more sales of

Mooney's Perfection Cream Sodas

than of any other brand. You can do so because Perfection Sodas have that delicious and lasting crispness which delights the dainty and economical housewife. It's in the mixing, baking and packing, and by the use of strictly high-grade materials that we attain Perfection.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER, MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

CO-OPERATIVE BILL DELAYED

Will Probably Not Be Brought Up At This Session—Strong Opposition Has Developed Among Retail Merchants.

From our Special Ottawa Correspondent

Ottawa, Feb. 19.—A curious situation of affairs has developed in connection with the business of the House, one which led to a vigorous protest on the part of certain members last week. Your readers are doubtless well aware that facilities are provided in the rules of both Houses for the passage of private bill legislation. Of course, it is expected that the notices and petitions are regular in the first place, and are presented within the time called for by the rules, and after that it is generally plain sailing.

Of public bills there are two classes, those which proceed from the Government others which are presented by private members. It is with regard to the latter that difficulty has arisen.

Under the rules adopted a year ago, Thursdays, after the first four weeks of the session, are automatically absorbed by the Government for its business. It so happens that Thursday is the only day in the week upon which public bills in the hands of private members have precedence, and as Thursday is now a Government day it has not been possible for Mr. Monk to reach his bill respecting co-operation. It may be that the Thursday order of business heretofore existing may be adopted for Monday, because Parliament can change its order of business as often as it pleases, but in the event of such a change not being made, the co-operation measure is now effectively killed for the session.

I asked Mr. Lemieux this week if he were prepared to impliment his promise of last session to take over Mr. Monk's bill as a government measure. Mr. Lemieux stated that he was as warm a supporter as ever of the principle of co-operation, but so far he had not found an over-whelming demand for it. On the contrary, he realized that there was a very strong feeling against it on the part of the retail merchants of the country, especially with regard to the provision which would make it so easy for a co-operative society to become incorporated. Personally, he was not desirous of forcing his views respecting co-operation on the people of Canada unless they wanted the measure, and therefore, for the present at any rate, it would be left an open question whether or not the Government should take hold of Mr. Monk's bill or introduce a somewhat different one.

From the statement of the Minister it would appear that it is now up to the retail merchants to make their influence felt if they desire to block this legislation, or at any rate to minimize it to such an extent that the retail trade of the country will not be injured. In the meantime Mackenzie King, Deputy Minister of Labor, is gathering the latest statistics and reports of co-operative societies in different parts of the world for the use of parliament should the measure be taken up at this or some other session.

F. D. Monk., M.P., in expressing his thanks for a copy of The Canadian Grocer containing the article on co-operation says:

"I think the co-operative companies you mention in the article as having failed were as a rule, only co-operative in name; they were, in reality, either firms or joint stock companies, but they differed absolutely in principle from real co-operative societies. The underlying principle of co-operation lies in the fact that the society can only deal with its own members and this is no doubt the reason why co-operative societies, real ones, have never gone into bankruptcy." Mr. Monk, it may be mentioned, is as keen upon the subject as ever, and if the rules of the House will permit, will press his measure this session no matter whether the Government decides to deal with the subject or not.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Find out how your stock of dried fruits and nuts stands. Laporte, Martin & Co., Montreal, handle the best of brands in all these lines and their stock enables them to satisfy all demands at special prices. The firm quotes very low prices for vinegar for immediate or future delivery. Special and all popular brands at a bargain.—Advt.

Some special offers in canned goods are made by the J. H. Wethey Co., of St. Catharines, in a new full-page advertisement in this issue.—Advt.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

CALEDONIA MILLS
POT AND PEARL BARLEY AND FEED
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

MEURISSE CHOCOLATES

You are not getting all the profits coming to you if your stock does not include MEURISSE CHOCOLATES, the finest line of imported confectionery. Have given universal satisfaction and will win new trade for you.

Send your orders for

ORANGE CHOCOLATE CREAM BARS

to **CHOCOLATS MEURISSE**

J. A. HERREBOUDT, Manager
22 Lemoine St., - MONTREAL

Also Mathewson's Sons, Montreal: T. E. Charest, St. Gabriel St., Quebec, and W. C. Scott, 76 Queen St., Ottawa.

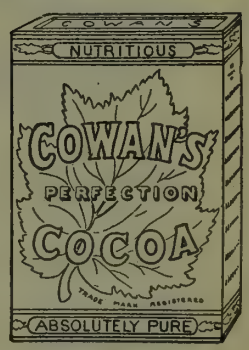
When you buy cocoanut see that you get **White Moss,** the product which leads the market, the outcome of years of experimenting. The name **White Moss** is the purity and excellence guarantee to you and your customers.

The Canadian Cocoanut Co. 613-619 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY.

Cowan's Cocoa and Chocolate



is absolutely pure

The best cocoa for you to sell is Cowan's, simply because it is the purest and healthiest on the market, and has a most delicious flavor. The profit is good and the sales continuous.

The Cowan Co., Ltd.

No Old Stock
WHY?

Our sales of California Navels being very large, have been able to close out ready for next arrival. Do not forget that

Golden Flower and Rose Brands

are the best. Also offering very fine Extra Choice, we know they will please.

Messina and California Lemons Grape Fruit, Pineapples, California Celery, Nuts, Figs, Dates, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

"Golden Flower"

oranges melt in your mouth, and create a deliciousness that tickles your palate. It's a treat to eat

"Golden Flower"

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Business Opening Up Better in Fruits —Potatoes Have An Easier Feeling —Anticipated Big Business in Fish During Lent.

There has been a much better feeling in the fruit market. The mild weather has brightened matters up considerably and a return to normal conditions will soon result. Oranges have been fairly active, though no advances have occurred. Bitter oranges are in good demand for marmalade purposes. An easier feeling is noticeable in lemons. Apples are firmer. Grape fruit is higher and good stuff is rather scarce. Cranberries are dull and short in quantity. The expected tumble in potatoes has happened, a decline of 5 cents for both Delawares and Ontarios being the feature of the market. The market has taken a weak turn and is decidedly easy. A fair demand is reported for domestic vegetables, fine samples of imported lettuce, tomatoes, strawberries and such lines are in evidence. They are not moving freely. Nor can they be expected to at such prices.

An unusually heavy run on fish is being looked forward to during the Lenten season. Prices, while exceedingly firm, are not quotably higher. Circumstances will in all probability cause a more or less general use. Grave fears are being entertained with regard to the available supplies of fish. A shortage seems likely, and it is expected that Boston will have to be drawn upon for supplies of haddocks and cod for a time.

MONTREAL.

GREEN FRUITS—Business in green fruits has been a shade better this week and a firmer tone is evident. Valencia oranges have advanced in price, being as high as $3.50 per case. Other lines are in fair demand at the old quotations. Bitter oranges are in good request for marmalade making.

Bananas, fine stalk	2 00
" jumbos	2 25
Cocoanuts, new, per bag	4 50
Lemons	2 25 2 50
Navel oranges	2 75 3 25
Florida oranges, box	3 00 3 00
Porto Rico oranges, box	2 50
Jamaica oranges, bbl	4 00
Valencia oranges	3 25 3 50
Tangerines, half-box	3 00
Pineapples, case	4 50
Grape fruit, box	3 00 4 50
Almeria Grapes, keg	4 00 5 00
Cape Cod cranberries, bbl	11 00
Nova Scotia cranberries, bbl	6 00 7 00
Kumquats qt	0 25
Strawberries qt	0 55
Apples Tameuse, bbl	4 00 5 00
" other fall varieties, bbl	2 00 5 00
Bitter oranges	2 50 2 75

VEGETABLES—Business has improved slightly this week. A firmer tone in the market is evident. Mushrooms, green beans, egg plant, Florida tomatoes and sweet potatoes have all been advanced in price, while Boston lettuce is reduced. Other lines are unchanged.

Parsley, per doz. bunches	0 35
American parsley, large bunches, doz	0 75
Sage, per doz	0 60
Savory, per doz	0 60
Cabbage, bbl	0 75 1 00
Turnips, bag	0 65 0 75
Celery, doz	0 25 1 00
California celery, crate	5 50
Water cress, large bunches, per doz	0 75
Spinach, bbl	4 00
Green peppers, crate	3 50
Boston hot house cucumbers, doz	2 50
Potatoes, per bag	1 00 1 15
Sweet Potatoes, basket	3 50
Beets bag	0 75 0 80
Carrots, bag	0 60 0 65
Tomatoes, Florida, crate	5 50
Tomatoes, hot house, per lb	0 35
Spanish onions, small crates	0 75 1 00
" " large crates	2 25
Canadian onions, lb	0 01½ 0 01½
Boston lettuce, hot house, per doz	0 75
No. 1 salt eels, lb	0 07½ 0 08
Radishes, doz	0 60
Bermuda parsley, crate	3 50
Mushrooms, per lb	0 85
Horse radish, per lb	0 12
Beans, green, basket	7 00
Egg plant, doz	2 00 3 00
Green peas, basket	5 00 5 50
California cauliflowers, per crate	4 00

FISH—Business continues very brisk in fish this week. Owing to the constant demand for fresh fish, a shortness is feared for the Lent season. It is expected that for the first two weeks of Lent it will be necessary to get supplies of haddock and cod from Boston, which will mean a much firmer market for these lines, but after that there is likely to be a new supply, and this, it is hoped, will relieve the situation. There are no boiled lobsters on the market. Some lines of pickled fish are off the market also.

Fresh and Frozen Fish.

Haddock, per lb	0 04½ 0 05
Halibut, per lb	0 08½ 0 09
Mackerel, "	0 09
Dore, "	0 07½ 0 08
Grass pike, lb	0 04½ 0 05
Cod fish, l	0 04½
Steak cod, lb	0 05½
Whitefish lb	0 08 0 07½
B.C. salmon, lb	0 08½ 0 09
Qualla Salmon, lb	0 07½ 0 08
No. 1 Smelts, lb	0 07½
New tomcods, bbl	2 35 2 50
Sea herring, bbl	1 60 1 75
Smoked and Salted—	
Haddies, box s. per lb	0 07½ 0 08
Kippered Herring, 50 in box	1 10
Smoked herring, per small box	0 16
Yarmouth Bloaters, per box	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases	5 25
Boneless cod, 20 lb. boxes	0 06½ 0 09
Boneless fish, 20-lb. boxes, blocks	0 05 0 05½
Boneless fish, 25-lb., boxes, per lb	0 05
Oysters and Lobsters—	
Standards, bulk, per imp. gal	1 50
Selects bulk, gal	1 70
Paper pails, 100, pint size	1 10
" 100, quart size	1 50
Live lobsters, lb	0 20
Pickled fish—	
No. 1 Labrador herring, per bbl	5 50
" " per half bbl	3 00
No. 1 Nova Scotia per bbl	5 00
" " per half-bbl	2 75
No. 1 Haddock, bbl	6 50
No. 1 Mackerel, 20-lb. kitts	1 75
Green cod, per bbl	6 00
Medium " " "	7 50
Large " " "	8 00
Labrador Salmon, ½-bbls	8 50

TORONTO.

GREEN FRUITS—There has been a healthier tone to the market this week due to the milder weather. Demand is opening up again satisfactorily and should soon recover its normal character. Oranges have been a shade more active. Prices are not materially changed. Floridas are getting low. Bitter oranges have been quite strong in demand for marmalade purposes. A slightly easier feeling is found in lemons. Grape fruit remains high. Cranberries are quiet, stocks being contracted. Apples are much firmer and are recovering from their demoralization. Bananas are dull and unchanged.

Oranges, Florida's, new	2 00
" navals, new	2 75 3 25
" Valencias	4 50 5 00
" Murcias	1 50
" Bahamas	1 75 2 00
Oranges, bitter	2 50 2 50
Lemons, California, 240, 300, 360, 420	3 00 3 00
" Messinas, new crop	2 50 2 75

Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Quinces, per basket	0 50	0 60
Cranberries per bbl	7 00	10 00
Almeria grapes, per keg	5 50	6 00
Tangerines	3 00	4 00

VEGETABLES—As predicted last week, the potato market has taken an easy turn. Prices have declined 5 cents and a further slump is practically assured. More favorable weather conditions have opened up supplies. Turnips are reported scarce. Parsnips are more plentiful. Many lines of fancy imported stuff are on the market, but are decidedly slow. Some extra fine lots of cucumbers, carrots, strawberries and lettuce are in evidence. Some changes in prices are noticeable.

New Brunswick Delawares, per bag	1 10	1 20
New potatoes, Canadian, per bshl	1 05	1 20
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz		0 75
Beets, per bag	0 90	0 25
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 50
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 15
Cucumbers imported per doz		2 50
Tomatoes, imported, per crate		4 50
Strawberries, per box		0 65
Mushrooms, per lb		0 65
Pineapples, per crate		5 50

FISH—Business is slowly recovering its normal proportions. The effects of the recent snowstorms are still felt in outside points, country roads being in many cases impassable. With the approach of Lent, however, a firmer feeling is noticeable in the market. Prices have not advanced any but the sharp demand that is assured in a short time will likely stiffen prices. Supplies are satisfactory at present, but there are fears of a marked shortage in finnan haddie, cod and a few other lines.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08
Flounders, per lb		0 04½
Bloaters, Yarmouth, per box		1 10

TRADE NOTES.

Soper & Livington, general merchants, of Alvinston, Ont., have assigned.

Batham & Girvin, general merchants, of Govan Station, Sask., have dissolved partnership.

A new high-class grocery store has been opened at 390 Logan Ave., Winnipeg, by J. Brown and Arthur Bertrand. Mr. Brown is a recent arrival in Winnipeg from Glasgow, Scotland, where he had a long experience in the grocery and provision business. Mr. Bertrand was formerly with the Hudson's Bay Co., in their grocery department, and later with F. E. Weldon Co., Winnipeg. His experience with these two firms taught him the wisdom of handling high-class goods. The new firm states that it intends to specialize in goods of western manufacture.

Home Guard Brand

In Marmalade Oranges

Means exactly the same as ***Home Guard*** in Lemons. These two lines are packed by the same man only the ***Home Guard*** Marmalades make their debut in Canada this season, due here to-morrow. If you want the best buy ***Home Guard.***

WHITE & CO., Limited

Toronto and Hamilton

NOTE

In arrivals after the next couple of weeks, watch out for the (Fancy) brands of lemons—the ones that melt in the box — that's the time of year you find ***"St. Nicholas"*** cheap at any price.

W. B. STRINGER & CO., Sole Agents, TORONTO

"GOLDEN ORANGE" Brand

NAVEL ORANGES

Grown and Packed at

Arlington Heights, California

Stand unrivalled and alone, for **Quality** and **Appearance.** Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

HUGH WALKER & SON

Established 1861 **Guelph, Ont.**

"BRONCO"

Brand

Navel Oranges

As much difference in ORANGES as in Diamonds only to get the "pure quill" you don't have to pay but very little more than for the poor kind.

Poor economy to sell your trade poor oranges.

Buy the Best California Pride

Juicy, Sweet, Delicious

White & Co.

Limited

Toronto

Sole Agents "Bronco Brand" on the market for over 12 years

WAREHOUSE ON WHARVES?

Montreal Dealers Surprised—Say Such a Building is Unnecessary.

Members of the Montreal Produce Association were greatly surprised when shown an extract from the report of the Dairy and Cold Storage Commission, just brought down in parliament, recommending the erection of a large storage warehouse on the wharves at Montreal. It was an entirely new point to all of them, and several declared without reservation that it was needless for there was already sufficient excellent cold storage accommodation in Montreal, and that the carrying out of this recommendation would be like carrying coals to Newcastle. They were at a loss to know whence the agitation had come. A. A. Ayer, president of the association, further declared that a large warehouse was an impracticability; that no railway could carry to it, delivering to the different consignees of whom there might be four or five for each carload, some hundred or hundred and fifty carloads a day. This amount was not excessive for a flush day and it had to be handled box by box. Warehouses in different centres were necessary. There were now six cold storage establishments in the city, three semi-private, and three public, and none of these were full last year. Four would not be taxed to their capacity. "I don't believe that one case of butter or cheese was damaged last year when being transferred from the warehouse to the vessel, or from the railway to the warehouse," he said. "When cheese or butter is properly cooled it is several hours before it is affected by the heat."

TRADE NOTES.

F. P. Watson, grocer of Victoria, B.C., has assigned.

Mrs. G. A. Padget, Ottawa, is going out of the grocery business.

C. O. Dupius, grocer, of Montreal, has made an assignment.

Pierre Godreau, grocer, of St. Johns, Que., has made an assignment.

Houle & Fortier, Plessisville, Que., are starting a general store business.

P. Campbell & Co., grocers, of Montreal, have sold to K. Harrison.

P. Parenteau, general merchant, of St. Jean Baptiste, Man., has assigned.

The assets of A. Langlois, general merchant of Peice, Que., have been sold.

U. Senecal, general merchant, of St. Eugene de Grantham, Que., has assigned.

The assets of F. Alteen, general merchant, of Latchford, Ont., have been sold.

The Cockburn Mercantile Co., Sturgeon Falls, Ont., has gone into liquidation.

C. H. Gill & Co., general merchants, of Trail, B.C., have made an assignment.

The general store of Thos. Dessantis, Sherkston, Ont., was destroyed by fire last week.

E. Freedman, general merchant, of Teulan, Man., has been succeeded by J. J. Bond.

R. Anderson, Vermillion Bay, Ont., has sold his general store business to M. Greenbat.

Ladell & Butcher, Camrose, Alta., have taken over the general store business of Ernest Roaper.

Powell Bros., Carleton Place, Ont., have taken over the grocery business of Alex. Sibbett.

D. A. Squires, Clearwater, Man., has taken over the general store business of W. J. Currie.

Beam & Kraft, general merchants, of Ridgeway, Ont., have dissolved partnership, F. C. Beam continuing the business.

JUST RECEIVED

Canned Mackerel, 1-lb. tins, talls and flats,
No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspe Herring,
Large Frozen Newfoundland Herring,
Frozen Tomcods, Frozen Flounders.

Choice Stock. Quality Guaranteed. Attractive Prices.

J. & R. McLEA

WHOLESALE FISH

23 COMMON ST., - MONTREAL

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

JOHN E. CASSIDY

Highest Quality Oysters

WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

TO LET

MODERN PRODUCE STORES

Our new warehouse at 672 and 690 Main Street, St. John, has four ground floor stores which are offered for rental. Location, practically centre of city of 50,000 people; three minutes from Union Station; two hundred feet from street car transfer, two lines of which pass the doors. Specially designed for fruits, meats, fish or dairy goods. **Each equipped with cork-insulated cooling chamber** connected to our machines. Steel finished, hardwood floors, plate fronts, electric lights, office space and toilet rooms. **Rentals include light and refrigeration.** Will let singly or all to one party. Possession at once. For terms, write or call on

The New Brunswick Cold Storage Co.
Limited

St. John, N.B.

CUBAN ORANGES

We still have a few left and will sell at the old price, $2.00 per box.

Consignments Butter, Eggs and Poultry Solicited.

THE DAWSON COMMISSION CO., - TORONTO

DUFF'S CHOICE

NO. 1 LABRADOR HERRING

Mild cured. All new packed. Fully Guaranteed. Sold in barrels, ½-bbls. and 20 lb. pails. Special prices on 5-bbl. lots or over.

Packed by the makers of the celebrated HALIFAX, ACADIA and BLUENOSE BRANDS of Prepared Boneless Codfish.

ATLANTIC FISH COMPANIES LTD
Nova Scotia.
A. H. BRITTAIN & CO.
Sales Agents
MONTREAL

Buy Brunswick Brand Canned Goods

¼ Oil Sardines (Sanitary)
¼ Oil Sardines (Hand Made)
¼ Mustard Sardines (Sanitary)
¼ Tomato Sardines (Hand)
¾ Mustard Sardines (Sanitary)
1-lb. Clams
1-lb. Scallops
Herring in Tomato Sauce
Kippered Herring
Finnan Haddies
Fresh Herring

Connors Bros., Limited
Black's Harbor, N.B.

Surprising Sale

Marmalade Oranges

Did you read in the last issue of *The Grocer* of the success of a Guelph retailer in selling marmalade oranges?

This is the season. He has the right idea, which is worth emulating. Look it up.

We have the Marmalade Oranges

Choicest variety. Direct shipment to us. Prices lowest market.

Send in Your Order.

The Montreal Fruit Exchange
195 McGill St., Montreal
J. F. McLEAN, Proprietor

OUR LEADER

Frozen Sea Herring

Choicest, Bright Fish. Large Ones, Too.

Our supply of Cod, Haddock, Halibut, Pickerel, Salmon, Whitefish, Smelts, Pike, is complete. Send for our price list. It will interest you, particularly as Lent is rapidly approaching.

ALL KINDS OF FISH IN SEASON

CANADA'S LARGEST FISH AND OYSTER DEPOT

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House

MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

SPECIAL!

SALT FISH IN BARRELS

No 1 Labrador Herrings, $5.25 per 200-lb. bbl.
" " " 3.00 per 100-lb. keg.
No. 1 Trout - - 6.25 per 100-lb. bbl.

These prices are for this week only.

A Full Line of All Kinds Fish

The F. T. James Co., Limited

Toronto

This is

OYSTER

Weather

The kind you have been asking for.

Now is the time to reap your harvest in the Oyster business.

Buy the best

H. C. ROWE & CO'S

"Long Island Native"

OYSTERS

Handled exclusively by

White & Co., Ltd.

Toronto and Hamilton

Orders filled on short notice no disappointments.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

BUSINESS CHANCES.

GENERAL store with stock, direct line Grand Trunk railway survey, point of heaviest construction work; genuine proposition for energetic young man, and worthy of investigation. For particulars address Box 179, CANADIAN GROCER, Toronto. (9)

WANTED.

WANTED—Responsible salesman selling to retail grocers to handle sideline paying an A1 commission; no sample to carry; circulars only. Address Box 178, CANADIAN GROCER, Toronto. (8)

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

SITUATIONS WANTED.

YOUNG man with several years' experience in city grain office wants position in country store with chance to learn business, Box 17, CANADIAN GROCER, Union Bank Building, Winnipeg. (9)

JAMS, JELLIES, CANNED GOODS, ETC.—Up-to-date factory superintendent open for engagement; best references; correspondence invited. I. W., CANADIAN GROCER office, Toronto. (7)

TEA SALESMAN—I am now open for engagement as above or as assistant to produce broker; would consider partnership proposition; excellent references and well known. Jas. J. Pickup, 83 Shuter St., Toronto. [8]

A SUCCESSFUL advertising and specialty salesman in grocery lines, favorably known to the wholesale and retail trade throughout Ontario is open for engagement. Box 180, CANADIAN GROCER, Toronto. [9]

AGENTS WANTED.

SARDINE AGENCY—Large Norwegian packers of sardines want energetic agents in the different parts of Canada. Applications marked "Quality" to the CANADIAN GROCER, Toronto. (8)

AGENCY WANTED.

MANUFACTURERS, millers and exporters seeking a market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by a man having had ten years in the grocery, flour and feed business. Best of references. Address J.J., care of CANADIAN GROCER, Toronto. (12)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TRAVELERS WANTED.

WANTED—Traveler calling on grocers and druggists in Ontario to handle line of Swiss milk chocolate on commission. Apply Box 181, CANADIAN GROCER, Toronto. [8]

FOR SALE

FOR SALE—Prosperous business, that pays every week in the year, established six years, best business corner in town. Open to good man at invoice price plus freight. Stock carried, $2000.00, rent $35.00 per month. Apply Robinson & Greenwood, New Liskeard, Ont.

NEW FRUIT JAR FACTORY.

Large American Firm Will Manufacture An Improved Jar Here.

The Schram Automatic Sealer Co., of St. Louis, Mo., whose fruit jars have made such an impression upon the dealers and housekeepers of the United States, has opened up business in Canada. A new company under Canadian charter, with associated Canadian capitalists, was formed last week and will be known as the Schram Automatic Sealer Co., of Canada, Limited. A. L. Schram, vice-president, Leo. A. D. Drey, manager, and D. Sommers, president of the Canadian company, have been in Canada for some time past, looking for a suitable site for the manufacture of the sealer caps, and Waterloo, Ont., was selected. The officials of the company have also been looking around for suitable sites for the location of a glass plant and as several desirable ones were inspected, it is expected that the selection will shortly be announced.

It is welcome news to learn that another United States industry has decided to open up a branch manufactory in Canada. The Schram Co.'s success across the border has been simply phenomenal, the first year's sales amounting to over 400 cars. The introduction into the Canadian market promises equally good results as the first call upon the trade brought in orders for 76 carloads. "The U.S. plant at Hillsboro, Ill., employing 250 hands, is the only fruit jar plant in operation in the United States," said Mr. Drey, "and unlike other plants, we carried over no stock. As the glass manufacture is limited to the cold seasons, we are forced to operate day and night to our utmost capacity. We cannot manufacture during the hot weather. The capacity of our Hillsboro plant is 114 jars a minute, and 120 caps, which means 14,400,000 jars in the 10 months we operate the plant. During July and August we shut down for repairs and on account of the heat. After our Canadian plant is in full operation the Canadian company intends exploiting the English, German and French markets."

The Schram Automatic Sealer Co., of Canada, Limited, claim advantages over other fruit jars and these are clearly set out in their advertisement in another part of this issue. That the jar will be a welcome one to Canadian housekeepers and consequently a profitable line for the dealer to handle, should be borne out by its popularity in the United States.

TRADE NOTES.

McAllen & Tremblay, grocers, of Fort William, Ont., have made an assignment.

H. J. Borget, who has been conducting a general store in Beigland, Ont., has assigned.

Robt. Holmes, Parry Sound, Ont., has purchased the grocery business of G. D. Kennedy.

Mrs. J. E. Sume, Dunnville, Ont., has sold her general store business to Joseph Franklin.

B. Robinson, general merchant, of Ruddell, Sask., has been succeeded by Robinson & Harper.

It is to Your Advantage

to handle the Cigars that the majority of exacting smokers insist upon getting:

Royal Sport and Hogen Mogen

The sooner you stock up the greater the profits you will secure from sales.

Write us:

The Sherbrooke Cigar Co., Sherbrooke, Que.

T. & B.

is a pipe tobacco which contains every element desired by the discriminating smoker. You can go from here to Timbuctoo and you'll not discover a brand of pipe tobacco which can beat it in flavor and purity. There is absolutely no "dope" in T. & B.—just pure leaf tobacco, properly cured and cut. It is handled only by clean people in a model factory. It is mild and fragrant and moderate in price; and you can handle it with an assurance of good profits and continuous sales.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

NEW BRUNSWICK TRADE NEWS

Receipts of Fruit Unusually Large—General Outlook of Fish Trade—Navigation Interrupted—St. John Notes.

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., Feb. 17, 1908.

Business was very quiet in the local markets last week. Owing to the improved condition of the roads, produce has been coming in rather more freely. Eggs as a consequence are lower, case eggs selling now for from twenty to twenty-two cents a dozen, while for the hennery variety twenty-four to twenty-six cents a dozen is asked. Good butter is still scarce and prices are reported firmer than they were, although there is no change in the quotations. Flour and sugar remained unchanged. Large shipments of fruit are being received by local dealers almost daily. There have been more oranges handled this season than ever before. Floridas are very plentiful and are selling at from twenty cents upwards. California navels and valencias are also in good demand.

* * *

T. W. Crocker, of Newcastle, one of the largest fish dealers in the province, was in the city last week.

Mr. Crocker said that smelt fishing in the upper part of the province was good but as the season would close on the 15th of this month, it was not to be expected that there would be any great stock on hand and buyers had not asked the government for an extension.

Owing to the condition of the ice north shore fishermen had been able to do but little fishing in the early part of the season, in fact operations were not properly begun until well on in January, and consequently the season would amount to only about half what it would have been under more favorable weather conditions.

Relative to prices, Mr. Crocker said that during the soft weather smelt had sold as low as a cent and a half a pound on the ice, but were now commanding from 2½ to 3 cents, as compared with from 4 to 5 cents this time last season.

Mr. Crocker is decidedly optimistic as to the fishing trade in Canada. The Montreal market, he declares, is to-day taking five times as much fish as it did five years ago. The railways are offering splendid facilities for handling fish, which the dealers are now enabled by the use of refrigerator cars to ship in large quantities into the markets of Quebec and Ontario.

* * *

The local fish market has been almost bare of everything, with the exception of cod, haddock and smoked fish. One dealer remarked that seldom in his experience has he seen the general supply so scant, and he pointed out that existing conditions were due in a large measure to unfavorable weather. J. P. Quinn, a prominent north end fish dealer, points out that the scarcity of bait, particularly at Grand Manan, has also had its influence on the supply at St. John, and suggests that the establishment of a bait centre here, as at Halifax, would be of valuable assistance to fishermen, and therefore to the trade.

The death occurred on Feb. 7 of James H. Maguire, for many years a prosperous baker in the north end. Mr. Maguire was in his 64th year and is survived by his aged mother, two brothers and one sister.

* * *

Barker's white store, at Moncton, was broken into on the night of Feb. 11 and about $8 stolen from the cash drawer.

* * *

Navigation between P. E. I. and the mainland was interrupted for a couple of days last week as both steamers on the route were stuck fast in the ice. It was the first time this winter that the steamers were held up in this way, the season being a record-breaking one.

* * *

The office and shipping staffs of the George E. Barbour Company had a jolly time on Saturday, Feb. 8, when they enjoyed a sleigh ride to Public Landing on the St. John River. They left the city in a mammoth sleigh at 2.30 o'clock, and returned about 10.30. The route was via Milledgeville and across the ice. At Belyea's Hotel a sumptuous supper was served. Toasts to the king, the firm of Geo. E. Barbour & Co., and others too numerous to mention, were honored. The outing was voted a huge success by all who attended. The committee in charge were: Fred Barbour, Percy W. Webb, and Willard Brittoin.

* * *

On the same evening a bunch of shoe clerks trimmed an aggregation of hockeyists from the wholesale grocery houses by a score of 3 to 0. The game was fast and furious and many really astonishing plays were recorded.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

20 years of progress of the firm of
JOS. COTE
Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.
Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.
We have 6 travellers who are continually on the road at the disposal of our customers.
Branch: 179 St. Joseph St. Phone 1272, 209

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

NOVA SCOTIA MARKETS

Produce Markets Are Active—Butter Advanced, Eggs Plentiful, Poultry Brought in From Ontario—Large Ship ments of Fish and Lobsters.

(By The Canadian Grocer's Special Correspondent.

Halifax, Feb. 17.—The feature of the local markets during the past week was the advance in the price of butter, creamery now being quoted at 31 cents, which is a record price in this locality. Stocks of butter have been gradually growing less, while the receipts of fresh made butter are falling off very greatly since February came in. Dealers say that the scarcity is general all around, as inquiries have been received here from Montreal jobbers, asking how much stock is held in this city and for quotations. The jobbers here declined to quote prices or sell.

* * *

Eggs have been in better supply during the past week than for some time. The demand, however, is light. In the green market they sold for thirty cents per dozen, and at retail good fresh stock could be purchased from 28 to 30 cents. A drop in the price of eggs at this season of the year is most unusual. Outside of some small shipments to the West Indies, very few eggs are being exported. There is very little doing in regard to case eggs, though fresh laid stock at the reduced price, bring sufficient to supply all the local demand.

Both the sugar and molasses markets are very quiet just now, this being the dull season in both of these lines. Sugar quotations here as as follows: Cut loaf, in barrels, $5; Extra Standard Granulated, $4.50; Austrian Granulated, $4.10; Bright Yellow, $4.30; No. 1 Yellow, $4.

The prices for molasses are. Fancy Trinidad, 36c; extra choice Porto Rico, 33c; choice Trinidad, 30c; fancy Barbados, 30c.

The West India crop this year is said to be several weeks later than usual.

* * *

The fish markets are fairly active, but business is not as brisk as other seasons at the approach of Lent. The stocks of salt mackerel are being rapidly cleaned up, most of the fish being shipped to the American market. The exports of lobsters also continue fairly heavy, most of the fish being sent alive to Boston. Large dry cod is quoted at $7.50, medium at $7 to $7.25, and large bank at $5.25. Labrador is worth $4.75. The best herring are worth from $3.75 to $4, and No. 1 mackerel are quoted at $14.

* * *

The annual meeting of the new Dominion Dairying Company, was held at Charlottetown last week. The secretary's report showed last season's work to be very satisfactory. From July to October 281,876 pounds of milk were received and 26,066 pounds of cheese manufactured. The gross value of the cheese was $3,075.78. The average price of milk per 100 pounds was $86.44. The board of directors for the ensuing year consists of F. A. Stewart, president; Silas McNeil, vice-president; Hugh McPhee, John MacLean, Daniel McPhee, A. A. McNeill, Hector MacLean, George Wilson is secretary-treasurer.

* * *

All the available poultry in the Province having been bought up the jobbers are now importing stock from Ontario. The birds which arrived this week were in excellent condition, and found a ready sale. Speaking to The Grocer the other day a Halifax dealer said: "It is a matter of general regret that the farmers of Nova Scotia cannot raise sufficient poultry to meet the demands of the local markets. This Province is conceded to be a good poultry raising country, high prices are obtained for all stock, and still the cry of scarcity continues.

"Ontario," he said, "must be a wonderful country, as the farmers there raise sufficient stock to meet all requirements, and still have hundreds of tons to export, a large proportion of which finds its way into the British markets. It is time, I think, that more attention should be given to poultry raising in Nova Scotia."

WHEREVER THERE ARE

DOGS, CAGE BIRDS, POULTRY

SPRATT'S PATENT

Dog Cakes, Bird Seeds,
Parrot Food, Poultry Foods

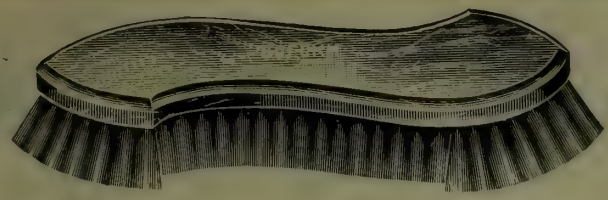
SHOULD BE STOCKED.

GOOD ADVERTISING MATTER. ATTRACTIVELY PACKED.
EASILY HANDLED. PROFITABLE. KNOWN.

Write us: 24-25 Fenchurch St., London, ENGLAND for illustrated trade list. We will then correspond with you and use our best efforts to assist in the development of trade.

Small stocks carried at our store:

13 St. Theresa St., St. Gabriel, Montreal.



Make a good display of

BOECKH'S

Celebrated **BRUSHES**

Such a reminder will surely mean increased business

UNITED FACTORIES, Limited, - TORONTO

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

Price $25.00

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal,
Gorman Eckert & Co., London, Ont.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.

To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

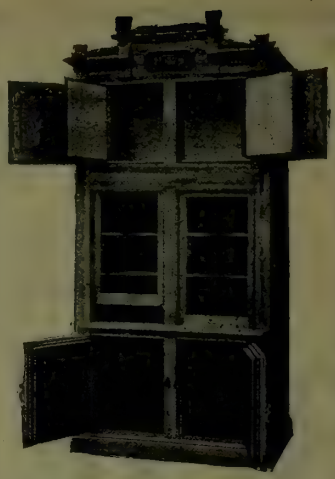
The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toront

Simplified Account Keeping

The cost of recording a multitude of small sales eats up a big lice of the profit on such transactions.

Such accounts can be kept better, more accurately and at a cost absolutely insignificant by the use of

Allison Coupon Books

HERE IS HOW THEY WORK:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

THE NEW ONE WILL SUIT YOU

You have had enough experience with the old counter check book to know that, while it serves, it is **not fully serviceable.** The

SPECIAL DUPLICATING COUNTER CHECK BOOK

is an improvement on the old style in every important respect. Instead of one color paper all the way through, the new book has alternate white and pink checks. Original and duplicate entries are thus simplified.

Our traveller will call on you if you wish.

The Carter-Crume Company Limited,

Toronto and Montreal

Crain

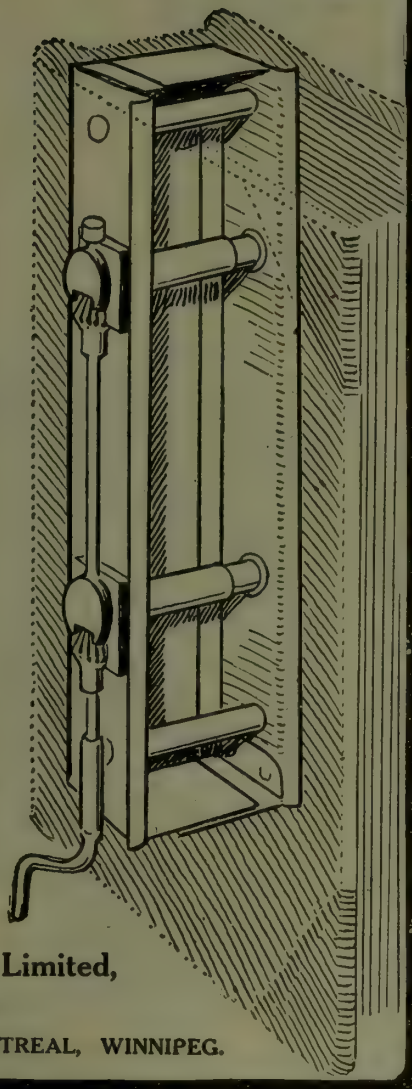
Binder Mechanism

for simplicity, ease of operation and strength is without a peer.

The frame is of cold rolled steel. The screws in the nickel-plated brass working posts are turned by bevel gears, the gear-wheels of which are of hardened steel and operated by the rod over which the key fits. The two smaller posts strengthen the binder and keep sheets in proper alignment.

No spring or rachets are used. Direct pressure after the principle of a vise, securely binds the leaves at points 1-500 of an inch apart. When locked the only way to get a leaf out of a Crain ledger is to tear it out.

Send for our booklet which gives complete information.



The Rolla L. Crain Co., Limited,
Ottawa, Canada.

Branches: TORONTO, MONTREAL, WINNIPEG.

GET THE RIGHT FITTINGS
at the right price. Let me quote you on Store Fixtures, Counters, etc., specially designed and made to your order. Write or phone, now.
J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

APPRENTICES

can Bank **Money** in a few weeks.
Work will take but a few hours a week.
You Need no Money because we provide the capital.
We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.
If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.
Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

The MacLean Pub. Company
10 Front St. E., TORONTO

Spring is Coming Be Up-to-Date

A good store front assists in selling your goods. There is everything in appearances.

We are specialists in store fittings, counters, shelves, show cases, etc.

Let us estimate for you when making improvements.

SEXTON & CO., Limited
88-90 Teraulay St., - TORONTO

COUNTER CHECK BOOKS CASH SALE SLIPS SHIPPING TAGS

Delivery made on shortest notice.
Write for samples and prices.

The Merchants Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

"Surprise" Soap appearance in its red and yellow wrappers.

"Surprise" Soap without wrappers as it appears ready for use.

A Pure, Hard Soap

Recommend "Surprise" Soap to your customers for Wash Day.

It has peculiar and remarkable qualities for washing all kinds of material, Cotton, Linen, Laces without injury to fabrics or colors.

This is a strong **"Surprise"** Soap feature.

Examine and compare **"Surprise"** both in **quality** and weight with any and all laundry soaps on the market.

THE ST. CROIX SOAP MFG. CO.

St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 21, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case		$3 00
½-lb. tins, 3	" "	1 35
¼-lb. tins, 4	" "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

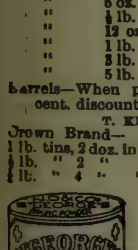
Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45



ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 20
¼-lb. " " "	0 60

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals.

Wheat OS, 1-lb. pkgs., per pkg	0 09
" " 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour doz.	1 00
" " Pancake Flour, "	1 00
" " Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $3.
White Swan Barley Crisps, per doz., $1
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

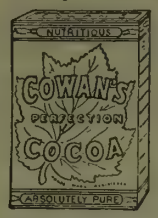
Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼-lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" "	0 19
London Pearl per lb.	0 24

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ¼-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, 1b. $0 30

The following sweetened for household purposes:

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, ½, 7's, boxes, per lb.	0 28
Perfection, 20c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McKinlce, Agent, Toronto,
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. F. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½'s (for cooking), doz	0 95
Prepared cocoa, ½'s	0 34
Prepared ½'s	0 32

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 38
" Navy " ½'s	0 35
" Vanilla sticks, per gross	1 10
" Diamond chocolate, ½'s	0 27
" Confectioner's chocolate,	0 34
Sweet Chocolate liquors	0 38

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 45
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails	and 10, 25 Pails.	and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21		0 17
Best Shredded	0 18			0 16
Special Shred	0 17			0 15
Ribbon	0 19			0 17
Macaroon	0 17			0 15
Desiccated	0 16			0 14
White Moss in 5 and 10 lb. square tins, 21c.				

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 [illegible]
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

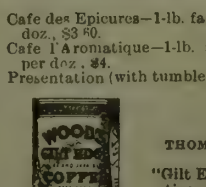
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb decorated tins, 32c. lb.
Mo Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3 60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation (with tumblers), per doz., $3.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

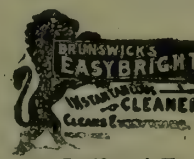
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	5 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

The Davidson & Hay Limited, Toronto Wholesale Agent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles				Per case.
1-oz.,	case of 2 doz			$3 20
" 2 "	" 1 "			3 00
" 4 "	" 1 "			4 00
" 20 "	" ½ "			4 75
" 20 "	" 1 "			9 00

THOMAS J. LIPTON

Prices on application.

Ice Cream Powder

GENESEE PURE FOOD CO.

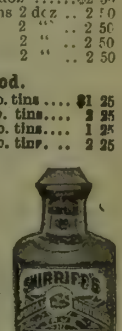
Jell-O—Ice Cream Powder

Assorted case, contains 2 doz	$2 50
Chocolate (straight), contains 2 doz	2 50
Vanilla " " 2 "	2 50
Strawberry " " 2 "	2 50
Unflavored " " 2 "	2 50

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Flavoring Extracts.



SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07½
7 and 14-lb. wood pails, per lb.	0 07½
30-lb. wood pails "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate	

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

The daily papers report that a JUDGMENT OF THREE THOUSAND DOLLARS was recently secured against———who supplied an inflammable, explosive stove polish that blew up and killed Mrs. Henry W———of Ansonia, Conn., who was using it on her stove as claimed according to directions.

Can you afford to take chances of suits which may be brought against you on account of accidents from use of inferior, inflammable stove polishes, if you sell them? We think you will say—No. But remember that ***Rising Sun*** and ***Sun Paste*** are safe in the hands of the user. They give the greatest possible satisfaction. You are on the right track when you push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The

Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED

14-38 Gray Nun Street, MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits
are the PUREST and BEST.
Better than the imported.
Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

Those Black Olives

I was telling you about are still obtainable, but my stock is rapidly getting smaller, so you must order at once to secure a supply.

Scotch and Holland Herrings

I am in a position to fill orders for these goods—barrels, half-barrels and kegs. My stock is the best on the market.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of California and Lima Beans.

	per lb.	0 07½
30-lb. wood pails		0 07½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 80
5, 7, 14 and 30-lb. pails, per lb.		0 09 0 12

Jelly Powders

GENESEE PURE FOOD CO.

Jell-O—The dainty desert

Assorted case, contains 2 doz.		$2 25
Lemon (straight), "	2 "	2 25
Orange " "	2 "	2 25
Raspberry " "	2 "	2 25
Strawberry " "	2 "	2 25
Chocolate " "	2 "	2 25
Cherry " "	2 "	2 25
Peach " "	2 "	2 25

THE ROBERT GREIG

White Swan, 15 flavors.

1 doz. in hand ome counter carton, p r doz., 90c.

List price

'Shirriff's" (all flavors) per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09
½-bbls.	0 09½
Tubs, 60 lbs.	0 09½
20-lb. Pails	1 80
30-lb. tins	1 80
Cases 3-lb.	0 10
" 5-lb.	0 09½
" 10-lb.	0 09½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, ½-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 40
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON

Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade,	1 lb.	glass jars.
Pineapple	1 "	"
Green Fig	1 "	"
Green Fig and Ginger	1 "	"
Lemon	1 "	"
Grape Fruit	1 "	"

Prices and special quotations.

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins, per doz.	$1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham 4-lb. jar, per jar.		0 75
" 1-lb. jar		0 25
F. D	½-lb. tins, per doz.	0 85
"	1-lb. tins "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	35

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON

Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.	0 90
Pint " 3 doz.	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 50 1-lb. and 50 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

	Per case
No. 1, cases, 50 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {80 1-lb. " / {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½

Looking to the Sunlight

ESTABLISHED 1879

The keen-eyed lookouts and pilots on the financial ship report that the business atmosphere is clear ahead, and that the glow of the morning is brightening into sunlight.

Be guided by their reports.

Remember that the Spring trade is at hand, that preparation is half the battle, and that

WOOD'S COFFEES

will brighten it up amazingly. Go to the front with the lookouts and pilots.

Send in your orders NOW.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

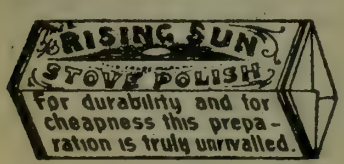
pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 6-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 50 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Akron Gloss, 1-lb. packages, 40-lb.	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

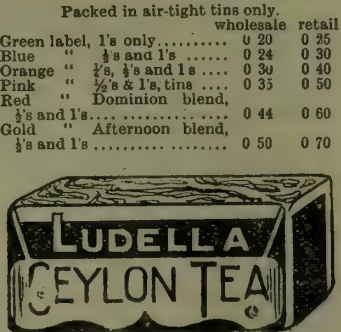
	Wholesale.	Retail.
Brown Label, 1's, 2's	$0 25	$0 30
Green Label, ½'s and ¼'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 50	0 60
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ¼'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, 1's	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
apan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ⅛s	0 42	0 60
" " 1 lbs. & ¼s.	0 40	0 60
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ¼s & ½s.	0 30	0 40
" " 1 lbs. & ½s.	0 2x	0 30
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 [illegible]
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 [illegible]
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ⅛, 1-12—1-6	0 40
Queanel, 1-4, 1-2	0 65
" 1-9	0 [illegible]
Cote's Choice Mixture, ⅛-lb tins	0 75
" " ¼-lb "	0 76
" " 1-lb "	0 05

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case	0 62	0 [illegible]
6 " " "	0 82	0 [illegible]

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Batger's

Purity in manufacture; nothing but the finest KENT COUNTY (ENGLAND) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for BATGER'S. Shows a good profit and what is more gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME,
Montreal

Strawberry Jam

All Valencia Raisins packed by

MAHIQUES DOMENECH & CO.

will be found to be very satisfactory. Try them next time you order.

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4-Cr. Layers. Selected. Fine Off Stalk.

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ROSE & LAFLAMME
MONTREAL and TORONTO

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Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Nelson, H. W., & Co., Ltd., Toronto
Stevens-Heiner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.

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Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

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Norton Mfg. Co., Hamilton
Sanitary Can Co., Niagara Falls, Ont.
Schram Automatic Sealer Co., St. Louis
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American Computing Co., Indianapolis

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Baker, Walter & Co., Dorchester, Mass.
Chocolats Meurisse, Montreal
Cowan Co., Toronto.
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Epps, James, & Co., London, Eng.
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Nestles Chocolate, Montreal.

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Canadian Cocoanut Co., Montreal.

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Computing Scale Co., Toronto.

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Fussell & Co., London, Eng.
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Duff & Son, Hamilton, Ont.
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Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto
Nickerson & Hart, Halifax, N.S.
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Park, Blackwell Co., Toronto
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Spratt's Dog Food, Montreal

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Atlantic Fish Co., Halifax, N.S.
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Imperial Extract Co., Toronto.

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Bovril Limited, Montreal.

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Tooth's Extract of Meat Co., London Eng.

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Booth, G. A., Ottawa
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
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McWilliam & Everist, Toronto.
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Ozo Co., Montreal.
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Casson, John, & Co., Toronto
Chaput Fils & Cie, Montreal
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
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Hudon, Hebert & Cie, Montreal
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Keen, Robinson & Co. London, Eng.

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Upton, Thos., & Co., Hamilton.
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Belleville Fruit and Vinegar Co., Belleville

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Winn & Holland, Montreal.

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Stevens-Hepner Co., Port Elgin
United Factories Ltd., Toronto

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Yeast.
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Has stood the test of Government analysis. Out of the many samples collected not one is reported adulterated.

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"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

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THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

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Lump and Crushed Rock Salt

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The Quality of

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and

VEGETABLES

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insures such delightful results in baking that housewives most everywhere demand it.

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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXII. MONTREAL, TORONTO, WINNIPEG, FEBRUARY 28, 1908. NO. 9.

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Write for particulars and sample

FRANK MAGOR & CO., 403 St. Paul Street, Agents for the Dominion, MONTREAL

Just about the favorite now with every family

"Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails

Freight paid on 5 cases and over to all railway stations east of North Bay.

Is undeniably the most perfect health syrup in Canada—It is a rich, nutritious and deliciously appetizing food for young and old—Every household should be told about it—Pure Corn Syrup and perfectly made—

Order from your jobber

EDWARDSBURG STARCH CO., LIMITED

53 Front St. East, TORONTO, Ont.

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Works, CARDINAL, Ont.

164 St. James St., MONTREAL

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The Pickle with the Home-Made Flavor

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

Taylor's Candied and Dried Peels

¶ The vital fact that the essential Oil has not been extracted from the imported fruit skins exclusively used in the preparation of these justly famous Lemon, Citron and Orange Peels, makes them superlatively the "best." The new season's Peels are ready—**the favorites.**

QUALITY COUNTS

¶ Each of the various brands of Griffin and Skelley's Seeded Raisins represents the best of its kind at the quoted price.

¶ Clean absolutely and always packed full weight. For the holiday demand it is a brand that wins and keeps **permanent custom.**

Griffin's Seeded Raisins

ARTHUR P. TIPPET & CO., Agents

8 PLACE ROYALE, MONTREAL 84 VICTORIA ST., TORONTO

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish and Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Cod
Representing Morris & Co., Chicago. Pork and Lard.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE 322 Notre Dame St E
OTTAWA, ONT. 49 Anlgesea Square

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

ELSOM & WHITLOCK
MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

TORONTO.

"If you have any SUN DRIED APPLES to offer, Write or phone us, as we will pay highest price."

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

"EXCELSIOR"
MAPLE SYRUP
COMPOUND
Wine Quarts. In Stock.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

(Continued on page 4.)

You'll do well to get our quotations this week on

TAPIOCA,
BLUEBERRIES 2s.
NUTMEGS—

We have specials that will bring your orders

WRITE US OR SEE OUR TRAVELLERS

EBY-BLAIN, Limited, Wholesale Grocers, TORONTO

Popular and Profitable

The tea for you to handle is the tea which proves entirely satisfactory to your customer. That tea is

Blue Ribbon Tea

Retail price is from twenty-five cents to a dollar a package, yielding you from twenty to thirty-four per cent. of easily earned profit.

THE BLUE RIBBON TEA CO.
Montreal and Toronto

Manufacturers' Agents—Continued.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
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FRASER & AISTHORPE
Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

M. B. STEELE
Wholesale Commission Merchant and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References

VANCOUVER

F. G. EVANS & CO
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

S. C. RICHARDS
Wholesale Commission Merchant and Broker
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Correspondence Solicited

GROCERY BROKERS
WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

This space $15 per year.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

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2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
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COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

ASK TRAVELLERS for their SPECIAL on

SIMCOE { Boneless Chicken
Chicken Soup
Chicken Giblets

GLOBE Plums

AYLMER Faultless Peas

DON'T MISS THIS!

You May Not Have Another Chance.

Canadian Canners, Limited

The Leader in Purity—
and in Permanent Profit.

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

Are you handling Old Homestead? When ordering from your jobber, just remember that every can of Old Homestead Brand contains fruit or vegetable of the utmost soundness, canned scientifically by clean wholesome methods, so as to preserve all its natural deliciousness.

Be on the Safe Side—Stock Old Homestead Brand.

The Old Homestead Canning Co.
PICTON, - ONTARIO

YOU KNOW WHAT IT MEANS

To Keep a Large Stable of Horses, and Work for Only One of Them. The Rest Soon Eat their Heads Off.

The grocer who handles Bulk Teas is in the same position as the owner of the large stable. He carries far more tea in stock than his trade demands. He is selling some, to be sure, but his interest and insurance account, and the deterioration which sets in with age in all kinds of tea, just about eats up the profit he makes. Is it not a very much more sensible idea to carry a well assorted stock of

"SALADA"

for which there is an active and ever increasing demand. You are then in the position of the man who has a pair of horses and plenty of profitable work for them.

This is the position you are in if you handle "SALADA" and "SALADA" only.

"SALADA" Tea Co., Toronto and Montreal

Recommend

all your best customers to try

'CAMP'

COFFEE

When they discover how good it really is, how quickly and easily made, and how economical in use, repeat orders will follow, and of course, mean profit to you. Depend upon it, there's no other liquid coffee to approach "Camp" for fragrance, flavour and purity.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents: ROSE & LAFLAMME
MONTREAL.

"Sun Burst"

"Non-Pareil"

Kentucky Edible Oils Winter Pressed

Highly recommended by the **Leading Chefs and Bakers.**
Guaranteed under the Pure Food Act.
On sale at all **up-to-date wholesale grocers.**

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

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Toronto Depot, 120 Church Street,
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Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

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C. E. Paradis,	Quebec.	William Forbes,	Ottawa.
C. DeCarteret,	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Greening,	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal and Toronto.

The Fresh Fruits are carefully selected

◆◆◆◆

Their delicious flavor appeals to everybody

You should have them in stock

Agents:
ROSE & LAFLAMME, - MONTREAL

MONEY MAKES MORE MONEY

1 CENT A WORD

1 CENT A WORD

"Great Oaks from little Acorns grow"

The investment of a very small sum of money very frequently produces big financial returns. A good deal, however, depends upon the method of investment. If you have any store equipments, such as a scale, show case, counter, shelving or mirrors to sell, or are looking around to buy any of these; or if you want to engage a clerk, buy a store, a business or sell your own stock, a small want ad. in The Canadian Grocer like this:

WANTED—Responsible salesman selling to retail grocers to handle sideline paying an A1 commission; no sample to carry; circulars only. Address Box 178 CANADIAN GROCER, Toronto.

will cost you only 25 cents, or 1c per word for as many extra words as are required.

This ad. will inside of five days be in the hands of 10,000 readers, among whom may be found a buyer, seller, etc.

Try the idea.

USE WANT ADS

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Last Week YOU Enquired for

Worcestershire Sauce

We can supply YOU with all you require at a very low figure. OUR recipe is ORIGINAL.

THE JOHN CASSON CO.

York and Leeds, Eng. 57 Front St. E., Toronto

I OFFER

For Prompt Shipment

Finest Shelled Walnuts (French) perfect halves and broken
Finest Shelled Filberts (Spanish)
Finest Cashew Kernels
Finest Shelled Pea-nuts (Indian)

PARTICULARS AND PRICES FROM

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

GREIG'S
WHITE SWAN
SPICES

are absolutely dependable goods. They are up to the highest standard of purity and are guaranteed in every respect. We import all our goods direct from the country of growth, do all our own grinding, and so are able to guarantee every pound sent out. **Quality is pre-eminent with us.**

An important point, too, is that we can sell on close margin and give better values, as no single one of our several departments is called on to bear the entire cost of our business.

Our complete Catalogue will be sent on request

The Robert Greig Co.
Limited
White Swan Mills - TORONTO

WANTED

an order from you for our

Pure Tomato Catsup

made from whole tomatoes. This is a line which will bring a lot of business to your store. Nothing can exceed its deliciousness. Give us a trial order and you will be convinced.

Have you ever handled our Pure Cider Vinegar or our Pure Fruit Jams? They are real business promoters.

The Belleville Fruit and Vinegar Co., Limited
BELLEVILLE, - ONTARIO

THEY LOOK LIKE THIS

IT PAYS

All grocers handling **Pride of Canada** Maple Syrup and our high class lines of Maple Sugar, admit that they pay. This is because of the purity of our products. Take a look at our packages so you will know them.

HAVE YOU ORDERED YET?

The Maple Tree Producers' Association, Ltd.,
Waterloo, - Quebec

The Better the Goods—the Better Your Profit !

That's why the profit is so good—the sales so enormous—when you sell

SHIRRIFF'S

Highly Concentrated Pure Fruit Essences

WRITE TO-DAY FOR PRICES!

IMPERIAL EXTRACT CO., 18-22 Church St. Toronto

Naptho SOAP

MADE IN CANADA

The quality of Naptho has not varied even with the exceptionally high prices of raw materials—neither has the weight been changed.

Sell soap that maintains its standard and gives satisfaction.

The Welcome Soap Co.
Limited
St John, - N.B.

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

JAPAN TEAS

TO CANADIAN JOBBERS:

If you have not yet given us your standards, please forward them immediately, as we would like to include same in our cable code.

We have a few lines of spot tea remaining. Kindly communicate.

S. T. NISHIMURA & CO., Sole Agents, - 52 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

A Winner

is our Japan Tea to retail 25-30c. lb. Ask for sample.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

It is a good business axiom to buy only the best in all lines—

Our Matches

"Laurier" and "Togo" brands are lines that hold your customers' good opinions and trade.

We show you, besides, a better profit in saving of freight than any other matches can.

Write for Particulars.

The Improved Match Co. *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

"EVERY TIME"

You sell a customer, you also try to please them, every time you supply

"James Dome Black Lead"

You are sure to please them with the best Stove Polish made. Gives a good brilliant shine. Makes no dirt or dust. Sort up your stock.

W. G. A. LAMBE & CO., Canadian Agents.

Do You Sell

the purest Jams and Jellies on the market? That is, do you sell

E.D.S. Brand Jams and Jellies

We have government documents, which we'd like you to see, in which E.D.S. Brand is declared to be the purest sold in Canada. Write us to-day for the conclusive proof.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

With the increased facilities secured in our new factory

STERLING BRAND PICKLES

Must more than ever take a first place with the Canadian consumer, and consequently with the trade who furnish the consumer.

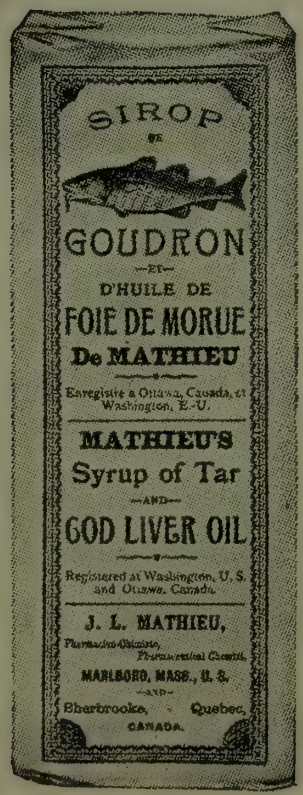
The grocer who is determined to keep abreast of the best business will keep well stocked with goods that bear the brand "Sterling."

Buy from your jobber or order direct.

The T. A. LYTLE CO.

Sterling Road, Toronto. Limited

Phone, Park 376.



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine.

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

NEW IN CANADA

JELL-O The Dainty Dessert

—Also—

JELL-O ICE CREAM POWDER

For making Ice Cream.

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavored.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case	**$2.25**	**Retails 2 for 25c.**
JELL-O, Ice Cream Powder, 2 Doz. case	**2.50**	**Retails 15c. per pkg.**

CURRANTS

"SOMERSET"
BRAND
Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

TRADE MARK
KEYSTONE
BRAND
REGISTERED

The demand for Scrubs, White-Wash, Kalsomine and Shoe Brushes will soon begin in earnest. **In these lines we shine** and if you are not buying our goods, send us a sample order. We will guarantee **perfect satisfaction.**

Stevens-Hepner Company
Limited
Port Elgin, Ontario

Diamond E Blend Coffee

Because of the actual merits of this Coffee ; because of the care exercised in blending it ; because of its price and its manner of winning new customers daily—for these reasons "**Diamond E.**" has succeeded in attaining a place at the head of the market where it stands unchallenged leader !

ARE YOU SELLING IT ?

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others : goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start ; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

INSOLVENT NOTICE

In re Ed. Legare & Frere, Roxton Falls, Quebec, Insolvents.

The undersigned duly authorized by a Judgment of the Superior Court for the District of Bedford, will sell or cause to be sold by Public Auction at the Catholic Parochial Church door, in the Village of Roxton Falls, Tuesday the 3rd day of March, 1908, at the hour of one o'clock in the afternoon, the immovable properties hereunder described :

1. A lot of land of irregular form situate at Roxton Falls, known and designated under official number three hundred and fifty-seven (357) of the Cadastre for the Village of Roxton Falls, bounded to the north-east by a street known as "rue de la Riviere, to the south-west by lot No. 358, to the north-west by Notre Dame Street, and to the south-east by a river called "Riviere Noire," with a store and dependencies thereon erected.

2. A piece of ground situate at Roxton Falls, with a blacksmith shop and dependencies thereon erected, and composed : (A) of the lot known and designated under the official number three hundred and fifty-three (353) of the Cadastre for the said Village of Roxton Falls, from which must be taken off, however, a strip of eighteen feet wide in the eastern part of said lot, to start from the street called "rue de la Riviere," extending to the depth of said lot and to be parallel, the said strip to the division line between the lot No. 352 and the lot No. 353. (B) of a part of lot known and designated under official number three hundred and fifty-four (354) of the Cadastre for the said Village of Roxton Falls, bounded to the south-east by lot No. 353, to the south-west by a street called "rue de la Riviere," to the north-west by the other part of lot No. 354 belonging to Philibert Rochefort or any subsequent purchaser, and to the north-east by the railroad line.

3. A piece of ground situate in the Village of Roxton Falls, and composed : (A) of a lot of land known and designated under official number three hundred and fifty-two (352) of the Cadastre for the said Village of Roxton Falls and bounded to the front by the street known as "rue de la Riviere," with a house thereon erected ; (B) at the eastern part of lot No. 355, comprising eighteen feet wide, to start from said street extending to the depth of said lot No. 353 and parallel to the division line between lot No. 352 and lot No. 353, without any building.

4. A lot of land situate at Roxton Falls, known and designated under official number three hundred and thirty-five of the Cadastre for the said Village of Roxton Falls, having sixty-six feet frontage on Market Street by a depth of one hundred and sixty five feet, more or less, without any guarantee as to measurement, without any building.

The said sale to be made in conformity to the conditions of sale and list of charges prepared by the Curators and deposited in their office.

For further information apply to

H. V. DUGGAN,
JOSEPH DESAUTELS, } Joint Curators.

220 Board of Trade Building, Montreal.

SHOE BOILS
Are Hard to Cure, yet
ABSORBINE

will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. **Horse can** be worked. $2.00 per bottle, delivered. Book 6-C Free.
ABSORBINE, JR. for mankind, $1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"
"BOTTOM LIKE THE TOP"

Write for Samples
SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

ACME CANS

have always been looked upon as standard for quality, appearance and general merit. We are making now a line which is better than anything yet offered to packers. We use

EXTRA COATED TIN PLATE

in these cans and we are in a position to guarantee them the best proposition before the packing trade. Send for samples and prices.

ACME CAN WORKS
Montreal

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

NORTON CANS ARE BRIGHT AND TIGHT

Bright, because soldered in vegetable flux and thoroughly polished before and after the test.

Tight, because the seams are sweated through and through, and tested at lower speed and with higher pressure than any other make.

The Norton Manufacturing Co.
HAMILTON

BROOMS

We are offering **the best** values in brooms. Our travellers will show you samples.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

BIG PROFITS

and continuous profits, is the lot of the grocer who pushes the sale of

2 in 1 Shoe Polish

The reason is plain—2 in 1 is the most satisfactory and economical shoe polish ever put on the market. If your stock is out, don't forget to replenish it, as the demand is insistent all the time.

The F. F. Dalley Co. Limited

HAMILTON, Canada BUFFALO, U.S.A.

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S EDINBURGH COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

WE SHALL MOVE

ON OR ABOUT THE

15TH OF MARCH NEXT

into our large, new and commodious storerooms, on St. Paul Street and on that account we must necessarily decrease our stock, which is enormous, so as to reduce our moving expenses. We are thus offering real

BARGAINS

to prompt buyers: there is a large profit to realize by purchasing **NOW**.

WE PAY THE FREIGHT

On all 200-lb. or more lots of **TEAS,** and on all imported **WINES,** in original packages.

We invite the Retail Trade to take advantage of the

EXCEPTIONAL BARGAINS

offered in our different lines of merchandise: they shall bring to the wise buyer an **additional profit** which is really worth taking.

LOOK OVER YOUR STOCK

and send us your sorting orders in

TEAS, WINES, LIQUORS, DRIED FRUITS and NUTS
CANNED VEGETABLES, CANNED FRUITS,
CANNED and SALTED FISH

All these goods are now in great demand and easy to sell.

Real Bargains Are Rare—

DON'T FAIL TO BENEFIT BY THESE !

For all information, quotations, etc., write, phone or wire at our expense.

LAPORTE, MARTIN & CO. Ltd.

Wholesale Groceries, Wines, Liquors and Vinegars

MONTREAL

The Syrup Season Is On!

We Lead With

Red Label Imperial Maple Syrup

It's Not Exactly What You Pay, It's What You Get For What You Pay.

There is No Such Flavor, No Such Zest in Any other Brand On The Market.

LOOK AT OUR PRICES :

Quart Bottles,	12	to Case	**$2.40**
Pint Tin, Wine Measure,	48	"	**5.20**
¼ Gal. " " "	24	"	**4.80**
½ " " " "	12	"	**4.80**
1 " " " "	6	"	**4.50**
5 " " Imperial "	1	"	**4.00**

Begin now to stock only standard brands, when guaranteed by people who do as they advertise. Order at once, from your jobber, a 5-case lot—for direct shipment to your store—and save freight. We prepay up to 40c. per cwt.

You can include **Kitchen Molasses, Goldenette Syrup** and **Pure Maple Sugar** in the assortment.

Imperial Syrup Co., Montreal

ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

Just about now the early housecleaning fiend commences to think about getting busy. That means an increasing demand for brooms.

NELSON'S "PANSY" BROOMS

ARE SPECIALLY SUITED FOR HOUSEHOLD USE

THE MAKING OF "PANSY" BROOMS.

Broom-makers at work in our Factory

We also manufacture Bamboo-handled Brooms in all grades and sizes.

H. W. Nelson & Co., Limited

Office and Warehouse: 92 Adelaide St. W.

Toronto, Ont.

Factory: 15, 17, 19, 21 Jarvis St.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

"TARTAN" Fruits of all kinds as good as Home Pack. . .

Tartan BRAND

SIGN OF PURITY

See our travellers or Phone 596. Free to Buyers. . . . .

"Tartan" Strawberry Beets

FINE FOR SALADS.

Full assortment of Wagstaffe's Preserves, Jam and Marmalade.

Special va'ue in Shelled Walnuts, Bordeaux and Cherbertes, perfect halves and broken.

Also one hundred cases Genuine Gaspe Boned and Skinned Whole Cod.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

Extra Special!

We are in a position to make immediate shipments of Canned Goods in nearly all lines, but can give no guarantee that this will continue. Stocks are getting low in many cases, including

--Strawberries	—Raspberries
—Plums	—Pears
—Cherries	—Peaches

and the sooner your order reaches us the better. We're in excellent shape with corn, tomatoes and pumpkin on account of a very much larger output. In addition we have a number of successful side lines that need to be reckoned with in reaching after the best trade.

The Essex Canning and Preserving Co., Limited

Factory at Essex, Ont.

28 Wellington St. E., TORONTO, Can.

ROLLED OATS

MEYERS **TILLSON** **VICTOR**

AT SPECIAL PRICES

Write, phone or see our travellers

Warren Bros. & Co., Limited, - Toronto

We can still supply you the

25 cent Grade

at the same price, with the same quality, at the same profit for you as for years past.

LIPTON'S TEA

Packed only in an airtight tin.

Thomas J. Lipton

75 Front St. East, - - - TORONTO

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

WAGSTAFFE'S PRESERVES

We have a full range of Jams, Jellies, Marmalade, Sealed Fruits and Mincemeat.

Order nowbefore range becomes broken.

JAMES TURNER & CO.
LIMITED

Hamilton, Ont.

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon. Order to-day.

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

Effective Grocery Advertising

Hints and Criticism by W. F. Ralph—The Kind of Ads. to Bring Results—Wanamaker's Emphasis of Persistency Some First-class Examples.

When a retailer advertises to the public he naturally condemns the advertising as ineffective if it does not produce direct, traceable results. Such a position is, to a large extent, very correct. Although publicity is a very valuable thing, direct results in increased sales of advertised articles are what one should strive after.

Advertising for publicity is not to be despised, and the manufacturing class depend largely upon it. It cannot be denied that the kind of advertising that makes a name synonymous with great excellence in a certain line is very effective advertising indeed. But to make his advertising fully effective, a retailer should strive after increased sales, traceable to his advertising.

That being the case, it is obvious that the "card" form of advertising, such as "John Jones, Family Grocer, 16 Main Street," is about as obsolete for retail commercial purposes as the quill pen.

Cards such as this undoubtedly have a certain publicity value, and if placed in a buyers' directory column, may even be responsible for a certain amount of direct returns. But such cards are not to be compared to the live, interesting, money-extracting ads. which are the distinguishing characteristics of the most successful retail establishments.

To get direct results, it is necessary to make direct offers. The policy followed by nearly all successful retailers is to use their newspaper space to offer some particular inducements. These merchants never let an issue of their advertising medium or mediums go by without specially emphasizing some particular items. And these successful merchants are decidedly the best examples to follow.

To specify distinct articles with every issue of your advertising medium does not mean that you must be always offering "bargains." But, as far as that goes, you will observe that all distinctly successful advertisers convey the impression that every article offered is really a "bargain"—and do it, too, without "knocking" the other fellow. You can convey the impression to your public through your advertising copy that every item you advertise is a bargain, without calling it a bargain at all. That's part of the knack of writing good copy.

The proper thing to do is to make the very most of the customary "seasons" to push "seasonable" goods. Any grocer that takes the trouble to regard his advertising expenditure as a real business getter can find "seasonable" things to specify in his advertising space from the 1st of January to the 31st of December every year.

Many retail advertisers lose faith in advertising through lack of patience. It cannot be expected that every ad. you place shall result in a mad rush of the public to your counters. But few advertisers whose business is sound and capital fairly adequate, and who back up every advertised announcement with a square deal, have ever given up advertising.

Here's what John Wanamaker, the great retail merchant, recently said about advertising:

"If there is one enterprise on earth that a 'quitter' should leave entirely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom. He should learn before he begins it that he must spend money—lots of it. Somebody must tell him also that he cannot hope to reap results commensurate with his expenditure early in the game. Advertising doesn't jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

"Advertising doesn't jerk; it pulls." That's the point, it pulls. If you advertise right, and in the right place, and keep on doing so, you'll get there sure.

* * *

"Hornor's Busy Corner," Brandon, Man., has sent in a couple of circular advertisements for criticism. These ads. are printed on sheets about 12 by 15 inches, and appeal to the buyer chiefly on account of price. For this form of advertising these two ads. are very good. Necessarily, they have little of typographical elegance, and are printed on ordinary newspaper stock. Providing these circulars are read, they should dispose of a lot of goods—which is, after all, their main purpose, and if they do this they are good ads.

We can offer no improvement to these circulars except, perhaps, with regard to their typographical appearance. This is not such as would appeal to the more refined class of people. This class—as regards groceries—is pretty nearly as susceptible to the appeal of low price as any other class of people, but might be repulsed by the coarse appearance of these circulars. But we should judge that the nature of the special sale which these circulars advertise might not justify the increased expense of a nicer typographical job, although if the circulars were neater in appearance with a trifle more of "quality" argument as well as the price array, they would probably appeal

GIBSON'S GROCERIES

PURE FRUIT

Hand Picked and Packed in Hermetically Sealed Jars.
Preserved by Wagstaff.

Cherries,	30c
Raspberries,	30c
Peaches,	30c
Pears,	30c
Plums,	30c

Pure Rich Orange Marmalade, 20c and 25c

J. S. GIBSON

PROMPT DELIVERY 'PHONE 10

to a wider class of people and be that much more effective.

* * *

The "limerick" form of advertising seems to be growing more popular every day. We have received a few samples of advertising written by Miss Nora Laugher, for the grocery of Dixi H. Ross & Co., Victoria, B.C., among which are a couple of "limericks." They are quite amusing and quite liable to impress the point on the minds of readers. All the samples sent in appear to be distinctly original. Of their selling power we are not so sure. The "Oysterology" ad., might be improved by leaving out a few of the items, and the space occupied by some argument, tersely given, with the idea of inducing the reader to decide which brand to buy. Quite frequently the listing of a lot of similar articles in the same space under different branded names, at different prices, confuses the buyer, instead of assisting him to a decision.

The "Del Monte" limerick ad. is a better sample of selling advertising because it not only amuses, but creates no confusion through a multiplicity of similar articles under different branded names at different prices. It emphasizes the goodness of "Del Monte" brand, mentioning the different varieties and their prices.

* * *

A good, straightforward ad. is that of J. S. Gibson. Short and to the point, eloquent with price, clean and simple in set-up, this ad. is very convincing.

OYSTER - OLOGY

"Why, if you only took a score o' Oysters every day, sir, you'd eat a hyponecerous in a month. Bless you, they works mirables, they does. Look at old Dick Skedge now. Why he'd both feet in the grave and was sayin' his prayers for the last time when the doctor shouts "Giv' 'im Oysters; fill 'im chock full on 'em," and they did. Then he began to reprove, an' by the time he'd 'ad five score he climbed out of the grave an' thrashed a fellow as 'ad arranged to marry his widow that was to be. Why, you'll live to be a centipede if you go on eatin' Oysters."

Fresh Olympia Oysters, ½ pint jar	25c
Fresh Olympia Oysters, pint	50c
Fresh Eastern Oysters, quart tin	85c
Bluepoints, 1-lb. tin	35c
Bluepoints, 2-lb. tin	65c
St. James Oysters, 1-lb. tin	25c
St. James Oysters, 2-lb. tin	50c
Cherry Stone Oysters, 1-lb. tin for	30c
Nymph Oysters, 1-lb. tin	20c
Mustang Oysters, 1-lb. tin	20c
Saanich Clams, 2 tins	25c
Clam Chowder, 2 tins	25c

DIXI H. ROSS & CO.

Up-to-Date Grocers

1316 Government Street **Tels. 52, 1052, 1590**

A BREEZY NOTE FROM FLORIDA.

Canadian Traveler Tells of Business and Climate in the Sunny South.

The Grocer this week received a rose-laden epistle from Frank Menzie, sales superintendent of the F. F. Dalley Co., Hamilton and Buffalo. Frank has been so long on the road in Canada, particularly on the north shore, that his many friends and old customers and "the boys" will be glad to hear from him. Frank, when writing from Jacksonville, Fla., under date of February 21st, says:

"I can assure you that when we read the papers from the north and hear of the blizzards and snow storms the travelers are having up on the north shore, we pat ourselves on the back and say, 'lucky beggars.'

"I have with me here W. H. Thompson, better known as 'Billy,' who traveled a great many years on the north shore, and many hours we spend sitting out on the verandahs talking over old times, and imagining the boys plowing through the snow up north, while we are down here picking roses and eating strawberries. Billy came down here with a fur-lined overcoat, and he was quite a curiosity on the streets. He has had to discard that, and now he has taken off his light overcoat, and if it were polite he would be sitting in his shirt sleeves now. The weather has simply been delightful, and what else to make it still more pleasant is the fact that we have a fine business. Of course, you know we are selling 2 in 1 Shoe Polish, and yet leads all others in the south.

"I am making arrangements with several different points to ship it south in carload lots, and then distribute it.

"When you come to think that we have done almost half a million dollars' worth of business last year in the United States, it makes one wonder what the sale will be in a few years hence, as it is only in its infancy now.

"The south is very nice for two or three months each year, but we all would prefer living up north, and in all my traveling experience, which has been for the number of years I have been on the road, no place do you meet the genial good fellows that travel north. F. D. Menzie, my son, is here, and W. H. Thompson is from Hamilton, Canada. We have a number of men covering the Southern States, and in a very short time will put on twenty more. I leave myself to-night for one of the extreme southern points of Florida—Tampa.

"In meeting any of the boys, give them my regards, and hoping this will find you enjoying your usual good health.

"Yours truly,
"FRANK MENZIE."

A "Del Monte" Limerick

A big chap from Oak Bay, named Lanty,
Took supper last week with his Aunty,
When she offered him fruit,
He said "Nothing will suit
But the canned brand known as "Del Monte."

Lanty was certainly rather rude; but then, you know, there's no canned fruit to come up to these:

D. M. Sliced Lemon Clung Peaches, per tin.....40c.
D. M. Yellow Free Peaches, per tin.....35c.
D. M. Apricots, per tin 35c.
D. M. Bartlett Pears, per tin.....35c.
D. M. Strawberries, per tin.....35c.
D. M. Raspberries, per tin.....35c.
D. M. Gold Drop Plums, per tin.....30c.
D. M. Egg Plums, per tin.....30c.
D. M. Greengages, per tin.....30c.

DIXI H. ROSS & CO.

UP-TO-DATE GROCERS, 1316 GOVERNMENT ST.
Tels. 52, 1052, 1590.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - 10 Front Street East
Telephone Main 2701

WINNIPEG - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER - - - Geo. S. B. Perry

ST. JOHN, N.B. - - - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - - 1001 Teutonic Bldg
J. Roland Kay

NEW YORK - - - 544 West 145th St.
R. B. Huestis

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wolf
Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

BENEFITS OF FRENCH TREATY.

The new Franco-Canadian treaty, whose conditions were given in detail in these pages some weeks ago, has been discussed at considerable length in the House of Comons during the last couple of weeks. While some points seem to afford possibility of disadvantage to Canadian trade, a careful study of the discussion and the schedules of the treaty seems to show that, taken as a whole, the treaty will be decidedly beneficial to Canadian interests. All in all, Messrs. Fielding and Brodeur are to be complimented on the success of their negotiations.

Mr. Zimmerman, of Hamilton, brought out a couple of striking instances of benefit last Friday when he mentioned that as a result of the new treaty the International Harvester Company had practically decided to manufacture the whole of the machinery for their export trade, now amounting to over $2,000,000 annually, in Canada, and again, when he told of being assured by a prominent pork packer that the new treaty would probably result in restoring the large canned meat trade which Canada enjoyed with France some years ago.

The treaty seems to offer rather a material discouragement to Canadian wine growers, as has been strongly represented by the trade, and it seems that it might be advisable in this connection to advocate a bounty for the production of Canadian wines of certain standards. This matter is one which might well be considered.

THE GROCER'S WIFE.

"She's the greatest asset in my business," said a successful grocer the other day. "She smiles in more customers than all the advertising and specials I can offer."

This man looked at the matter in a very practical way, and yet to some extent he was right. Just how far a grocer should expect his wife to help him in the practical side of his business is a matter which will bear a good deal of consideration. If a man is just starting in business and can't well afford an extra clerk to help him on Saturday nights and on rush days, it seems only right that his wife should turn in and help him to the best of her ability.

The wife's place primarily, however, is to make and keep a home, and if she does this well it will take practically all her time. No matter how much he needs it, it must hurt a man somewhat to see his wife behind the counter sharing in his work, and this should, as much as possible, be avoided.

There are numberless other ways, however, in which a grocer's wife may be materially helpful to him. For instance, she can "smile in" the customers, as did the wife of the man mentioned above. Some time spent this way and in good-natured gossip with the store's patrons should not be beneath her dignity. We take it for granted, of course, that every grocer gets a wife who can smile attractively. Then, with the average grocer there are usually some supposedly-empty butter crocks down cellar, from which a good many cents could be realized if they were carefully scraped out. This is something the wife could do better than anyone else. Again, there is butter to be worked over which can readily be done in the house. Or, when there are half a dozen baskets of peaches left which are on the point of spoiling, the wife could prevent loss on these by preserving them. As a "home-made" line such goods would find a ready sale.

If the grocer has a small trade in cooked meats his wife might save a good many dollars and build up this trade by doing the cooking in her own kitchen, or, if she has had a business training, she can turn in and give him a hand with his books or make out his statements. One grocer we know even sends his wife to collect his accounts, and she appears to be highly successful. This, however, seems to be carrying a good thing too far.

These suggestions, of course, are for the average grocer, who must take advantage of every opportunity to make business go.

There are other grocers whose wives never see the store from one week end to the other, and who are able to give pink teas and drive around behind a coachman. This is all right, too, in its place, but it is incumbent on a wfe of the class to make home a mighty comforting place for the bread winner who spends his time behind the counter or more probably in the office.

Here's another idea from a grocer, who's wife, while she does not spend any time in the store, takes an active interest in the business. She furnishes him with tested recipes which he hands out at opportune moments to customers —young brides and the like—who he finds are looking for that sort of thing. And he says it works exceedingly well. For instance:

"Have you made your marmalade yet this year, Mrs. Simmons? No? I can give you something a little special in oranges this week. And here's a recipe my wife tried the other day. It's a daisy, too. Would you like to try it? Certainly, take the sheet with you." Ten to one Mrs. Simmons is tickled and buys the supplies for the marmalade. Numerous other possibilities for a development of this idea will present themselves.

Whatever be her station, the grocer's wife can be either a mighty big help or a most discouraging hindrance. From observation we believe the former kind is greatly in the majority. And may they be blessed for it.

A LESSON IN SUBSTITUTION.

A group of wholesale grocers were the other day discussing how far a merchant could go in offering another line of goods to a customer than that which had been asked for.

"It is a dangerous thing," said one of them. "I learned a lesson to this effect a good many years ago. I was in a drug store waiting for my turn to be served. A customer came up and asked for Blank's pills. The kind he asked for were being cut a great deal in price by the department stores, and while the druggist was in the act of wrapping up the pills asked for, he suddenly though of a kind which had been put up for his own store and on which he made a better profit. He told his customer that he had another kind in stock which he thought were even better and could be obtained at a better price. "Haven't you any of Blank's pills?" quietly asked the customer. "I have," said the druggist. "Then give me Blank's pills," replied the customer, in a frigid tone. That druggist told me years afterwards that he had never forgotten it and was always now very careful when he offered to substitute a line of goods for that which had been asked for. "And," concluded the wholesale grocer, "I have never forgotten it either."

"After all," remarked another of the wholesalers, "a great deal depends upon the tact of the salesman when an effort is being made to offer a customer a line of goods other than that asked for."

THE SITUATION IN THE WEST

Bill Amending Charter of Grain and Produce Exchange Passed and is Affecting Business—The General Business Outlook—Active Preparations for Building.

The Western Viewpoint by our Special Winnipeg Correspondent.

The bill amending the charter of the Winnipeg Grain and Produce Exchange has passed the House and now the members of the Exchange are trying to find out where they are at. As soon as the bill is assented to it becomes law and all private rights of the members in the trading room and the quotations posted therein cease. The Exchange has made no official statement in the matter as yet, one general meeting has been held for the purpose of obtaining the views of the members but nothing has been given out for the public.

The effect on business is very apparent already. New York brokers with big connections in the West are anxious to close out open trades fearing they know not what as rumors have been strong in New York that the price of the seats has dropped from $2500 to $1,000. As a matter of fact a seat that was bought at $2,500 was sold last week for $1,600, though this is the only one that has been traced so far. It is worthy of note that the Hon. R. P. Roblin, before bringing forward this confiscatory legislation took the precaution to sell his seat. The price received it is understood was $2,700. The business of one house from the south; namely, Chicago, New York and Minneapolis, which has been heavy for months, running from 500,000 to 1,000,000 bushels a week has dropped off to less than 10,000 bushels in two days. There is every indication that until something more definite is known of the effect of the bill that business in wheat will be seriously affected.

It is quite among the possibilities that the Exchange not being able to control the quotations may cease to post them and close the trading room. Judging from the talk of members in the trading room and round the pit this method is favored, as it would at once reduce the heavy expenditure which is almost valueless if it is to be the property of Tom, Dick and Harry. About all the farmers have accomplished is to eliminate the small commission men who certainly increased competition and to throw business more than ever into the hands of the big elevator concerns. For a time at least it looks as if there would be chaos in the grain trade, without any resulting benefits whatever.

* * *

The annual Bonspiel has drawn to a close and has been well attended. Retail merchants report that the Bonspiel trade has been excellent several of the larger houses declaring that it has been fully up to last year. As an indication of trade one of the large department stores, The Robinson Co., who make a practice of holding an opening for spring suits during the last week of the Bonspiel, report that they did a larger and better trade than they have ever done before, selling in one day 75 suits, ranging in value from $35 to $125, beside many spring coats.

This is a far cry from wheat but all these things tend to show the actual condition of trade.

* * *

Implement men are considering the outlook for spring. Collections have been pressed this year much more rigorously than ever before and large amounts of money have been gotten in, though there is still a large amount outstanding. Purchases were lighter than usual last spring in these lines, and while none of the implement houses seem keen on incurring heavy lines of credit, there is no doubt they are very keen on short date business and will go after it with a rush, once spring is opened.

* * *

Real estate business continues to show signs of revival though the inquiry is confined almost exclusively to inside properties with the exception of building lots near the new transcontinental railway yards in St. Boniface where practically a new town is springing up.

* * *

Preparations for new buildings are becoming quite active and among the number that will certainly be erected this season is a new elevator and linseed mill for The Manitoba Linseed Oil Mills Company, which will also be located in St. Boniface near the east end of the C.P.R. bridge over the Red River. The machinery has already arrived and the plant complete is expected to cost $75,000 and to be ready for the crop of 1908.

Returns from various bureaus for the purchase of seed grain for the Dominion Government show that it will be impossible to get all the seed oats required, even by importing them, indeed the bulk of oat seed wil have to be imported this year. There will not be much difficulty in getting sufficient wheat, though the price will be high, and the efforts of W. D. Matthews, of Toronto, have materially assisted in the matter of a supply of really good seed barley.

During the week the Seed Grain Fair under the auspices of the agricultural societies of Manitoba, was held at the Agricultural College. For the purposes of this fair the province was divided into three districts, the northwestern, southwestern and eastern. The number of entries was very large and while not a few of the samples could not be scored owing to the presence of wild oats, there was an excellent display of very fine wheat. No man can compete who has not at least 50 bushels of the same kind of wheat which he can offer for sale. Many of the exhibitors had from 100 to 500 bushels for sale. It was worthy of note that the first prize and grain championship for Manitoba went to Thomas Thomson, of Roden, near Harding, in the northwestern part of the province, a section, by the way, that 20 years ago was supposed to be too frosty to raise wheat. Mr. Thomson is one of the men who went into the Dominion Association of farmers who raise registered seed, he has been working away for eight years and the sample offered for competition was one of the most perfect ever seen in this land of good wheat, being uniform in size and color and very plump and hard. Mr. Thomson was able to offer 300 bushels of this wheat for seed and the price was $2.50 per bushel and was eagerly sought for at that figure.

A great deal has been said from time to time about this growing of registered seed being a fad, but this looks like a very profitable fad. If country merchants were as enterprising as they ought to be they would never let such an opportunity go past their doors. What a splendid chance to advertise, "We keep the Thomson registered seed wheat" and handle it exclusively. Busy men like Mr. Thomson who have many other interests would no doubt be willing to sell in bulk to a merchant who was willing to take all the trouble off his hands. In this way the merchants would advertise their own business, he would encourage the purchase of good seed and in this way improve the crops of his district and indirectly the purchasing power of all the farmers who came to him for seed.

* * *

One of the interesting things in connection with the convention of representatives of agricultural societies, held at the same time as the seed fair, was the number of country merchants who were working hand-in-hand with the farmers to improve the local agricultural exhibition.

Their interest was largely in getting out better stock exhibits and making the dairy exhibits larger and having them more carefully arranged. The writer has attended a number of these conventions in the past but has never seen the spirit of fellowship between farm and town so marked before and it certainly augurs well for the future of the country fairs.—H.

TRADE NOTES.

Geo. A. Heatherington, grocer, of Ottawa, has retired from business.

G. C. Denton & Co., general merchants, of Sprucedale, Ont., have assigned.

The grocery store of E. A. McKinnon, Winnipeg, has been destroyed by fire.

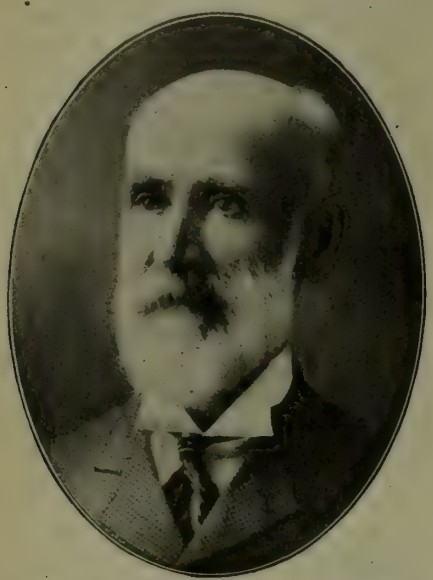
Frank Downs, Bannerman, Man., has taken over the general store business of Mrs. Davis.

THE LATE JOHN CAMERON

An Appreciation of a Faithful and Old Employe of the MacLean Publishing Company.

(By W. L. Edmonds, General Manager.)

John Cameron, who for twenty years was on the advertising and subscription staffs of the MacLean Publishing Company, died at his home, Durham, Ont.,



THE LATE JOHN CAMERON.

on Monday, February 24. He was 76 years of age.

Mr. Cameron was well-known by the business men of Canada, and particularly by those in Ontario, to which province his territory had been chiefly confined during the last few years. During the twenty years of his service he not only several times covered Canada from ocean to ocean soliciting subscriptions for the MacLean trade newspapers, but he visited Great Britain and the West Indies with the same end in view. His trip to the West Indies was taken three years ago. His health was failing at the time and the company insisted that he make the journey. He would only go, however, on condition he was permitted to solicit subscriptions. He not only visited the principal islands, but spent some time in British Guiana, on the mainland. How thorough his work was may be gathered from the fact that before he was away a month he sent a rush order for more subscription blanks. The supply he had taken with him was exhausted.

The Late John Cameron in His West India Garb.

This was typical of the man. He could not rest. His heart was in his work up to the very last. Work was as breath to his body. Last winter the company wished to send him to Florida for a rest. "What is the use of my going there," he remarked to the writer when the subject was broached. "I'm afraid I won't be able to get many subscriptions there." And because he did not think Florida was a good subscription field he would not go there for his health. He simply could not be induced to take a rest for purely rest's sake. Five years ago the company proposed to retire him on full pay, but he scorned the idea.

Mr. Cameron was a persistent as well as a hard worker. He had faith in the MacLean's trade papers and firmly believed it was in the best interests of the retailers that they should read them and that manufacturers and wholesalers should advertise in their columns. He was nothing short of an enthusiast in this respect. In his quiet, pleasant and unostentatious way he would never let up when he thought a man should either be an advertiser or a subscriber until he had obtained his signature to an order. Some years ago there was a business man in a certain town whom he had all day been unable to see. He had to leave by early train next morning and so after ten o'clock at night he located the merchant's private house. The place was in darkness. Nothing daunted he vigorously rang the bell. The merchant stuck his head out of the window and enquired who was there. "It's the representative of The Canadian Grocer," replied Mr. Cameron, "and I want your subscription." And he got it.

Mr. Cameron was one of the most likeable of men. He was as true as steel. No one can remember him saying an unkind word of anyone. He was always looking at the best side of people, not at their worst. Those who knew him loved him. He did not blow hot one day and cold the next. He was always the same. The MacLean Publishing Company will miss him, not only as a valued and trusted employe, but what is more valuable still, also as a trusted and tried friend.

The Late John Cameron When in Scotland in the Interest of the MacLean Trade Papers.

Deceased was unwell the greater part of last year. He spent the summer in Muskoka, but in September he insisted on again taking the road in quest of advertising, but was only out a few days when he had to give up and return to his home in Durham. A few weeks ago he was stricken with paralysis from which he never rallied. His remains were interred in Durham on February 27.

F. M. Lee, general merchant, of Ponoka, Alta., has been succeeded by Kennedy & Sinal.

Warren & Moon, grocers, of Port Dover, Ont., have dissolved partnership, E. Moon continuing the business.

*Grocery News from Coast to Coast

Bright Letters From Our Own Correspondents in Canadian Cities and Towns—Business Gradually Recovering From the Effects of the Financial Depression.

BRANTFORD.

The annual reception and at-home of the Grocers' and Butchers' Association of Brantford, which was held at the quarters of the Brantford Conservatory of Music, on Tuesday evening, Feb. 18, was a success in every detail. In the past the annual assembly of the organization had taken the form of a banquet. A departure was made this year in order to have the presence of the ladies at the function. In addition to the members of the association and their wives, there were numerous invited guests. These came by invitation which the members extended them. The tickets in this connection were 25 cents each, and a member of the association who issued them to friends was responsible for payment. Many of the members honored some of their faithful customers with tickets, thus showing their appreciation of their steady patronage. The first part of the evening was passed in progressive games and social intercourse. A dainty supper was then served, after which a choice program was given. Fred Corey presided. There were instrumental and vocal selections and recitations. Joseph Bowes, of this city, a former grocer and butcher, gave a brief address of a reminiscent character.

* * *

Joseph Ruddy, manager of the Brantford Starch Company, has been unanimously elected secretary of the Brantford Board of Trade in succession to George Hately, who resigned. Mr. Hately is not only well known to local grocers, but to the trade in general throughout the western part of the province by reason of the fact that he was formerly secretary of the Western Dairymen's Association of Ontario. The new secretary, Mr. Ruddy, is an alert business man who for some years has been connected with the Starch Company, which, under his management, has made marked growth.

* * *

Reg. Welsh, of this city, has acquired the grocery business formerly carried on in West Brantford by the late George Wright. The new owner is a young man of ability and enterprise and has a good field for the future.

* * *

The Bank of Nova Scotia will establish a branch in this city in the course of the next couple of months. The premises lately occupied by Mr. Serles, the grocer, and formerly by W. F. Cockshutt's grocery, have been secured by the bank and will be converted into banking quarters. They are admirably situated on Colborne St., opposite the market.

* * *

Robert L. Foulds, the fruiterer, has vacated his premises on Colborne St., and has removed to quarters on Market St., where he wil continue his business.

CHATHAM.

Chatham is just now enjoying the best sleighing—in fact, pretty nearly the only sleighing—in several years. While the heavy snowfall means a tying-up of everything for the first day or two, after that while the cold weather lasts there is brisk business.

* * *

Another result of the cold weather is a good ice crop. C. E. Lister, of the Maple City Creamery, harvested 500 tons for that concern during the last cold spell, and other private users have pretty well provided for their needs. Both Fleming & Tillson and J. M. Terry have done a great deal toward filling their houses, and if the cold weather continues there can be no doubt of an adequate supply. All of which will help to boom the trade in perishables next summer.

* * *

Since the middle of last fall, butter and egg prices have continued steady, butter ranging between 28c. and 30c. per pound, and eggs fetching like prices per dozen. There never was anything like it in Chatham before, and householders mourn the days when eggs sold for 10c. On Saturday, potatoes, which hitherto have brought $1 per bag, advanced to $1.25.

* * *

Wilfrid McCorvie, of John McCorvie & Son, was in London last week, attending the reunion of Scottish Rite Masons. He reports a first-class time.

* * *

Taylor & Williamson, who recently leased their premises to the new 5 and 10c. store, are advertising a sale of goods at cost prices.

* * *

Geo. Stacey and sons Percy and Harvey, visited the old home in Port Hope last week.

* * *

W. H. Curran, at present traveling for O'Brien Bros., cigar manufacturers of this city, contemplates opening an up-to-date meat shop in the Alexandra Block.

* * *

Last week the Collinge Block, Wallaceburg, was visited by fire. The block was a one-storey frame, owned by Samuel Collinge, and the loss was $3,000, with $1,800 insurance. The confectionery store of Miss Addie Collinge was damaged to the extent of $1,500; insurance, $600.

* * *

The Wallaceburg Sugar Company has resumed operations on imported raw sugar. The company has offered to supply gratis all the sugar required for the Shacktown sufferers, in Toronto. Wm. McNairnie, of McNairnie Bros., Wallaceburg, contributed a barrel of flour to the same cause.

* * *

G. C. Crawford, of Merlin, last week purchased the grocery business of W. T. Martin, Highgate, and has assumed charge. Mr. Crawford is a practical baker and confectioner and will run these branches in connection with the grocery.

* * *

D. B. McDonald has severed his connection with R. P. Adams' butcher shop, Tilbury, and contemplates setting up for himself.

* * *

W. B. Shaw, Merlin, has installed a fine tobacco case in his place of business.

* * *

In order to prepare for a contemplated change of business, G. J. Watts, the Thamesville general storekeeper, advertises his entire stock for sale at bargain prices.

* * *

F. Gregory, of the Leamington Canning Co., has returned from attending the Canners' Association meeting at Hamilton. The company recently shipped two carloads of canned goods to Glasgow, Scotland.

* * *

From reports received it seems that burglars have been busy in various general stores in Essex county. The post office store at Cottam and 3 stores at Maidstone were among those visited, the burglars showing a weakness for plundering the Dominion by striking such places as looked after His Majesty's mails.

* * *

Oil Springs, Lambton County, is the latest location for a canning factory, a party having approached the Municipal Council on the subject. A flax mill is also contemplated.

GUELPH.

Harding Bros., wine merchants, are shortly to vacate their present store, and will run their liquor store on McDonell St., and Jackson & Son, grocers, will in all probability extend their present store so as to take in this store their present quarters being too cramped. Both stores would make an up-to-

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

date commodious store. In fact it was all one store under the old firm of Jackson & Hallett, until the grocery stores were prohibited from selling liquor and the partition was then put up.

* * *

G. H. Knox & Company are about to start up one of their 5, 10 and 15 cent stores in Guelph.

* * *

Jas. Shields, the Waterloo Ave. grocer, has installed an up-to-date, new 30 lb. Toledo scale, and also a cheese cutter, and both make real nice fixtures. It will be up to "Jim" to tell us now whether a cheese cutter pays or not.

* * *

There was a reaction on the Guelph market on Saturday and the farmers who have been storm stayed took advantage of the beautiful morning and improved roads and came in large numbers. The result was a big market, the largest for many weeks, and prices took a slump, butter going as low as 23c. a pound, and eggs 25c. a dozen. Potatoes were 90c. a bag, while apples sold at from 75c. to $1. The stores are again well supplied, and the outlook is that eggs and butter will drop considerably before this week is out.

* * *

D. Jackson, oof Jackson & Son, had an unpleasant experience this week. He received a telegram from New York that his son William was dead, and shortly after got a telegram from his son saying that he was not dead and was working that day, and that there must be some mistake. This was certainly welcome news to the family, as Mrs. Jackson, Sr., is at present lying sick at the General Hospital here.

* * *

The morning up train, No. 91, leaving Guelph at 10 a.m., and the down train, No. 94, leaving Goderich at 4.50 and Guelph at 7.20, are to be taken off immediately, by order of Supt. Osborne, of the Guelph & Goderich Railroad. This will indeed be disappointing to travelers as there are so many small places on this line that it would not pay a traveler to spend a day in. The general opinion is that to reduce expenses in that way will be more inclined to send the traveler around by the G.T.R.

* * *

The busiest man in town this week was Fred Tobias, traveler for Todhunter & Mitchell, Toronto, who came in and tried to call on all the grocery stores here in one day. The firm will have to provide him with an automobile. When last heard from he was still going.

* * *

The Guelph Co-operative Grocers' and Bakers' Association held its annual banquet on Thursday night last. There is one feature above others that makes this annual function unique. Everything placed on the festive board was the product of the co-operative establishment, and the people were practically eating their own supplies, put before them at a nominal charge, a charge that would scarcely seem to pay for an ordinary banquet. S. Carter, who is called the father of co-operation in Guelph, occupied the chair, and during his speech said a cure for hard times, tight money etc., was co-operation here as it is carried out in England. He showed where this Guelph association would have $3,000 on hand after paying the present year's dividends. The last week's business had totalled $840. This year they paid two per cent. less dividends than last year, but accounted for that fact by loss from fire and starting a new butcher shop.

In talking to some of the smaller stockholders about the organization, there seemed to be considerable grumbling to your correspondent, but others seemed well satisfied. The general opinions expressed by the grocers in the other stores is that they will not be able to pay such dividends. How can they pay a man eight cents on every dollar's worth of groceries he buys from them. The profits in a grocery business to-day are not large enough to do it and the grocers will watch with considerable interest the outcome of this association. Some of the officers of the association think the other grocers and bakers are all against them and their way of doing business. But while most of the stores have lost a few customers there is room for us all as yet and if these people can show us how to make any more money out of the grocery business, why more power to them. The more the merrier. They say opposition is the life of trade and to give this association credit so far, there has been no cutting of prices.

* * *

If some of the larger tea houses have stopped selling a 25c. package, there are already others, in fact, several, new brands, right on the market after the 25c. tea trade, each one thinking that this is an elegant opportunity to get their teas introduced on the market. The question is will the retail grocers support the 30c. or 25c. price. The grocers ought to get together and decide, as an association. With the number of tea peddlers that Guelph is overrun with every day from door to door the grocers don't get their fair share of the tea trade. It is not all the tea peddlers who do price cutting, but just one or two persistent canvassers who insist on leaving tea, whether ordered or not, and at any price to suit the purchaser. One lady told me she had five caddies of tea stacked up in her house and she would not use one of them and could not get the peddlers to take them away. Such action as that ought to be stopped by a combined effort on the part of the grocers, it could be done. It is worth 5c. a pound also to have to introduce a new brand of package tea.

* * *

W. H. Fielding has quite an idea in the way of an order sheet for his customers who live at a distance from his store, with his name and address on it and stamped. All a customer has to do is to fill in the order and drop in the box in the morning and his groceries will be delivered that day.

* * *

It was quite a pleasure to see by your Saskatoon news last week that one Guelph boy is doing well there. Fred McKinnon, of the Hub Cigar Store in that town, hails from here.

KINGSTON.

A great many of our grocers have a hobby of one kind or another. Many have choice live poultry, fancy bred stock. Some belong to fraternal societies, some skate, others can be seen and heard curling, and not a few slide back to the office and worry and wear out their brains over the books, and so the days come and go till the bugle sounds and the weary grocer is laid to rest.

* * *

Alderman Jack Carson is introducing a by-law requiring that the head and feet of poultry be removed and the entrails be withdrawn. He felt that people should not be made to pay 12 to 18c. a lb. for what must be thrown away. A lot of crowing and cackling occurred and it was left as a nest egg till another meeting of the council. Butter may yet reach 40c. a lb. Merchants have had to advance to 35c. this week.

* * *

Chas. Saunders, after giving the much talked about cash business a trial since January 1, is well pleased and strange to say didn't lose a customer, although le looked for a falling off. I tell you and you all know it is a big contract keeping track of what people eat and drink. All kinds of systems are recommended to help the poor grocer on this vexed problem but none of them equals the cash system. In our frantic efforts to push ahead we sometimes find a year hence we are where we began and perhaps a step or two behind. If a percentage of the best grocers in each city would unitedly club together and go in for cash it could be accomplished. As it is, if Jones adopts cash, Brown opens his arms and gets Jones' customers as a rule.

Look at 5 and 10c. stores and departmentals. It is a pleasure to see them do business. We may not like their cutting but their systems are up-to-date.

* * *

No more 25c. package tea after the last issue is used up. Well, better quit than resort to old tea and cheap mixtures. Most people are satisfied to pay 30c. for a good article. You can't draw a good trade with bad goods. You may fool the people once in awhile but they will fool you in the end by steering clear of your store.

* * *

J. Gould, broom manufacturer, died last week after a few weeks' illness. He had a fall some months ago and never got over the bad results. He was full of life and energy, was a good salesman, and had built up a fine trade.

* * *

The grocers who took contracts a year ago to supply institutions, feel uncomfortable over their venture. They contract low and there has been such a steady advance that I don't blame them for feeling that way and hope it will be a warning in future. It's better to put down good prices and make some profit for there is a lot of labor and it interferes with regular trade.

* * *

Armstrong, of Warren Bros., is booking orders for future delivery of Japan teas. Armstrong has worked up a good trade here and it is no easy place to

work as we have a lot of wholesale houses here.

* * *

Robertson Bros. are pushing the new Schram fruit jar. They claim it is a great improvement on the old style of screw top crown jars.

* * *

Jam, jellies and canned goods are moving freely now.

* * *

He who may choose to chew, let him chew. Following the advance on bread comes the terrible news that chewing tobaccos, Napoleon and Prince of Wales were put up 2c. a lb. If Macdonald's factory puts out 500 caddies of these two celebrities a day it means $200 a day in his purse and a pretty decent salary a year. Well it doesn't matter a great deal. Grocers generally sell it for cost price.

LONDON.

Wholesale trade has been rather quiet the past week, due to the bad condition of the roads. Prices are unchanged. The St. Lawrence Company reduced the price of their sugar ten points for a day or two and then restored it to the old figure. Good quality teas remain firm and lower grades are a little easier. Fine coffees are very firm, which may also be said of cereal goods of all kinds.

* * *

In retail lines there is little new to report. The fine weather of Saturday brought many farmers to market as a consequence store-keepers were kept busy. Dealers are all talking about the approaching banquet, for which all arrangements have been made. Guests are expected from Toronto and all the wholesale houses will be represented. When the London grocers undertake anything of this kind it is invariably a success, and there is every reason to believe next Thursday night's function will prove one of the most enjoyable affairs of the kind yet held in the Tecumseth.

* * *

Provincial Government lecturers on dairy matters have been in attendance at all the cheese factory meetings in this vicinity, instructing those interested on methods, which, when put into practice, are said to be of much value.

MONTREAL.

The partnership of Munro & Lloyd, grocers, St. Catherine & MacKay Sts., has been dissolved, Mr. Lloyd having severed his connection with the firm. The business is being carried on under the sole proprietorship of D. D. Munro.

* * *

Among the laboring classes it has been felt quite keenly, as several large plants have been either working on short time, or closed down entirely. Some of the railway shops are working on short time at present, thus making the situation rather dull for the grocer catering to this class of trade, customers only buying the absolutely necessary articles of foods, and being somewhat behind in payments. However, with spring approaching, and the subsequent increase of business in general, which accompanies it, an improvement in trade is naturally expected, and things will return to their former condition.

* * *

The grocery store formerly occupied by Baker & Co., St. Catherine St. West, is now being conducted under the name of the "Boston Branch" with Frank N. Mullin as manager.

The Montreal Retail Grocery Clerks' Association, recently held a very successful euchre party.

* * *

The G.T.R. shops at Point St. Charles are working on short time at present and are likely to continue so until the spring. This will affect the trade in the Point to quite an extent, as a great many of the customers there are Grand Trunk workmen.

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A. J. Hodgson, of Hodgson Bros. & Rowson, and John McKengow, of A. A. Ayers Co., Montreal, have left on their annual trip to Europe.

* * *

One of the Canadian commercial agents located in Australia, in a recent report, gave considerable information regarding the Australian dried fruits industry. He stated that in 1907 250 tons of Australian dried fruits found a market in Canada, and special efforts are being made to largely increase the results achieved during the period of the initiation of the business. In speaking to some Montreal wholesalers of the prospects for these fruits during 1908, The Grocer was informed that the reason they found such a ready market in Canada last season was because of the scarcity of Valencia and other raisins and the consequent high prices. But as the Australians proved to posess good quality, and if the quotations for the coming season are in keeping with the others, there is no reason why they should not find a market in Canada. As yet, no quotations have been received here, and all depends upon the prices to decide whether these goods will be a factor on the Canadian market in 1908 or not.

* * *

Calling on some of the Westmount grocers, The Grocer found that a good amount of business was being done in that city but several dealers complained greatly of the difficulty in making collections. No doubt Westmount people have been greatly affected by the stringency of money. One grocer stated that another reason was the fact of several west-end concerns having either been closed up, or working short-time, but matters are assuming a rosier appearance and a better state of affairs is looked for in the near future.

* * *

The recent advance in the price of package teas has not as yet affected the trade, as mostly all retailers have a stock on hand, and are selling at the old price, but it is expected that when these stocks are run out, and the higher priced put in, it will tend to increase the sale of bulk tea. The 25-cent package has been a popular line for some years, but with the price advanced to 30 and 35 cents, people will be inclined to buy bulk tea in the opinion of many grocers.

* * *

There is a great scarcity of molasses on the local market at the present time, and the stocks are not likely to be replenished until the arrival of the new crop in June. Some retailers have been lucky in having a stock which will be sufficient to meet their requirements until June, but others who are not stocked are feeling the effect of the scarcity, as a large quantity of molasses is consumed each year in Montreal.

* * *

The grocery of J. Foster, Pine Ave., was broken into by burglars one night recently, but fortunately nothing was taken, as the intruders were disturbed in their work by the arrival of a constable.

* * *

The grocery of V. Legault, Wellington St., was the scene of a small fire recently. The blaze was extinguished before much damage was done.

* * *

William Stewart, head brewer for Wm. Dow & Co., Montreal, passed away last week. Mr. Stewart had been connected with the firm for twenty-nine years, and was well-known in business circles. W. Murray, Montreal manager of E. W. Gillett Co., of Toronto, is a son-in-law.

TORONTO.

Retailers report business appreciably brighter the last couple of weeks and those who are making any determined efforts at collecting are not finding a great deal of difficulty.

A good many are laying in supplies of fresh and dried fish for the opening of the Lenten season next week.

* * *

Rather a good story came to us the other day. A grocer in the downtown district does considerable trade with celestials. One of these, a new customer by the way, came in, and after gazing inquiringly around the store, said, in broken English:

"Chickenettes, chickenettes, two dozen." The grocer was naturally at a loss and inquired further as to his wants, but nothing more could be drawn out. The Chinaman persisted in asking for "one, two, doz chickenettes." The grocer was about to give up in despair when suddenly the strange customer's eye brightened, and stepping down beyond the counter he placed his hand suggestively on a box of new-laid eggs. The mystery was solved.

* * *

Little things count all right. A few days ago a gentleman walked into a very

smart-looking grocery store and purchased a package of popular tobacco. On reaching his home and opening the package much to his disgust and annoyance, he found that his favorite tobacco, instead of having its usual moistness, was dry and crisp and, therefore, extremely unpleasant to him. The bad impression caused by this purchase did its work. Now, that customer avoids that particular store for his tobacco at least. Had that particular grocer kept his tobacco away from the heat and air of the room and preserved its quality in an air-tight case, as regular tobacconists do, the probability is that he would have retained that customer's business.

Just how many similar customers' trade that grocer lost is, of course, unknown, but it may be assumed to amount to a considerable sum each year. This is no isolated case. It is all too common among lots of grocers who are failing to keep close to the details of business. A word to the wise is sufficient.

* * *

J. Wylie & Co. have opened up a fine grocery on Bloor St., near Bathurst. The fittings are in weathered oak and entirely up to date in every particular. All modern grocery conveniences are to be found in the store. A special confectionery and candy department is a bright feature.

* * *

Hockey games have been in great vogue among wholesale grocers this season. Last Saturday the office staff of H. P. Eckardt & Co. met the warehouse staff. The result was all in favor of the office bunch who didn't do a thing to their warehouse friends. The game was made interesting by the "snappy" playing of Jim Forbes, who insisted on sitting on the puck whenever he came near it. The final score was 6—0, which indicates pretty accurately just how much the office did to the warehouse.

The line-up was as follows:

Office—Goal, F. Wilkinson; point, Brown; cover, J. Wilkinson; centre, Andrew; rover, Quigley; right, McEwan; left, Hoath.

Warehouse—Goal, Scott; point, Jackson; cover, Thompson; centre, Anthony; rover, Forbes; right, Joyce; left, Rowntree.

* * *

A meeting of the Grocers' Section of the Retail Merchants' Association was held in the association's board-room on Monday evening. A deputation was present from the master bakers and the troublesome matter of bread-weight was discussed at considerable length. As the matter stands now, the loaves may be inspected in the grocery stores, and in some cases, the grocers have been held responsible for infractions of the law. A resolution was brought forward and passed to the effect that the inspection of the bread should be made in the bakeries and not in the retail stores.

There was considerable discussion also over the proposed amendment to the Division Court Act, which will probably come before the local house this session. This amendment, if carried through, will provide a much easier method for the collection of small accounts and its machinery aims to make the court and not the retailer, responsible for the collection of the account after decision has been given.

* * *

The majority of local grocers had some stock of package teas on hand before last week's change in prices was announced and as yet have not had to tell the public of the advance. Most of them seem to regard the change as favorable to them from the fact that they will now be able to sell more bulk tea.

VANCOUVER.

Californian eggs have created a small feature in the local market. They have come in such good quality that the local stock, if they had not had to come down in price, have at least had no chance of going higher. Tne article from California is far better this year than last, and is selling retail at 40c. It is difficult to tell the difference between them and the local variety. Easterns are selling for whatever they will bring. They have been in stock for awhile and the wholesale price varies from 22c. to 30c. The outlook for them is not good.

* * *

With conditions in the south affecting the orange crop, prices have stiffened here, though increases have not yet been reported. Lemons are easier than usual and retail at 25c. per dozen for the best and 20c. for the smaller.

* * *

Hams and bacons are also lower, or at least the price is not so firm, and ham quotations are even 16c. and 17c. for good quality.

* * *

A number of cars of Wenatchee apples have been imported from Eastern Washington during the past week, but as good varieties that will keep are not plentiful, prices have been well maintained.

* * *

Lamb and mutton, local grown, is still short on demand and little will be offering for some time yet. On the steamer Aorangi, which arrived from Australia, were 3,207 carcasses of mutton, and 70 cases of canned meats. The cargo of this boat had other lines that are worthy of note by the supply houses of this country. Among the many items were 343 cases of milk, 10 cases of preserved soup, 11 cases of arrowroot and 700 cases of butter.

* * *

Advices from Dawson are that the merchants are doing a steady business, and are looking to a revival of trade, when some of the big companies begin spring operations. Several large concerns, such as the Ogilvie Dredge Company and others of similar character, are counted among the new customers this year. Butter and eggs are becoming more self-assertive each day. Some of the quotations may not be uninteresting, especially to eastern readers, who may not be familiar with conditions in the Yukon. Retail prices: Eggs, storage, 75c. dozen; butter, two pounds for $1.25; cheese, three for $1; sugar, 10 lbs. for $1; tobacoo, westover, 75c. per plug; T. & B., 3 plugs, $1.25; rolled oats, 7 lb. sack, 75c,; corn meal, 10 lbs. 75c.; Cream of Wheat, package, 50c., 3 for $1; corn starch, 5 packages for $1; Van Houten's cocoa, $1.50 lb.; maple syrup, Log Cabin, $1.25 per half gallon; canned fruits, Canadian, all sizes, 3 for $1; bacon, 40c. and 50c.; canned peas, corn, or tomatoes, 25c. can; ham, 37½c.

* * *

Business on the whole, in the coast cities, is encouraging. The proprietor of the largest departmental store in Vancouver states that notwithstanding the depression his business for January was ahead of the same month last year, and is ahead also for this month. This is in every department, individually and collectively, except that of jewelry. In no one month has there been a decrease.

* * *

The troubles of the retail grocer, in so far as they relate to the wholesaler selling direct to the consumer, and so cutting in on trade, are again coming to the front. One of the local newspapers publishes a story that matters have gone so far that at a meeting of retailers this week it was decided to put it up to the wholesalers to either stop the practice or goods would be be bought in the east. The complaint is that hotels, restaurants, logging camps and other large consumers of groceries were supplied direct, and good business thus lost to the retailer. There are cases, say such as the Vancouver Hotel, where objection might not be entered. This is a C.P.R. institution, and if the wholesalers can or will not supply them they can easily purchase in the east, since they would be patronizing their own line of freight, and keeping all the expense interchanged in the family. Still, if the wholesaler sells, he is able to quote a better figure than he could to the retailer.

* * *

The Empress of India, which departed for the Orient this week, took 159 tons of Canadian flour, but none for Hong Kong. Word is to the effect that the market at this latter point is overstocked. The Empress carried three carloads of general merchandise, and a quantity of canned salmon.

* * *

News from Ladysmith, near Nanaimo, on Vancouver Island, is that business is increasing, although logging camps are not as active as formerly, and there has been a temporary sispension of operations at the smelter and the mines. During the last five months, five new businesses have opened out, and building is going ahead.

* * *

From the eastern portion of the province reports are almost optimistic. Small fruit holdings are being taken up on the Kootenay and Arrow Lakes. Land is held mostly by settlers, and the fact that many are going in will mean good business. It will furnish a producing population, which in turn will be a large consumer, and will entrench

Nelson more firmly than ever in its position as a centre of distribution.

* * *

The Chilliwack Creamery Company, Ltd., held a special meeting of its shareholders recently to consider the advisability of enlarging its present plant and building, or to rebuild in a more desirable place. This expansion shows the growth which is going on in the Chilliwack district, which is perhaps the most profitable dairying section of the province. When the ptesent building was erected five or six years ago, it was thought it would be large enough for twenty years. A cold storage plant is proposed in connection with the improvements, whatever is decided upon ultimately.

WOODSTOCK.

The Guelph correspondent tells of a grocer who lends orange slicers to his customers. There are dealers in this city who make a practice of keeping a supply of raisin seeders on hand, and they always consider it money well spent in procuring the articles. There are a good many people who always prefer to buy their raisins with the seeds in, and to them it is a great convenience sometimes to be able to borrow a seeder from the grocer. More and more though people are coming to see the advantage of buying raisins already seeded, for the slight extra expense is amply repaid by the absence of the bother of seeding them.

* * *

A local butcher with a stall in the market building has for some time been regularly missing pails of lard and pieces of meat. He had a good idea as to the identity of the thief, but was unable to satisfy himself positively until the other day one of hic clerks with a fondness for amateur detective work got his brains at work. The result was a very ingenious scheme, whereby the thief was discovered. The clerk got a lard pail empty, and filled it with sawdust. He poured some lard over the contents, and set it outside to freeze. Then he put some lard over the top and put the cover on. Previously through a hole in the bottom of the pail, he had fastened a long cord. He passed the end through a hole in the counter and fastened it to a cluster of bottles which he placed up on a shelf. During a busy hour on Saturday, the expected happened. Suddenly the bottles were heard to fall to the floor. Of course, this drew the attention of everybody in the vicinity to the stall, and there, a few feet from the stall, at the end of the string was the most embarrassed woman ever seen with the pail of supposed lard snugly tucked away in her market basket. She had been suddenly brought to a stop when the bottles caught against the counter, and while her cheeks flamed she hastily replaced the pail on the counter and decamped without a word. The woman was an old customer of the butcher, and was in good circumstances, so that there was no excuse for her action.

A LENTEN GROCERY WINDOW

A Timely and Attractive Display for the Approaching Season in Which the Grocery Should Reap a Profitable Harvest.

Next week ushers in the Lenten season and with it come possibilities in the matter of business that should be taken advantage of by the grocer.

The feature of the Lenten business is, of course, the fish trade. With a view to helping in the development of this line of business, The Grocer presents herewith a sketch and suggertion for a Lenten fish window, the idea for which was borrowed from our contemporary, the Grocery World.

The window is one which might be very easily arranged from goods carried in any grocery which makes any pretence at all of carrying canned, dried, or fresh fish.

As may be seen, the background is made up of four large pyramids of cans,

the goods being something similar to those suggested in the key below. The row in front of this contains packages of dried fish and smaller cans, and in front of this again, it is suggested that several platters of fresh and dried fish in their natural form, be shown.

The numbers in the following table correspond with those in the sketch :

1. Large cans cove oysters.
2. Cans of soused mackerel.
3. Smaller cans of oysters.
4. Cans of salmon.
5. Packages of shredded codfish.
6. Tins of sardines.
7. Cans of lobsters.
8. Cans of kippered herring
9. Codfish in one-pound packages.
10. Bloaters.
11. Bulk codfish.
12. Mackerel or dried herring.

An attractively written card, with Lenten suggestions, as shown, hung at the back of the window, would add to the general effect and help bring in the customers.

NEW PARTNERS IN MONTREAL FIRM.

Announcement is made that W. H. Halford and T. Kusanobu have been taken into partnership by Shaw T. Nishimura, Montreal, and the firm will in future be known as S. T. Nishimura & Co.

Many friends of both Mr. Halford and Mr. Kusanobu will be pleased to learn of their success. Mr. Halford is widely known over Eastern Canada as a tea man, an expert in fact, and his fame has penetrated to many sections of the west. He was for some years with S. H. Ewing & Sons, Montreal.

Mr. Kusanobu is one of the best inside men in the Japan tea business in Montreal. He will look after the correspondence of the firm as in the past, while Mr. Nishimura will attend to the Japan end of the business. Just recently he returned from a two-year trip to his native land, and he expects to go back again shortly.

Markets and Market Notes

Conditions in Canadian Centres of Trade This Week—With Changes in Various Lines of Goods—Notes From the World's Markets.

QUEBEC MARKETS

POINTERS—
Butter—Up 1c.
Sugar—Firm.
Peppers—Firm.
Teas—Firm.
Cheese—Steady.
Eggs—Receipts light.

Montreal, Feb. 27, 1908.

The feature of the market this week is the sharp advance in butter. Dealers are quoting as high as 33c lb. for fresh creamery, and say that in the course of a few days the price is likely to advance as high as 35c per lb. As a matter of fact, one merchant, when seen, stated that he would not part with his stock to-day at less than 35c. The markets in the United States and England are bare also. Sugar has taken a firm stand once more, and both refiners are quoting the old prices. It will be remembered that one of them dropped the price 10c last week. The New York markets have been advanced, and it is thought by some of the local dealers that this will be reflected here. The tea business has picked up considerably during the past week, and it is thought by those in a position to know that there will be an advance on blacks. Tapioca is easier this week and local prices are down a little. Good orders are being received by fish dealers, as Lent is almost here, and grocers are buying freely. The scarcity of haddock and cod has resulted in very firm prices for these two lines. Other lines of fish are quoted at figures which have been quite steady for the past while. Other lines in demand during the Lenten season have also shown more or less renewed activity of late. Canned goods might be mentioned for one. Quite nice orders have been received for assorted lots by many jobbers.

Collections are reported satisfactory, and day by day things seem to be resuming their normal aspect.

SUGAR—There is a firm tone in sugar this week. Both refiners are quoting the old prices and the demand is good. The American markets have been advanced, and it is thought by some here that this will be reflected on the local market.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, boxes, 100 lbs	5 15
" " " 50 lbs	5 25
" 25 lbs	5 45
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES— Syrups are in good demand at old prices. Molasses has not changed since last report, business being good and stocks small.

Barbadoes, in puncheons	0 31	0 33
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Maple products are unchanged this week.

Pure maple syrup, bulk, per lb	0 06	0 08
Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 10½	0 11

TEA—There is a much firmer tone in the tea market this week. An advance in blacks is likely to take place shortly. All lines are firm and selling well.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The coffee market is unchanged since last week. Demand continues fair at old prices.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Dried fruit business continues quiet, there being only a fair demand at unchanged prices.

Currants—	
Filiatras, uncleaned, barrels	0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07½
Finest Vostizzas "	0 03½
Amalias "	0 08
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07½ 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½
Selected, per lb	0 06½
Layers, "	0 06¾ 0 07
Dates—	
Hallowees, per lb	0 05½
Sairs, per lb	0 04 0 04½
Packages "	0 05½ 0 06½
California Evaporated Fruits—	
Apricots, per lb	0 32
Peaches, "	0 18
Pears, "	0 18
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" " ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½'s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 11 0 11½
Loose muscatels 3 crown	0 10 0 10½
" " 4 crown	0 11 0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 10
" " " 50-60s	0 09½
" " " 60-70s	0 09
" " " 70-80s	0 08½
" " " 80-90s	0 08
" " " 90-100s	0 08

SPICES—The spice market is featureless this week. Prices are firm, with the exception of peppers, which are a shade firmer. Demand is fair.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

BEANS—The bean market continues to be steady. Prices are firm, and there is a fair demand.

Choice prime beans	1 90	2 00

EVAPORATED APPLES—There is nothing new to report on evaporated apples this week. Business continues to be fair at unchanged prices, 9c to 9½c being asked.

Evaporated apples	0 09	0 10

RICE AND TAPIOCA—The market for rice is unchanged this week. Demand is slow and prices firm. Tapioca is easier, as will be noticed in the quotations below. Regarding the rice crop in Burma an American consular agent reports: The third Burmese Government forecast of the rice crop for a territory containing about 9.8 per cent. of the total area under rice in British India gives as the area under cultivation 7,295,964 acres, an increase of 322,271 acres. Prospects are good, the surplus available for export being estimated at 2,514,000 tons of cargo rice, equivalent to 42,670,169 hundred-weights of cleaned rice."

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05½ 0 06½

RAW FURS—There is not likely to be any change in raw furs until the March sales take place, and prices continue:

Mink	5 00	6 00
Marten, pale	4 00	6 60
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—There has been a slight improvement in canned goods business this week despite the present high prices and dealers are anticipating a good business during Lent.

TORONTO—Canned goods are moving rather freely this week. Some demand is also evident for fish for the Lenten season. Prices of canned salmon are very firm and indications seem to point to an advance shortly. The salmon situation all through is very firm.

ONTARIO MARKETS.

POINTERS—
Sugar—Very firm.
Chocolate—Declined.
Beans—Stiffer.
Collections—Fair.

Toronto, Feb. 27, 1908.

Wholesalers report business as improving gradually and the majority of them express themselves as well satisfied. Collections are only fair, some firms finding rather more difficulty as March approaches.

SUGAR—The market has assumed a very firm basis and a general advance seems to be expected shortly, possibly within a day or two. The fact that several jobbers have bought quite heavily this week seems to point to the fact that they expect a change. Cables from London on Tuesday noted an advance in beet of 1½d, and this, coupled with the facts that there is little coming from Cuba, that raws are exceedingly strong and the speculation by American companies, all point to a stronger market. The decline made on the 18th in St. Lawrence granulated and yellow evidently served its purpose in cleaning out surplus stock for these lines were advanced again a few days later. Acadia also advanced 5c during the week, the reason given being a desire to get it on a more equitable basis. Prices ruling at the time of writing were :

Paris lumps, in 50-lb. boxes	5 45
" in 100-lb. "	5 35
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 40
Berlin granulated	4 40
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Only a staple business is being done at steady prices.

TEAS—Prices in British markets appear to be on a slightly lower basis, as the following from the report of Thompson's circular, dated London, Feb. 13th, will show : "It is difficult to find explanation for the all-round lowering of price which has taken place during the past fortnight, seeing that the statistical position appears stronger than it was at this time last year, when an active and advancing market was experienced. The average price of tea has now fallen to nearly ½d per lb. below that realized on the corresponding date in 1907."

COFFEE—A brisk business is being done locally at comparatively steady prices.

DRIED FRUITS—Business is quiet, with steadiness in staple lines. Prices are unchanged.

RICE AND TAPIOCA—Shipments of both rice and tapioca were received on the Toronto market this week. The receipts of tapioca have eased the situation somewhat, as local stocks were pretty well cleaned out.

SPICES—Peppers are firmer, but otherwise no change is apparent. Business is steady.

CHOCOLATE—An enormous increase in production and a falling off in consumption, due largely to the financial stringency in the United States, has caused a slump in cocoa beans and local manufacturers will announce material declines in several lines of chocolate on March 1st. The situation is now on the same basis as about eight months ago. In the United States some lines are off 50 per cent.

BEANS—The market is stiffer this week, with prices about 5c above last quotations. Prices now ruling are covered as follows :

Beans, hand picked, per bush	1 80	1 95
" prime No. 1, "	1 80	1 85
" Lima, per lb		0 07½

EVAPORATED APPLES—Only a fair amount of business is being done on a basis of 8½c.

Evaporated apples	0 08½

HIDES AND WOOL—The market remains quiet, with light receipts, and generally depressed feeling.

Hides, inspected, cows and steers, No. 1		0 06
" " " " No. 2		0 05
Country hides, flat, per lb.	0 04	0 04½
Calf skins	0 8	0 09
Kips	0 06	0 07
Lamb skins	0 80	0 90
Horse hides, No. 1	2 5	2 10
" " " 2	1 25	1 50
Rendered tallow, per lb.	0 04½	0 05½
Horse hair, per lb		0 25

DEATH OF ROBERT CARRIE.

Passing of One of Toronto's Old and Esteemed Business Men.

Robert Carrie one of Toronto's oldest business men, passed away at the home of his son-in-law at 126 St. George St. on Saturday afternoon, at the age of eighty years.

Mr. Carrie was a native of Carnoustie, Scotland, and came to Canada when a young man, settling first in St. Thomas. He came to Toronto more than forty years ago, and for a time was a member of the dry goods firm of Dobbie & Carrie. Later he went into the warehousing business, which he carried on until his death. For a time he had a large warehouse on Front St. west but about ten years ago obtained possession of the building at the corner of Church and Front Sts. He was particularly well acquainted with members of the grocery trade and importers and was highly regarded. He was one of the managers of St. James' Square Presbyterian Church, was a member of St. Andrew's Society, a Freemason, and a Liberal in politics. He is survived by one daughter, Mrs. John Paton, and one son, Mr. Thomas Carrie, both of this city. The funeral took place at 2.30 o'clock on Monday afternoon.

KINNEAR'S WIN THE CUP.

Deciding Game in Wholesalers' Hockey League Last Friday Night.

The members of the T. Kinnear Co., from the head of the firm down to the stenographers, are wearing smiles this week, and deservedly too, for the Tilson trophy cup, emblematic of the championship of the Toronto Wholesalers Hockey League is in the firm's possession for a year at least, as a result of last Friday night's game, when their hockey team defeated the Jas. umbers Co. team by a score of 6—0.

The Kinnear team deserve the championship. With a fast team which has worked well together, they have practiced consistently and worked hard for the honors.

Friday evening's game was not so lively as some of the others. Up to this game the contestants were on even standing and a battle royal was expected, but the Lumbers team, although some brilliancy was shown individually, did not quite line up to expectations. The game was at times lifeless, though at times a really good quality of hockey was shown.

The line-up was as follows:

Jas. Lumbers Co.	T. Kinnear Co.
"Wes." Lumbers	goal Robinson
Tom Ker	point Minett
Boyd	c. point Humphrey
Wylie	forwards C. Rennie
F. Lumbers	" Marks
McKenzie	" "Tom" Kinnear

A good deal of interest has been taken in the series this year by members of the Toronto wholesale houses and the friendly rivalry displayed has not been at all harmful.

The trophy, which, by the way, was presented by the Tilson Co., of Tilsonburg, for perpetual challenge, will be an object of interest in the Kinnear Co.'s sample room during the year.

OPENING CONDENSED MILK PLANT

New Company Celebrates and Holds Annual Meeting at Aylmer.

The formal opening of the Aylmer Condensed Milk Co.'s plant at Aylmer passed off most successfully on Wednesday, Feb. 19. The event was suitably marked by a general reception to which interested people flocked in goodly numbers from both the country and town. The different departments were opened to the public's investigation. Judging from the remarks heard, the impression created must have been most favorable. Lunch was served liberally and an orchestra added pleasantly to the function. Later in the evening an enjoyable dance was held, which served as a fitting close to the event.

The plant is thoroughly up-to-date and sanitary in every detail. No pains have been spared by the management to make it well appointed and scrupulously clean. Its capacity will be from 60,000 to 70,000 pounds of milk per day. Indications already point to the success of their brands, Canada First Condensed Milk and Canada First Evaporated Cream.

The first annual meeting of the company was held at Aylmer the same day, when the following officers were elected: President, D. Marshall, M.P.; Vice-president, Dr. J. M. Rogers; Sec.-treas., R. L. Innes; General Manager, H. W. Knight; Directors, Mr. Keefer, Ingersoll; Dr. Parke, Woodstock; Mr. White, manager Merchants' Bank, Ingersoll; and Frank Lawlor, M.P.P., Dunnville.

F. W. Hudson, of the Canada Brokerage Co., Toronto, has returned much improved in health, after a ten days' visit at Mount Clemens, Mich.

W. A. Mitchell, of Todhunter, Mitchell, Toronto, is down in Mexico enjoying a business and pleasure trip of about three weeks' duration.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Feb. 27, 1908.)

The February turnover has been considerably larger than was expected by the most optimistic. Country collections continue to show a steady improvement and the outlook is becoming more favorable every week. The only disturbing feature of the present situation is the cutting of prices on several lines by rural wholesale houses.

CANNED GOODS—As noted last week the advance in canned fruits and vegetables announced in Ontario a short time ago, does not affect the price in the three prairie provinces.

Business is still very quiet.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 51
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4-oz. "		4 75
5-lb tins, each		0 80
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 54
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¼'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	7 65

SUGAR—The sugar market last week was very erratic but the net result was a return to former prices. In Brandon a decline of 10 cents in B. C. and Redpath was announced, but this was quickly followed by a return to the old price. In Winnipeg St. Lawrence and B. C. sugars declined, but there was no change in Redpath. Other sugars held steady and St. Lawrence and B. C. sugars returned to the old basis. We quote :

Montreal and B C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	4 95
Berlin, granulated in bbls	4 90
" " sacks	4 95
B.C. qunnies granulated, 5-18's to bale, per cwt	5 16
" 5-2's " "	5 15
" hard pressed lump, 25's, per cwt	6 25
" " half bbls., per cwt	6 00
" icing	5 90
" bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES — There has been some cutting in syrups but nominally prices are still quoted as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. kets., each	2 25

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Texas, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 85
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07½
" 70-80 "	0 07½
" 60-70 "	0 08½
" 50-60 "	0 09
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 20½
Apricots, standard in 25-lb. boxes, per lb	0 23
Peaches, choice, per lb	0 15
Peaches	0 16
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	01 4½
Nectarines, choice	0 16

EVAPORATED APPLES—Selling to the retail trade at 8½c to 9c per lb. The market is easy.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS —

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" 40 " " 80	3 05
" 20 " " 80	3 10
" 8 " " 80	3 40

CORNMEAL—Quoted now at $1.90 per sack.

POT AND PEARL BARLEY — Pot barley, $3.60 per sack; pearl barley, $5 per sack and $2.55 per half sack.

TOBACCO—Macdonald tobaccos have been advanced: Prince of Wales, 2c, now 69c; Napoleon, 2c, now 71c; Index, 1c, now 70c. Briars are unchanged.

BUTTER—No. 1 dairy is selling to the retail trade at 25c and good No. 2 at 23c. Produce houses are paying 20c to 21c per lb., f.o.b. Winnipeg, for round lots, and 22c to 24c for best quality. Creamery solids are selling to the trade at 26c per lb. and bricks at 28c to 30c per lb. Strictly fresh commands a price of 30c to 35c, according to brand and quality.

EGGS—Produce houses are selling fresh eggs to the retail trade at 25c to 27c per doz., and are paying 24c to 25c for country shipments. The market is declining, owing to the mild winter. Storage eggs are selling now at 19c to 21c per doz.

CHEESE—

" Ontario, large	0 15
" " twins	0 15½

POULTRY—

Fancy spring chickens, fresh killed frozen	0 15
Fancy Ontario turkeys frozen	0 17

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	5 00
Northern spies No. 2, "	4 50
do. No. 1	5 50
Oranges and Lemons—	
Washington navels 96's, per case	3 50
" " 150's to 200's per case	4 00
California lemons, 300's, 360's, per case	6 00
Bananas—	
Per bunch, by express only	2 50 3 00
Grapes—	
Almeria grapes, kegs, per keg	3 00
Pears—	
Fancy Columbia, "	4 00
" " half cases	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" " per case	6 00
Sweet potatoes, per bbl	8 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, will move on or about March 15, and in order to reduce their large stock, they have decided to quote special prices to prompt buyers. Many retailers did not buy sufficient canned goods last fall to last them through the season. Laporte, Martin & Co. are offering the trade particularly attractive assortments at good prices.—Advt.

The Miramichi Fish Co. has received letters of incorporation. The head office will be in Chatham, N.B.

TO GET AND HOLD TRADE

Sell your customers absolutely reliable goods. Don't run the risk of losing their good will by offering an article of doubtful quality, or one which may injure health.

When you sell Royal Baking Powder, you are sure of always pleasing your customers. Every housewife knows that Royal is absolutely pure and dependable. It is the only baking powder made from Royal Grape cream of tartar. You are warranted in guaranteeing it in every respect, the most reliable, effective and wholesome of all the baking powders. On the other hand you take chances when you sell cheap baking powders made from alum or phosphate of lime. They are unhealthful and fail to give satisfaction.

Royal never fails to give satisfaction and pays the grocer a greater profit, pound for pound than any other baking powder he sells.

To insure a steady sale and a satisfied trade, be sure to carry a full stock of Royal Baking Powder.

SARDINES

cases 100 tins, key openers

NORWEGIAN

The original "**Crossed Fish**" brand.

Quarter tins in Oil,	$10.00 per case
Quarter tins in Tomato,	10.00 "
Half tins in Oil,	17.00 "

French, Portuguese, Spanish, English

"**F. Francois & Co.**" white tins, brass labels

¼ flat tins,	$7.00 per case
½ flat tins,	10.00 "
"**Anita**" ¼ flat, decorated tins	9.50 "
"**Les Favorites**" ¼ flat, decorated tins	9.50 "
"**Les Pyramides**" ¼ flat, decorated tins	9.50 "
"**Trefavenne**" ¼ flat tins	10.00 "
"**Mordaleb**" ¼ club, decorated tins	10.00 "
"**Santo Antonio**" ¼ club, decorated tins	11.00 "
"**Mordaleb**" ½ flat, decorated tins	15.00 "
"**Sportsmen**" ½ club, decorated tins	24.00 "
"**Lasalle**" best Canadian brand, ¼ flat tins	4.00 "

On lots of 5 cases or more, one kind or assorted kinds, freight prepaid to any railway points in Canada east of Sudbury and Sarnia, Ont.

Terms: Net within 30 days without discount.

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

CANADIAN BUTTER IN JAPAN.

Good Opening for Our Produce if Quality is Satisfactory.

In the last report of the Department of Trade and Commerce, W. T. R. Preston, Canadian Trade Commissioner in Japan, gives some interesting facts and figures on the shipment of Canadian butter to the Land of the Rising Sun and incidentally throws a little more light on the alleged unsatisfactory exports which were referred to in these columns two weeks ago.

He gives the imports of butter from Canada as shown by the Japanese statistics for the past six years as:

Year	Kin.	Yen.
1900	8,712	6,216
1901	2,603	1,499
1902	5,675	3.664
1903	10,793	7,227
1904	15,668	10,524
1905	21,553	14,515
1906	24,605	22,957

When this is compared with the total imports, which in 1906 were 24,430 kin, 175,521 yen, it will be seen what an opportunity exists for Canadian exporters.

In regard to quality Mr. Preston says:

"In an official Japanese report on the question of the quality of butter imported into Japan, Denmark stands first on the list, followed closely by France. The amount imported from Canada has been quite immaterial, in comparison to the total amount reaching the country."

The report goes on to state that:

"Canada was just establishing an enviable reputation, when a large shipment from one of the western provinces turned out very unsatisfactory. And unfortunately it had been extensively distributed before the importers became aware of its character.

"I finally followed the matter up until, quite accidentally I got in touch with the importers, and secured abundant evidence of one of the most ill-advised shipments that could possibly have been made from Canada. The result of the transaction is that a serious obstacle has been created against a growing trade, the facts connected with the unfortunate episode having been circulated far and wide. I learned that these dealers had transferred their importations to the Australian product."

Continuing, Mr. Preston gives some comparative figures as to cost of transportation of butter from Canada and from the countries competing, as follows:

"Calgary.—Distance from Yokohama 640 miles by rail, and 4,300 miles by sea, totalling 4,950 miles, occupying about 14 days, at the rate of $36 per ton, without cold storage on the ocean.

"Australia.—Distance from Yokohama 6,700 miles, the journey occupying about six weeks. Butter is carried in refrigerated storage all the way at one penny per lb., or at the rate of $40 per ton.

"Denmark.—Distance from Yokohama 12,800 miles, occupying 50 days. $10 per ton, or, if in cold storage an increase of 25 per cent., making the charge $12.50 per ton."

CHANGES IN SHOP ACT.

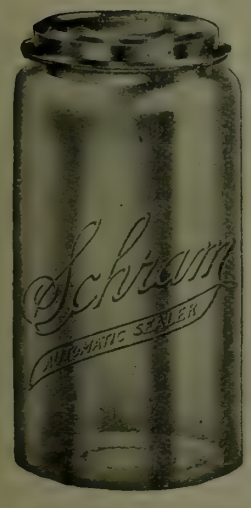
Amendment May Be of Importance to Grocers.

The new shops act introduced into the Ontario Legislature last Friday by Hon. Nelson Monteith, Minister of Agriculture, will cause much additional work for the nine provincial factory inspectors. The act provides that no children under twelve years of age may be employed in shops, and consequently these inspectors are now working under a new system. The entire province is now divided into districts, and each man is assigned to a district.

In this connection it is understood the Government are considering the advisability of another amendment to the shops act, making it unlawful for boys under sixteen years of age to be employed in delivering goods with vehicles.

This section, if passed, would probably mean that a good many small grocers would have to secure delivery boys of a more mature age.

The Only Perfect Fruit Jar



SCHRAM AUTOMATIC SEALER

EASY TO SEAL
EASY TO OPEN
CLEAR GLASS

Keeps fruit in perfect condition.
No rough edges to cut or injure hands.
No separate rubber rings to bother with,
When you buy a dozen jars you get twelve perfect jars ready for use,
Does not break in Sealing,
Does not break in Opening.

Trade Mark Copyrighted

Fruit jar perfection is reached in the Schram Automatic Fruit Jars. They are a boon to the housewife who has long wished for a fruit jar that was "easy to seal" and "easy to open" and would keep fruit in perfect condition.

Schram Jars can be used for Olives, Honey, Mustard, Pickles and other articles that you carry in bulk.

For sale by leading jobbers

Schram Automatic Sealer Co. of Canada, LIMITED
WATERLOO, ONTARIO

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

Choicest Cured Meats
AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham — **Rolled Bacon**
Boneless Prepared Bacon — **Pure Lard**
Skinned Boneless Backs — **Lard Compound**
Finest Baker's Shortening, etc.

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

HAMS "Star Brand," made from well fed, well selected hogs. Mild cured and of delicious flavor.

BACON English Breakfast Bacon as cured by us is the finest on the market.

LARD Put up in 3, 5, 10, 20 and 60-pound pails; also in 1-lb. cartons.

These goods are all put up under Government Inspection and are sure to please you.

F. W. Fearman Co.
Limited
Hamilton, Ont.

Have You Ever Noticed

the look of ineffable satisfaction which steals o'er the face of a well-breakfasted man? You can see it by first eating

HAM and BACON

and then looking into a mirror. Your customers appreciate Corona flavor as much as you do. Sell it to them! Then they'll always be your Corona customers—and your customers for other things as well.

Send To-day for Prices!

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P. Q.
WE HAVE NO RETAIL STORES.

Provisions

of the right kind are great trade builders. You can hardly hope to retain your old customers, let alone get new ones, unless you supply them with really good, wholesome provisions.

Ryan Brand

Provisions are really pure and wholesome. The Government inspector has declared this to be a statement of fact.

Why Not Write for Prices?

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Position in Butter Now Becoming Rather Critical—Cheese Continues Firm—Eggs Are Easier—Hog Markets Are More Encouraging.

CHEESE AND BUTTER BULLETIN

Cheese continues firm, but there is no quotable change in the ruling prices.

Advices from England say that the market there is still in good condition, good prices ruling for all first-class cheese offered. Old Country buyers, however, are not eager purchasers from Canadian houses. They are finding that they must come up to our prices before they can secure any lots worth speaking of, for stocks being small on this side, dealers are none of them anxious to clean house. It is well known also that England does not hold any quantity of cheese, while the New Zealand make, which has found a market in Great Britain, does not amount to as much as usual.

Holders are asking prices just a trifle too high for the taste of produce men in England. The majority are asking between 13c and 13½c. White is worth about 13c to 13¼c, while colored brings 13¼c to 13½c. Cheese which does not meet all the requirements of first quality is sold by some at 12¾c, but most hold out for higher. Quite a lot of Eastern cheese changed hands lately at about 13c.

This transaction has done considerable damage to stocks here, by bringing them down to a much lower level. At best they are not nearly so large as they should be at this time to take care of orders coming in between the present date and the opening of the new season.

Receipts of cheese last week amounted to 10 boxes, against 125 boxes previous week, and 130 boxes same week last year. Total receipts to date amount to 2,053,770 boxes, against 2,349,537 boxes a year ago.

That we are as near a butter famine as we could be without actually experiencing it is the opinion of many of the trade. Prices have jumped again, and some houses are almost out of supplies.

One concern stated that they would not sell under 35 cents, the price they are quoting to retailers. Another house is asking 33 cents, and will not ship anything to wholesalers unless in the case of a good customer, desirous of obtaining a twenty-five box lot. Those who have any stock, and who continue to transact business with wholesalers as usual are asking 32 cents.

It is expected, however, that this price will not rule for any time, higher being expected. Supplies held here are extremely light and demand is very brisk. The butter coming in does not amount to anything, so holders, anticipating a bare market are not soliciting business.

Advices from England show that the country is on the verge of a butter famine. When the price soars to 156s. butter must be very scarce. Arrivals of New Zealand have not been as large as desirable, while the American market has been pretty well cleaned up and thus two sources of supply are not to be depended upon to supply the market to any extent.

Nor is Canada in a position to ship any butter, so that the U.K. is in bad condition as far as supplies are concerned.

What small amount of butter is coming forward is being sold in the neighborhood of 31 cents. Almost any kind of butter will bring high prices to-day. Dairy is worth 28 cents for finest. Roll butter is being sold at 26½ cents and over.

The scarcity which has been noticeable in both butter and cheese this season is very hard on the poorer classes. Many of them are out of work owing to the financial stringency which has caused mills and shops to temporarily shut down or work on short time, and high prices being asked for butter, a staple line, and cheese which is almost a necessity, adds to their embarrassment. Cheese prices this year are about the same as they were a year ago, but butter is worth, for creamery, ten cents more, while dairy brings an equally advanced price.

Receipts last week amounted to 1,490 packages, against 1,076 packages for the previous week, and 1,031 packages same week a year ago. Receipts to date amount to 413,148 packages, against 607,779 packages same date a year ago.

THE PROVISION SITUATION

Business is slightly more brisk among Canadian packers this week, though it is yet considerably below normal.

The British market, too, is more favorable than it has been for some weeks but even yet is not in a very receptive condition for Canadian hog products. The extraordinarily large deliveries, both from Denmark and the United States, for two or three weeks previously, loaded British buyers pretty fully and kept the market depressed to about the same basis it has held for some time. For two weeks supplies from these sources have fallen off somewhat and a partial recovery is the result.

Last week's Danish "killings" were only about normal, and American shipments, also, were below the records of several weeks previous.

Deliveries to Canadian packing houses were considerably above those of any week recently. The improvement in the condition of the roads had a good deal to do with this, but the light receipts of several weeks almost assured larger deliveries when business opened again. "We got all the hogs we wanted to handle, at present market conditions," said one of the leading packers this week. These deliveries, too, were made at the rather unfavorable prices quotsd last week, which still rule, namely, f.o.b. $4.90, hogs off cars at factory, $5.25 to $5.30.

The American market was very unsteady last week, showing strength in some districts and weakness at other points. Receipts were generally pretty free, but peculiarly enough, this had no evident effect on prices.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There is an easier feeling in provisions this week. A decline in compound lard is noticeable. Wholesalers say, some of them, that they are importing considerable American lard, which is being sold at prices about the same as the Canadian.

Lard, pure, tierces	0 11½	0 12
" ..... 56-lb. tubs	0 11½	0 12
" .....20-lb. pails, wood	0 12	0 12¼
" cases,10-lb. tins, 60 lbs. in case	0 12	0 12
" " 5-lb. "	0 12½	0 12½
" " 3-lb. "	0 12¼	12½
Lard, compound, tierces, per lb.	0 08½	0 09
" " tubs	0 08½	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " 5-lb. "	0 08¾	0 09¾
" " 3-lb. "	0 08¾	0 09¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The market for butter has assumed a firmer tons, being up one cent. Receipts of fresh rolls are limited, while the demand is good.

Creamery, fall make, boxes		0 33
Creamery, winter make, boxes		0 32
Dairy, tubs		0 25
Fresh large rolls	0 26½	0 27

EGGS—Receipts of new laid eggs from Ontario points are light, but there is a good supply coming from Chicago and these are selling well at prices ranging from 28 to 30 cents. Local stocks of pickled eggs are very light, and are selling well at 21 to 22 cents.

New laid	0 28	0 30
Pickled	0 21	0 22

CHEESE—The cheese market is steady. A better export demand is noticeable. This week's quotations in England are 64s. 6d. to 65s.

Cheese, old	0 14½	0 16
" new, large	0 14	0 14½
" " twins	0 14½	0 15

HONEY—The honey market is unchanged this week, continuing firm, with a fair demand.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08½	0 09½
Clover, strained, bulk	0 10	0 11

MAPLE SUGAR

The place to buy purest, genuine Maple Sugar and Maple Syrup is right in the district where it is produced. Then you know just what you are getting. I have the real article at the price. Write me.

P. J. GIRARD
RICHMOND, - QUE.

MEGS
NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

POULTRY
MONTREAL MARKET FIRM.
Consignments to
P. POULIN & CO.
MONTREAL
are solicited. Prompt returns. No commission

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

? HAVE YOU SEEN THEM
Our Special Value 4 string Fancy Finish
25 Cent Brooms
ORDER NOW.
Freight allowed up to 40c. per 100 lbs.
3 doz.,.... $2.25
2 doz.,.... 2.60
1 doz.,.... 3.00
Goods will be shipped in turn as order is received—(say ten days.) Only a limited quantity to sell at this rate.
WALTER WOODS & CO.
Hamilton and Winnipeg

POULTRY—The demand for poultry continues fair, while the receipts are small. Prices have not changed since last week.

Turkey, per lb	0 16	0 18
Chickens and fowls, lb	0 13	0 14
Geese	0 11	0 12
Old fowls	0 10	0 11
Ducks	0 12	0 13

TORONTO.

PROVISIONS—Business has been more active and good orders are being filled. The demand for smoked meats is improving. Prices have an easier tone owing to the recent big drop in live hogs. Backs are unchanged, but other lines are off ½c all round. Lard is steady at old prices. Fresh meats are fairly active.

Long clear bacon, per lb	0 09½	0 10
Smoked breakfast bacon, per lb	0 14	0 14½
Roll bacon, per lb	0 10	0 10½
Small hams, per lb	0 14	0 14½
Medium hams, per lb	0 13	0 14
Large hams, per lb	0 12½	0 13
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb	....	0 16
" pea meal	....	0 16½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	....	0 11½
" tubs "	....	0 11½
" pails "	0 11½	0 12
" compounds, per lb	....	0 09
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—No noticeable changes are reported. The market is steady at present, but underneath the firmness there is a certain amount of uneasiness, due to the fact that people are unwilling to pay the high prices being asked. An easier feeling may be expected. Stocks of creamery are being reduced steadily. Dairy is plentiful.

	Per lb.	
Creamery prints	0 31	0 34
Creamery solids	....	0 31
Farmers' separator butter	0 28	0 30
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—The expected break in new-laid has happened and prices have declined 3c and 4c. This is due to the fact that supplies have been heavy and prices were too high accordingly. There is little prospect for American eggs being imported. Many offers are being received by local dealers, but owing to the difference in value between American and Canadian eggs and the plentiful supply of new-laid eggs at present it is not likely that any American eggs will be brought to this market. Storage eggs are getting short.

Eggs, candled	0 22	0 23
" selects	0 26	0 27
" limed	....	0 21
" new laid	0 30	0 30

CHEESE — The market continues steady. Prices rule the same, with a better demand noticeable.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13½

HONEY—Prices are unchanged. Little business is being transacted.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Things have been quiet during the week. Supplies of fresh fowl are light. Prices are the same.

COMMONS DISCUSS MEAT INSPECTION.

Information Asked Regarding System Used Here—Mr. Fisher's Answers.

The matter of the inspection of Canadian meats intended for export was discussed in an interesting manner in the House of Commons last week. Mr. Reid who had evidently been reading some of the unfavorable reports of English inspectors on American frozen meats, asked for information on several questions. The matter is reproduced from Hansard, substantially, as follows :

1. 'Has the attention of the Minister of Agriculture been drawn to an item in the 'Daily Mail,' of Manchester, Jan. 27, headed 'Frozen Boneless Meat ? Mr. John Burns advised to stop exports'; the article going on to speak of the boneless scrap meat now being admitted into the United Kingdom, mostly from the United States, with closing paragraphs : 'Mr. Burns is enabled by the Public Health Act to deal with the matter, and the report says that the trade is so small that to prohibit all such imports would cause little trouble To guard further against the danger of tuberculosis from pork coming from Holland, Denmark, and other countries, besides America, it is suggested that only carcases should be imported containing the parts enabling inspectors to detect disease, and portions less than carcases only when bearing an official mark approved by the board, such approval depending on the guarantee supplied by the exporting countries.' "

In answer to this, Hon. Sydney Fisher, Minister of Agriculture, said :

"The item substantially as quoted was published in the Canadian papers at the time of its appearance in England and was then read by the Minister of Agriculture."

2. "Has there been any correspondence between the Imperial and Canadian Governments with reference to frozen meats in boxes or barrels or packages?"

The answer was in the negative.

3. "Has the Government a system of inspection now in operation by which all frozen meats in boxes or other packages for export are duly inspected and properly stamped and certified before shipment ?"

Mr. Fisher replied that, "All meat food products prepared in establishments engaged in export or interprovincial trade are, under the provisions of the Meat and Canned Foods Act, subjected to thorough and careful inspection by officers specially trained for this duty. All such meat food products, as well as the boxes or other packages containing them, are duly marked before leaving the establishment in which they are prepared, and in case of products destined for export by sea, provision is made for the issue by the inspector in charge of the establishment of origin, of a certificate of inspection and approval which must be filed with the customs authorities before clearance can be granted to the vessel carrying such products."

Question No. 4—"If not, is it the intention of the Government to adopt such a system ?" was answered in No. 3.

5. "Would any action such as proposed in this article, that such meats be prohibited by the British Government, affect shipments of Canadian products

THE PORK AND BEANS SITUATION

Retailers throughout Canada know how hard it is to persuade their customers to accept any Pork and Beans other than **Clark's.**

They have tried them, and come back time and again for more. Retailers know the amount of time and talk it will take—and the sales which will be lost—in an effort to push other Brands. Jobbers can have any orders for Clark's Pork and Beans filled promptly and completely, so if you specify Clark's Pork and Beans you will get them. It is wise to insist.

Wm. Clark, Montreal
Manufacturer

O'MARA'S BACON

You want the best goods in the market.

BUY O'MARA'S

Bacon, Lard, Hams, Sausages and Cooked Meats

Their quality is unsurpassed.
Government inspected.

JOSEPH O'MARA
Pork Packer **PALMERSTON, ONTARIO**

LUCKY HORSESHOE

We make sure of good luck by curing only high grade, saleable Ham and Bacon.

HORSESHOE BRAND HAM AND BACON

Sells well because it tastes well. It has a flavor about it which tickles your customers' palates and makes them come back for more. Try us with an order and you will be as convinced as we are that Horseshoe Brand is a great seller.

PRICES UPON REQUEST

JOHN DUFF & SON
Hamilton, Canada

By Royal Warrant Purveyors — **To H. M. King Edward VII**

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street
W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf
A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf
R. S. McINDOE - - - - - - - - **TORONTO**
120 Church Street
W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue
A. C. URQUHART & CO. - - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

even though duly inspected by Canadian Government officials and properly certified to ?"

In reply, Mr. Fisher said: "At the present this is a matter of conjecture, and in any case, rests entirely with the British authorities."

NEW LINE OF CHOCOLATE.

Another line of high-clas Swiss milk chocolate is being placed on the Canadian market under the name of "Lucerna." Geo. E. Bearns, managing director of John Bearns Co., of London, Eng., who is interested in the Swiss factory, where these goods are produced, is superintending the Canadian business and has been in Toronto recently arranging the Ontario end of this. The Dominion Import and Trading Co., 25 Front St. east, Toronto, are pushing "Lucerna" chocolates in Ontario. A Limerick contest, which just closed this week and was entered by a large number of Toronto citizens, is one of the features of the methods used.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Fussell's

GREEN BUTTERFLY BRAND

Fresh Cow's Milk

IN STERILIZED TINS

Recently Analysed, gave - - -	3·71 %	Cream.
A DUTCH Milk shewed - -	2·3 %	,,
A GERMAN Milk produced -	2·6 %	,,
The Recognised MINIMUM is -	3 %	,,

Insist, therefore, on Fussell's Norwegian Milk.

Pint Tins and "Traveller's" size (one-man rations).

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents

John W. Bickle & Greening, -	Hamilton, Ont.
Carman Escott & Co., - -	Winnipeg, Man.
J. S. Creed. - - - -	Halifax, N.S.
S. Fairall Fisher - -	Montreal
Sol. Oppenheimer - -	Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Canadians Love Good Gheer

The special favorites with the Canadian housewife are

Mott's

"Diamond" and "Elite" brands of

Chocolate

Their superior and uniform quality have made it easy for the housekeeper to turn out good work.

For Sale by every Jobber.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

THE HIGHEST QUALITY AT THE LOWEST PRICE

is what makes

BUDA

"The Flour of Quality"

such a profitable line. It is a blended flour—blended from the highest grade of Eastern and Western wheat by men who have had 50 years' milling experience. If your order for a car lot—straight or assorted—is the first from your locality you may have the sole control of Buda for that locality.

WRITE OR WIRE FOR PRICES!

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Interest Centered in Amendment to Grain Exchange Charter in Winnipeg—Local Business Fair But Export Small.

Interest is centred principally this week in the amendment to the Winnipeg Grain Exchange's charter which has passed the provincial legislature. Grain men generally seem to be wondering what will be the outcome of the move.

Two lines of opinion seem to be held among eastern dealers. One is that the matter is somewhat of a bluff and will not have any material effect.

The other opinion is that the amendment will probably result in the moving of the exchange to Fort William or that business will go on behind closed doors, with no auction market. Nobody seems to know as yet what the real result of the change will be, but definite information may be expected in a few days.

The markets are generally steady this week, with a firmer tone in flour, and some dullness evident in cereals. Local shipping business is very fair, but export trade is very quiet.

MONTREAL.

FLOUR—There is a firmer feeling in the market this week, and a raise in price is likely to take place shortly. Demand is very good for home trade, but there is very little export business being done at present.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 25
Glenora		5 65
Manitoba spring wheat patents		6 25
" strong bakers		5 55
Five Roses		6 10

FEED—There is no change noticeable in the feed market this week, demand being fair at old prices.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 90	3 02½
" 80-lb. bags	2 75	2 87½
" bbls	6 10	6 35

ROLLED OATS—There is nothing new in rolled oats this week, business continuing fair at unchanged prices.

Ontario bran	22 00	72 00
Ontario shorts	24 00	00 00
Manitoba shorts	23 00	24 00
" bran	22 00	23 00
Moullie, milled	26 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 20

TORONTO.

FLOUR—The market is steady, with a firmer tone and there seems evidence of the probability of some advance at the beginning of the month. Export business is practicallt nil, but a brisk local business is being done.

Manitoba Wheat.

90 per cent. patents	5 40	5 60
85 " "	5 15	5 20
Strong bakers	5 10	5 15

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Business is quiet this week, the bad condition of the country roads still continuing to affect deliveries. Some local business is being done but shipments are rather small. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 85	3 10
Rolled oats, in wood, per bbl		6 55
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		6 40
" " " " in bags, 98 lbs.	2 90	3 25

WESTERN MERCHANTS' CONVENTION.

Fourth Annual Meeting of Retail Association at Winnipeg Last Week.

On Wednesday, Feb. 19, the fourth annual meeting of the Retail Merchants' Association of Western Canada was held in the association rooms in the Scott Block, Winnipeg. The attendance was not very large, but the members in attendance meant business and as the reports of the president and secretary showed gratifying progress, the members were very much encouraged. At no stage of its history has the association been distinguished for large gatherings, but this is readily explained when one remembers the vast territory included and the expenses of attending a meeting. The energetic and intelligent work of the executive has resulted in adding very largely to the membership, and if the annual meetings are small there have been very many successful local meetings in various parts of the country, at which the real work of the association has been done.

President McLaren was unavoidably absent from the meeting and the chair was taken by J. D. Baine of Boissevain. In the course of a short address, Mr. Baine reviewed the work of the association and paid a tribute to the thorough and effective work of Organizer Ledoux, to whose efforts was mainly due the big increase in country membership. He also referred to the unsuccessful efforts of the association to induce the Manitoba Legislature to pass a Small Debt Court Bill to facilitate the collection by merchants of small debts from 25 cents up to $50 through a special court where costs would be low. The association had not succeeded in this, but would continue its efforts. Pressure was also being brought to bear on the Saskatchewan Legislature to induce it to pass a similar measure.

He was glad to be able to report that the association now has a surplus of assets of $908.95, which is the best financial report yet submitted.

SECRETARY'S REPORT.

The report of the secretary was substantially as follows :

Mr. Chairman and Gentlemen :

This is the sixth report for me as secretary of this association. I have seen it grow from nothing to what it is to-day, owing to the efforts of your worthy executive, who have not lost any chance of bettering the interests of the general merchant throughout the country.

I am pleased to be able to say that we can show a net profit for 1908, as the financial report will show. Our actual membership has increased to almost double its size of last year.

"Nothing But Mooney's"

is the invariable request made by any thrifty housekeeper who has once tried

Mooney's Perfection Cream Sodas

No other soda biscuits will do—they're not good enough. No other manufacturer can duplicate the Mooney Crispness, which makes every cracker in the Perfection package a perfect delight to the refined taste.

STOCK PERFECTION
and you're
SURE OF PROFIT

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

The Purity of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

Our information department shows it has been used very extensively by the members.

Our credit reports (issued monthly) show over 2,000 names as a guide to members against bad credits.

In regard to mutual fire insurance, the association has got to the stage where we can issue policies, and it rests with the meeting to-day as to the by-laws to go on the back of the policies.

Regarding the small debt court, this matter was brought up at the present session of parliament, with the result that all we could secure was an amendment to the County Court Act, which does not cover any reasonable amount of our complaint. The attorney-general tells me it will be necessary for us to bring it up at next session. Our bill was turned down because it included unincorporated municipalities as well as towns and cities, and they say it would be impossible to bear the expense of holding a court in every little town and hamlet, and therefore they could not let us have it on that basis.

In regard to the city section I might state that we have a grocer, butcher, druggist, music dealer, flour and feed, wholesale liquor dealer and other sections, all working successfully.

E. B. Nixon, president of the Winnipeg City grocers' section, gave an interesting talk on the work of that section and strongly endorsed the association work. He referred particularly to the credit department and stated that it is constantly saving him money. The association dead beat list was of great value and he found that the secretary was always able to supply him with reliable information as to the standing of any prospective customer about whom he might be doubtful.

Officers Elected.

The election of officers resulted as follows:

President, E. B. Nixon, Winnipeg; 1st Vice-president, J. D. Baine, Boissevain; 2nd Vice-president, J. Hiebert, Altona; Secretary-treasurer, W. A. Coulson; Executive Committee, W. G. McLaren, Souris; J. F. Hunter, Boissevain; W. G. Paynter, Tantallon; J. E. DeCosse Somerset; R. F. Moore, Cartwright; H. O. May, Somerset, and the chairmen of the various city sections.

A. P. MURRAY,

Chairman Advisory Committee, Exhibition of Groceries, Montreal.

The report of President McLaren, of Souris, did not reach Winnipeg in time to be read at the opening of the convention. Speaking of the finances, however, it said: "To deal with the financial situation first, I would say that it is in a much healthier state than it was a year ago. Membership fees this year amounted to $4,227.35. The profits of pure food show were $486.65, and the balance on hand $11.35, making total receipts of $4,775.35, with a total expenditure of $4,765.25, leaving a balance on hand of $10.10. Our balance sheet shows liabilities of $512, with assets of $1,420.95, leaving a balance to credit of $908.95, which I consider a remarkably good showing. Our expenditure was increased considerably by the hardware men going out of business as an association.

The action of our directors in engaging Mr. Ledoux to canvass the outside points for members has met with success. His salary was a large increase in expenditure, but it has proven to be a profitable one.

The insurance matter was taken up by your committee at a special meeting in July and I am pleased to state that matters are in shape, so that insurance can be placed by the Retail Association at twenty per cent. saving to the retailers of the three provinces who are members of the association.

The pure food show which was held in Winnipeg in June and July was a financial success to the association.

The business tax was another matter taken up by the association, and as a result retailers in the city were lightened considerably of their heavy burdens.

The garbage question was taken up by the association and settled to the satisfaction of the retailers. Your directors spent a great deal of time in connection with the small debt courts, but have not been able to have this law passed by the Legislature. However, we trust that it will be passed in a short time.

In conclusion, allow me to wish our annual meeting for 1908 a success, both as to business matters brought up and dealt with."

WAGSTAFFE'S DISPLAY.

One of the late arrivals at Carsley's Food Fair in Montreal, was Wagstaffe, of Hamilton. Their tardy arrival, however did not interfere with the attractiveness of the display they made. Their various lines were in charge of their agent, A. G. Snowden, who says sales are good in Montreal and district.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

Canadian Agents.

MEURISSE CHOCOLATES

You are not getting all the profits coming to you if your stock does not include MEURISSE CHOCOLATES, the finest line of imported confectionery. Have given universal satisfaction and will win new trade for you.

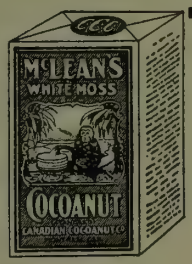
Send your orders for

ORANGE CHOCOLATE CREAM BARS

to **CHOCOLATE MEURISSE**

J. A. HERREBOUDT, Manager
22 Lemoine St., - MONTREAL

Also Mathewson's Sons, Montreal: T. E. Charest, St. Gabriel St., Quebec, and W. C. Scott, 76 Queen St., Ottawa.



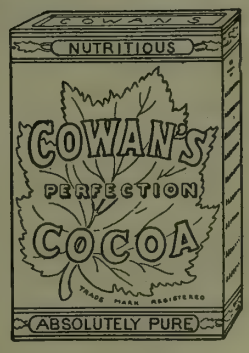
SKILL stands for a great deal in the manufacture of cocoanut, as in everything else. "Knowing how" is what counts. Because we have been in the business for years, always alert for something new to improve our line, we are able to warrant WHITE MOSS Cocoanut the finest line produced. When you want the cocoanut that will please your customers always obtain

WHITE MOSS

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Rollfson & Rollfson.



Cowan's Cocoa and Chocolate

leads in purity, flavor and profit.

There is health in every tin of Cowan's Cocoa and in every package of Cowan's Chocolate. No wonder Cowan's is synonymous with "Profit" when it comes to selling Cocoa or Chocolate.

The Cowan Co., Ltd.

SALES

For Golden Flower and Rose Brands of California Oranges are keeping pace with arrivals and are pleased to say quality was never better. Let us have your orders. Our arrivals this week:

1 Car Golden Flower
2 Cars Rose
1 Car Extra Choice Navels
2 Cars Cabbage
2 Cars Marmalade Oranges

and lots of other goods, this will enable us to fill your orders promptly.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Are you in the "Rut"

Are you convinced that

"Golden Flower"

is no better than other Oranges and don't know why you're convinced? You haven't tried them if that's your position, and you haven't the confidence of the high-class trade of your town and don't deserve it. Get out of the

"Rut"

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Better Business Reported in Green Fruits —Potatoes Continue Fairly Firm— Fish Business Stiffer With the Approach of Lent.

The fruit market has been more active lately and with the approach of spring things will brighten up considerably. Prices are pretty well sustained. Oranges have a firm feeling. Floridas are getting low. Marmalade oranges are in good demand. Apples have a better tone and are steady. Lemons are moving well. While prices are no higher, the market is extremely firm. Cranberries are strong but scarce.

Potatoes, though much easier at the beginning of the week, have picked up and are now fairly strong. The demand has been good. Supplies of Delawares are not plentiful. Frost has done some damage. Domestic onions are in short supply and have advanced to $1.50 per bag. Other lines of domestic stuff are unchanged. No improvement is noticeable in sales of fancy imported stuff which continues to be slow.

The fish market is in a healthy condition and with Lent so near at hand, business is bound to be much brisker. Already very good orders are being received although some buyers are holding back to see how the weather goes. Supplies of all lines are quite satisfactory at present, although fears are entertained of a shortage in haddock and cod during the early part of Lent.

MONTREAL.

GREEN FRUITS—Business in green fruit is still quiet, but as March is approaching better trade is anticipated. Strawberries are very scarce and are selling as high as 75c. per box. Cranberries and pineapples also have taken a sharp advance. Other lines are unchanged.

Bananas, fine stalk		2 00
" jumbos		2 25
Cocoanuts, new, per bag		4 50
Lemons	2 15	2 50
Navel oranges	2 75	3 25
Florida oranges, box		3 00
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	3 25	3 50
Tangerines, half-box		3 00
Pineapples, case	4 50	5 00
Grape fruit, box	3 75	7 00
Almeria Grapes, keg	4 00	6 50
Cape Cod cranberries, bbl	11 00	15 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquats qt		0 25
Strawberries qt		0 75
Apples Tameuse, bbl	4 00	5 00
" other fall varieties, bbl	2 00	5 00
Bitter oranges	2 50	2 75

VEGETABLES—There is a good amount of business being done this week in foreign lines, while the domestics are moving fairly well. California celery has advanced $1. Spinach has also gone up considerably. Other lines are unchanged.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	0 75	1 00
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate	6 00	6 50
Water cress, large bunches, per doz		0 75
Spinach, bbl		5 00
Green peppers, crate		3 50
Boston hot house cucumbers, doz		2 50
Potatoes, per bag	1 00	1 15
Sweet Potatoes, basket		3 50
Beets bag	0 75	0 80
Carrots, bag	0 65	0 70
Tomatoes, Florida, crate		5 50
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 75	1 00
" " large crates		2 25
Canadian onions, lb	0 01½	0 02
Boston lettuce, hot house, per doz		0 75
No. 1 salt eels, lb	0 07½	0 08
Radishes, doz		0 60
Bermuda parsley, crate		3 50
Mushrooms, per lb		0 85
Horse radish, per lb		0 12
Peans, green, basket		7 00
Egg plant, doz	2 00	3 00
Green peas, basket	5 00	5 50
California cauliflowers, per crate	4 00	4 50

FISH—The fish business continues brisk this week as good orders are being booked for Lent. It is feared that there will be a shortage of haddock and cod during the early part of Lent. A slight advance is noticeable in some lines, while others are reduced.

Fresh and Frozen Fish.

Haddock, per lb	0 05	0 05½
Halibut, per lb	0 09½	0 09
Mackerel, "		0 08
Dore, "	0 07½	0 08
Grass pike, lb	0 04½	0 05
Cod fish, l		0 04½
Steak cod, lb		0 05½
Whitefish, lb	0 08	0 08½
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 07
New tomcods, bbl		2 00
Sea herring, bbl	1 60	1 70
Smoked and Salted—		
Haddies, boxes, per lb	0 07½	0 08
Kippered Herring, 50 in box		1 10
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 08½	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, gal		1 60
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Live lobsters, lb		0 20
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 00
No. 1 Nova Scotia per bbl		5 00
" " per half-bbl		2 75
No. 1 Haddock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, per bbl		5 00
Medium " " "		8 00
Large " " "		8 50
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The market is practically featureless. Prices are well sustained by a steady demand. Oranges are selling satisfactorily. A good business is being done in marmalade oranges. Lemons have a firm feeling and are looking up considerably. Good grape fruit is in better demand. The local demand for apples is none too brisk. Cranberries are about done.

Oranges, Florida's new		2 00
" navals, new	2 75	3 25
" Valencias	4 50	5 00
" Murcias		1 50
" Bahamas	1 75	2 00
Oranges, bitter	2 50	2 50
Lemons, California, 240, 300, 360, 420	3 00	3 00
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Quinces, per basket	0 50	0 60
Cranberries, per bbl	7 00	10 00
Almeria grapes, per keg	5 50	6 00
Tangerines	3 00	4 00

VEGETABLES—Potatoes continue to be the centre of attraction. Everything last week pointed to a break, but prices have been sustained by a steady demand. Shipments from New Brunswick are being held up and this is an important factor in the market. Onions are very scarce and have advanced to $1.50 per bag. Little business is being trans-

acted in imported vegetables. Some choice carrots, tomatoes and celery are on the market. Prices remain unchanged.

New Brunswick Delawares, per bag	1 10	1 20
New potatoes, Canadian, per bbl.	1 10	1 15
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 50
Beets, per bag	0 90	0 95
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Cauliflower, per doz.	0 60	1 50
Parsley, per doz.		0 50
Celery, Canadian, per doz.	0 35	0 40
" california, per doz.		0 75
Lettuce, imported "		1 15
Cucumbers, imported, per doz.		2 50
Tomatoes, imported, per crate		4 50
Strawberries, per box		0 65
Mushrooms, per lb.		0 65
Pineapples, per crate		5 50

FISH—The fish business is picking up well in anticipation of Lent. While some are holding back to watch weather conditions, many are sending in substantial orders. Supplies of sea salmon, halibut and haddie are arriving freely. Prices are firm, but no advances are noted. Oysters are selling briskly.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb.	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb.	0 07½	0 08
" jumbo, per lb.		0 10
British Columbia salmon, per lb.		0 12
Qualla, per lb.		0 09
Trout, fresh, per lb.		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb.		0 08
Shredded cod, per doz.		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb.		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb.		0 08
Flounders, per lb.		0 04½
Bloaters, Yarmouth, per box		1 10

MARKET FOR EVAPORATED APPLES.

Trade Commissioner Summarizes Conditions of Demand in England.

W. A. MacKinnon, Canadian Trade Commissioner in Bristol, Eng., in his last report speaks of a favorable market in England for evaporated apples. He summarizes conditions as follows:

"The demand for evaporated apples depends chiefly on crop conditions as reflected in the values of green fruit. The best trade is done just after Christmas.

"The favorite package appears to be the 25-pound box, put up in California style. The next in demand is a 50-pound box, and finally, the one-pound cardboard package meets a considerable demand for certain markets.

"Grading should be very carefully attended to, it being essential that the fruit should be uniform in quality throughout the package, and throughout all the packages in any given consignment, which bear the same grade mark. Good sized fruit is always in demand; the color should be pale, as nearly white as possible, the fruit being so treated as to retain its color after being exposed to the air.

"In certain districts price is a small consideration, high quality being essential when as much as 8d. per pound is asked, retail; but the general average price varies from 4d. to 6d. per pound, retail, the bulk of the trade being in-

LENT BEGINS

MARCH 4th

The Greatest of Fish Seasons. Everything good and cheap.

SEA HERRINGS
SMELTS
LAKE HERRINGS
LABRADOR HERRINGS

Your orders will receive greatest care. Can supply you from either Toronto or Hamilton.

FRESH FROZEN
Trout, Whitefish, Sea Salmon, Halibut

WHITE & CO., Limited
Toronto and Hamilton

Tracuzzi Says:—

"You will find I pack my "St. Nicholas" with the quality others use to **TOP** their Boxes."

A word to the wise—'Nuf sed.

W. B. STRINGER & CO., Sole Agents, TORONTO

"GOLDEN ORANGE" Brand
NAVEL ORANGES

Grown and Packed at

Arlington Heights, California

Stand unrivalled and alone, for **Quality** and **Appearance.** Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

HUGH WALKER & SON

Established 1861 **Guelph, Ont.**

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

JUST RECEIVED

Canned Mackerel, 1-lb. tins, talls and flats,
No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspe Herring,
Large Frozen Newfoundland Herring,
Frozen Tomcods, Frozen Flounders.

Choice Stock. Quality Guaranteed.
Attractive Prices.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

When writing to advertisers, kindly mention having seen the advertisement in this paper.

creased as the price is reduced. Rings are most in favor, though there is a considerable demand for whole cored if of good size and color.

"As has been before stated, the market draws most of its supplies from the United States. One firm states that in its experience Canadian fruit has been found considerably superior. In any case, I would repeat that this and other products will always find a sentimental preference in the British market which will be quite sufficient to turn the scale, if in quality and price the Canadian article can hold its own with foreign competitors."

VALENCIA ORANGE INDUSTRY.

Conditions in Spanish Fruit Growing Districts Are Very Serious.

Writing from Valencia under date of January 24, United States Consul Chas. S. Winans gives an interesting report of the present condition of the Spanish orange-growing industry, which should be of interest to Canadian fruit dealers.

Speaking of the depression which has been ruling in that country for some time, he says :

"Agricultural depression, especially in fruit growing, continues to increase in this district. The crisis first developed in the wine trade, in which it reached such an acute stage recently that some important wine growers, unable to obtain even the very low price of 6 cents a gallon for their product, rolled their wine casks on the public highways that passers-by might drink gratuitously.

"Now orange growers and exporters have been overtaken by disaster so crushing and complete that foreign markets on which they depend almost exclusively for the consumption of the Valencia crop, have all collapsed. Production has outgrown the requirements of available markets abroad, while home markets, in the interior and northwest coast of Spain, are at present inaccessible to Valencia fruit growers, owing to deficient transportation facilities and high freight rates both by sea and land. In the first two months of the present season—November and December—1,600,000 cases of oranges were exported, or about 240,000,000 pounds, and three-fourths of the crop still remains on the trees.

"Farmers have been forced to sell their oranges to packers as low as 10 cents an arroba of 25 pounds, and exporters have been receiving average prices of $1.25 per case of 150 pounds of fruit, which, after deducting packing expenses, freight, and sale charges, leaves practically nothing for the oranges.

"Among the causes assigned for the threatened ruin of the Valencia orange trade, with exports valued at $12,000,000, appear to be lack of intelligent organization of growers and packers for the distribution of exports in proportion to the consuming capacity of markets, excessive production, and deterioration of quality of fruit, and dependence of farmers and merchants on foreign capital.

"British fruit brokers and merchants finance the greater part of the Valencia fruit trade, advancing one-half to two-thirds the prospective value of consignments, their commission profits being increased by excessive shipments. Oranges this season colored eight days earlier than usual, the shipments in the first two weeks of November exceeding by 260,000 cases the totals exported up to the same date last season. At that early date British and German markets still well supplied with apples, Almeria grapes, and other autumn fruits, were not prepared for such heavy imports of oranges, and have not yet recovered from the collapse at the very opening of the season.

"Moreover, Valencia orange growers, in their anxiety in recent years to increase production by intensive cultivation and high fertilization have succeeded to some extent, at the expense of quality, flavor, and keeping condition of the fruit, which has acquired a coarser skin and texture and more acidity, while Jamaica and Jaffa oranges, now competing with Valencias on British markets, have steadily gained in favor. A box of Jaffa oranges containing 144 to 152 oranges, or about one-third the number in a Valencia case, realizes at present on British markets one shilling (24 cents) more than the latter."

A TRIP THROUGH THE FACTORY.

The Grocer Representative Visits the Home of St. George's Baking Powder and Sovereign Lime Juice.

The Grocer took a hurry-trip through the N. D. & C. Co.'s Toronto manufactory this week, on invitation of Frank C. Simson, manager Sovereign Mills, Beverley street and learned a lot. He was shown how the baking powder was made from the cream tartar crystal to the finished and labeled and boxed tin. He was initiated also into the mysteries of the refining of Sovereign lime juice, after wandering around through a basement filled with casks of the raw lime juice. Mr. Simson's knowledge of his subject impressed The Grocer very strongly, and his enthusiasm in his work is a guide to the success he has made of his lines. An old Haligonian, known throughout Canada and the principal centres of the United States, as an enthusiastic grocery and drug specialty man, Mr. Simson's translation to the management of the Toronto factory must augur well for the success of the trade. His guidance through the plant, and explanations to The Grocer were important and interesting. Many improvements have been made in the plant and with modern machinery installed, under capable workmen, with clean, bright rooms for the help, St. George's baking powder, Sovereign lime juice and the other grocery specialties, spices, etc., are being carefully and well prepared for the market. The journey through the plant, though a rapid one, was interesting, and Mr. Simson's optimism as to the success of St. George's baking powder and Sovereign lime juice left a pleasant impression.

California Navels, Valencia Oranges
LEMONS, FRESH ARRIVALS
THE DAWSON COMMISSION CO., - TORONTO
Butter and Eggs in good demand. Consignments Solicited.

Now For a Big Fish Trade!

Lent is just at hand and we hope you are ready for a big trade in our brands of fish.

Anything that bears this trade mark will surely please your most particular customers. Consult our agents, if you want to learn about the fast selling lines for next month. Do it to-day.

Atlantic Fish Companies Limited

LUNENBURG, N.S.

Selling Agents : Winnipeg, Stewart, Watson & Co.
Vancouver, Milne & Gunn.
Montreal, A. H. Brittain & Co.

Buy Brunswick Brand Canned Goods

¼ Oil Sardines (Sanitary)
¼ Oil Sardines (Hand Made)
¼ Mustard Sardines (Sanitary)
¼ Tomato Sardines (Hand)
¾ Mustard Sardines (Sanitary)
1-lb. Clams
1-lb. Scallops
Herring in Tomato Sauce
Kippered Herring
Finnan Haddies
Fresh Herring

Connors Bros., Limited

Black's Harbor, N.B.

SARDINES are fighting shy of their old haunts on the French and Portuguese coasts.

The best are now caught off Norway and the leading brand packed is

"King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard olive oil, demand "King Oscar" brand from your jobber.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

Frozen Sea Herring

Large, Bright Fish, Very Choice

We also have
a full assortment of fish you will require for Lent, such as

Salmon, Cod, Haddock, Halibut, Pike, Whitefish, Pickerel, Smelts.

Now is the time to order. **Send to-day for our price list.**

Prompt Shipment. **Fair Treatment.**

CANADA'S LARGEST FISH AND OYSTER DEPOT

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

LENT LENT LENT

COMMENCES ASH WEDNESDAY, MARCH 4th.

Salt Trout	Fresh Frozen White	Salmon
Cod	Lake Herrings	Flounders
Bloaters	Ciscoes	Tom Cods
Oysters	Pike	Labrador Herrings
Trout	Halibut	Haddock
Smelts	Sea Herrings	Finnan Haddie
Mackerel	Goldeyes	Perch
Yellow Pickerel		

All kinds Boneless Cod in packages. We carry a larger supply and variety of fish than any house in Canada.

PROMPT SHIPMENTS. WRITE, TELEGRAPH OR MAIL YOUR ORDERS.

The F. T. James Co., Limited

Toronto

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, Ic. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

BUSINESS CHANCES.

GENERAL store with stock, direct line Grand Trunk railway survey, point of heaviest construction work; genuine proposition for energetic young man, and worthy of investigation. For particulars address Box 179, CANADIAN GROCER, Toronto. (9)

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

SITUATIONS WANTED.

YOUNG man with several years' experience in city grain office wants position in country store with chance to learn business, Box 17, CANADIAN GROCER, Union Bank Building, Winnipeg. (9)

A SUCCESSFUL advertising and specialty salesman in grocery lines, favorably known to the wholesale and retail trade throughout Ontario is open for engagement. Box 180, CANADIAN GROCER, Toronto. [9]

AGENCY WANTED.

MANUFACTURERS, millers and exporters seeking a market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by a man having had ten years in the grocery, flour and feed business. Best of references. Address J.J., care of CANADIAN GROCER, Toronto. (12)

TRAVELERS WANTED.

WANTED—Traveler calling on grocers and druggists in Ontario to handle line of Swiss milk chocolate on commission. Apply Box 181, CANADIAN GROCER, Toronto. [8]

WE have an opening for an experienced grocery traveler, must be good salesman, otherwise, don't apply. W. H. Gillard & Co., Hamilton. (9)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

FOR SALE

FOR SALE—Prosperous business, that pays every week in the year, established six years, best business corner in town. Open to good man at invoice price plus freight. Stock carried, $2000.00, rent $35 00 per month. Apply Robinson & Greenwood, New Liskeard, Ont.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

WANTED.

WANTED—An experienced cannery foreman for fruit cannery in British Columbia; must be thoroughly posted in all branches of the trade, well up in processing fruits, jams, vegetables. Apply with references as to ability and character, stating salary expected to M. H. Nelems, Chilliwack, B C. (11)

TRADE NOTES.

Wm. Wilson, grocer, of Winnipeg, has made an assignment.

Chipperfield & Johnston, grocers, of Winnipeg, have assigned.

Durand & Precourt. Three Rivers, Que., are starting a grocery.

Stonehouse & Bourbonnais, Lachine, Que., have started a grocery.

J. B. Madden & Bro. grocers, of Napanee, Ont., have assigned.

Callaghan & Collins, Montreal, are starting in the grocery business.

Murdock Bros., grocers, of Calgary, Alta., have made an assignment.

R. Walsh, Claresholm, Alta., has taken over the general store of W. Holmes.

Louis Bilodeau, general merchant, of Trotter, Que., has made an assignment.

H. J. Borget, general merchant, of McCrossan Township, Ont., has assigned.

The grocery store of G. S. McClary, Athens, Ont., was destroyed by fire last week.

Carscadden Bros., general merchants, of Lenore, Man., are dissolving partnership.

Craig & Co., general merchants, of Eagle Hill, Alta., have sold to P. Sands.

Prouix & Dumoulin, Ottawa, have taken over the grocery business of L. Morin.

Lillie & Hopper, Chilliwack, B.C., have taken over the general store of D. B. Hall.

The general stock of Wm. Klingbeil, Beausejour, Man., has been sold to J. Shaw & Co.

The grocery firm of McAllan and Tremblay, Fort William, Ont., has made an assignment.

The grocery store of J. A. & M. Down, Edmonton, Alta., was destroyed by fire last week.

A. Henderson & Son, grocers, of London, Ont., have been succeeded by Henderson & Graham.

Thos. Chapdelaine, St. Alphonse Man., has sold his general store business to Octave Deliche.

Miller & Schneider, general merchants, of Marchwell Siding, Sask., have sold to Jacob Schneider.

M. A. Wilkinson, Yellow Grass, Sask., has taken over the general store business of F. B. Elliott & Co.

The Magrath Trading Co., Magrath, Alta., has taken over the general store of the Hauker Trading Co.

Louis Poulin, a well-known Quebec grocer, was found dead in a woodshed on his premises, St. Ursule St., last week. Heart failure was the cause of death.

A. D. MacArthur, H. H. Dewart, K.C., G. S. Hodgson, H. W. Maw and E. C. Paterson have received letters of incorporation under the name of MacArthur, Limited, to carry on an agency and commission business, and to buy, sell and deal in merchandise. The capital will be $40,000 with Toronto as the head office.

Letters of incorporation have been granted to Young-Winfield, Limited, to manufacture and deal in baking powder, jelly powder, coffees, spices, etc. The provisional directors of the company are: R. McD. Young, Harry Winfield, W. C. Plater, A. Sharp and F. E. Winfield. The company is capitalized at $40,000. The head office will be located in Hamilton.

Thomas W. Duffield has engaged with the Horton-Cato Mfg. Co., of Detroit, to represent them in Canada. Mr. Duffield has had about twenty years' experience on the road in the wholesale grocery and provision trade in England. He will see the trade in Canada from coast to coast on Royal Salad Dressing and other special lines packed by the company. Mr. Duffield's headquarters will be in Toronto.

Letters patent have been granted by the Provincial Secretary to G. A. McGowan, L. L. Henderson, J. H. Bell, E. Walsh, L. C. Robinson, J. W. Edwards and D. H. Robinson "to carry on the business of canners and preservers of fruit, vegetables and meats" under the corporate name of the "Crystal Bay Canning Co." The new company is capitalized at $50,000, with head office in Kingston, Ont.

NOVA SCOTIA GROCERY NEWS

Open Roads and Navigation in Local Parts Has Brightened Business—Large Apple Shipments to Britain—Eggs Plentiful—Some Grocer Hockeyists.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S. Feb. 24.—Trade continues favorable throughout the province. The country roads are in fairly good condition and open navigation, at the coast ports helps business very materially. Collections are reported to be fully up to the average. Prices generally are steady and there is no immediate prospect of any change.

* * *

There is a considerable movement of apples at the present time and some heavy shipments are being made to the London market to catch the Easter trade.

* * *

As a result of the recent mild weather the receipts of fresh laid eggs have been very heavy and the market at the present time is practically over-stocked, something unusual at this season of the year. The price for fresh laid stock has dropped to 25 cents per dozen, and there is little or no sale for storage eggs. Many of the dealers have large stocks of limed eggs on hand, and if the mild weather continues they stand to lose heavily. Some of the dealers are shipping the fresh laid eggs to the Montreal market where they command a good price at the present time, and they are holding back the storage stock for better prices. Open navigation between the mainland and Prince Edward Island has also helped to keep prices down, as stock can be shipped from the Island with little or no interruption.

* * *

The price of fresh hogs has been advanced. They are now quoted at 8½ cents. At the present time the dealers have good stocks on hand, but it is expected that the receipts will soon show a falling off.

* * *

The annual meeting of the Stanley Bridge Dairying Company, of Prince Edward Island, was held last week. The business of the cheese season amounted to $16,771.33. The patrons got $13,500 for milk, an average of $100 each. The butter factory, which is operated by the same company, made about 110,000 pounds of milk into butter during November, December and January. The directors elected were: Walter Simpson, W. H. Hogan, J. H. Simpson, W. Taylor, Murray Robertson, Alexander Buntain and Miller Tyfe. Walter Simpson was elected president.

* * *

C. W. Anderson's grocery business is being transferred from George St. to Barrington St., at the corner of Prince St. The firm's new location is on the main business thoroughfare of the city.

* * *

The Dartmouth grocers have taken to hockey and last week they battled with the employes of the hardware firm of J. Simmons & Co. and the grocers won out by a score of three to two.

WILL MANAGE TEA DEPARTMENT

D. L. Grant Succeeds W. H. Halford With S. H. Ewing & Sons, Montreal.

D. L. Grant has been appointed manager of the tea department of S. H. Ewing & Sons, Montreal, succeeding W. H. Halford.

Mr. Grant is widely known in Montreal grocery circles, and also among tea brokers in London and Edinburgh. Altogether, he has spent twenty-three years of his life in the business, and S. H. Ewing & Sons feel that in picking him to look after their tea business they have secured one of the best men obtainable. He has already begun his duties, having called upon the Montreal trade during the past week.

T. & B.

is a pipe tobacco which contains every element desired by the discriminating smoker. You can go from here to Timbuctoo and you'll not discover a brand of pipe tobacco which can beat it in flavor and purity. There is absolutely no "dope" in T. & B.—just pure leaf tobacco, properly cured and cut. It is handled only by clean people in a model factory. It is mild and fragrant and moderate in price; and you can handle it with an assurance of good profits and continuous sales.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

CANADIAN MACARONI FACTORY.

New Firm in Montreal Will Supply the Canadian Trade.

If present plans are carried out Montreal wil have a vermicelli and macaroni factory capable of supplying the wants of the entire Canadian trade. C. H. Catelli, who has for many years operated a factory on Barclay St., has purchased the building on William St., at the head of King, at present occupied by A. McCullough & Co., A. D. McGillis and other produce men. These tenants will be forced to move in May, when the building will be remodelled to suit the needs of a factory which will turn out 6,000,000 pounds of macaroni and vermicelli a year, which is the present consumption in Canada.

Mr. Catelli left recently on a trip for Italy where he will purchase all the necessary machinery, securing only the most modern patterns. It is expected that the factory will be ready to operate on June 1.

Speaking of the intended output, Mr. Catelli said that there was no reason why Canada should not be supplied by Canadian manufacturers. He said that most of our present outside competition was from Italy, France and the United States. Last year 60,000 tons of wheat had been exported to Italy and a great percentage of this had come back in the form of macaroni, vermicelli and other alimentary products.

H. Laporte, head of Laporte, Martin & Co., is one of the directors of the newly-incorporated firm, C. H. Catelli & Co., which is capitalized at $250,000.

BRIBED—NEED NOT PAY.

Rather a novel decision was that handed down recently by a court in New York City. In New York State there is a law making it a misdemeanor to bribe a purchasing agent, or other employe of a firm making purchases of goods from the person who offers the bribe. The penalty is a fine of $500 or a year in prison, or both.

It appears that one firm sold a large retail store a $1,555 bill of goods, paying the purchasing agent a 5 per cent. commission on the transaction. The agent's firm learned of this and refused to pay for the goods, and further refused to return them. The matter was brought into court with the result that the retail firm was upheld. The court decided that since the goods were placed with them in a criminal manner, the contract need not be carried out by the purchasers.

AN OLD TRAVELER'S DEATH.

A. H. Fuller Passes Away in Toronto Under Peculiar Circumstances.

On Sunday, Feb. 16, at noon, Alex. Henry Fuller, an ex-commercial traveler, was found dead in his bed with the gas turned on, at a hotel on Queen street east, Toronto. He had retired the night before, apparently in his usual spirits. At breakfast time he did not appear, and a few hours later one of the attendants smelt gas and summoned the proprietor. He found the door unlocked, but the deceased was dead in bed, life having been extinct for some hours.

The deceased had been on the road representing S. Davis & Co., tobacco manufacturers, Montreal. He lost his position when the company was taken over by the American tobacco trust, and since then had been unable to obtain any steady employment.

He was about fifty years of age, and lived in Woodstock before coming to Toronto. His wife and two sons live at Markham. Deceased had suffered a great deal of trouble, no less than four members of his family having died from lung diseases. He was a member of the Commercial Travelers' Benefit Society, the Order of United Workmen, and the Woodmen of the World.

PERSONAL.

Wm. Pratt, of the Acme Can Co., Montreal, was in Toronto this week.

O. Lefebvre, of the Ocean Mills, Montreal, was in Three Rivers last week.

Robt. Allan, of the Lakeside Canning Co., Wellington, was a caller at The Grocer office last week.

Alphonse Raymond, proprietor of J. A. Pennault & Co., Montreal, was in Ottawa last week on business.

H. E. Thomas, of Thomas & Lonsbury, Wyndham Centre, was in Toronto last week on a business trip and called on The Grocer.

J. Albert McLean, of the Canadian Cocoanut Co., has returned to Montreal after a two weeks' trip to New York, Philadelphia, and some other American centres.

Henri Jonas, Montreal, sails for Europe on La Provence March 12. While away for two or three months he will visit France, Italy, Austria and Switzerland, among other countries.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

20 years of progress of the firm of
JOS. COTE
Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.
Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.
We have 6 travellers who are continually on the road at the disposal of our customers.
Branch: 179 St. Joseph St. Phone 1272, 209

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

TRADE QUIET IN NEW BRUNSWICK

Provincial Politics Arousing Great Interest—Two Grocerymen Running in St. John—Winter Port Business Increased—Local Hockey Games.

(By The Canadian Grocer's Special Correspondent.

St. John, N.B., Feb. 24.—Business has been rather quiet of late. There have been no changes in quotations and nearly all lines are reported firm. People here seem to be more interested in provincial politics than anything else just at present, as the elections are to be held March 3. There are two grocerymen in the fight in St. John. Hon. D. J. Purdy on the Government ticket and W. Frank Hotheway on the opposition ticket.

* * *

A statement of the value of exports to Great Britain in winter port steamers from this port up to Feb. 17 shows:

Value of Canadian goods,....	$7,680,273
Value of foreign goods.....	3,367,144
Total	$11,047,317

This is an increase of $1,757,855 over last season to the same date. The

D. J. PURDY,
A St. John Grocer, Who is a Candidate in the Provincial Elections.

amount of grain gone forward in these steamers is 3,218,871 bushels, which is within 500,000 bushels of the totel sent forward the previous season.

* * *

J. W. McAlary, Margaret McAlary, William J. McAlary and F. P. Elkin, of St. John, and H. Ashley Estabrooks, of Upper Georgetown, have applied for incorporation under the name of McAlary & Company, to carry on a general mercantile business. They are capitalized at $20,000.

* * *

Several very interesting hockey games have been played here lately by teams composed of clerks in the various mercantile establishments. The septette from T. H. Estabrook's tea house, known as the Red Rose team, have been playing several games and as victory has always perched on their banner, they are commencing to look upon themselves as invincible. About a fortnight ago they administered a crushing defeat to the National Drug Co. septette and on Thursday, Feb. 20, they downed the doughty "shoe shippers" from J. M. Humphrey & Co. by a score of 2 to 1.

PRESENTATION TO H. T. WILSON.

Who Has Severed His Connection With the Canada Brokerage Co., Toronto.

H. T. Wilson ("Tom" Wilson as he is better known to the trade) has severed his connection with the Canada Brokerage Co., Toronto. Mr. Wilson, who is the son of the late Col. A. N. Wilson, of the Rifle Brigade, has been closely connected with the wholesale grocery trade of Toronto ever since 1885, when as a boy in knickerbockers he started in with Williamson & Lambe, grocery brokers and commission merchants. From this firm he went to Watt & Scott with whom he spent several years and then went to take the management of the Trading Agency. While with this concern he in 1900 visited the principal foreign countries growing, producing and shipping grocery and food stuffs; namely, Spain, France, Greece, Germany, Switzerland, Austria, Sicily, Italy and Holland. This trip put him into close touch with the trade in those countries and gave him exceptional advantages with the Canadian buyers. In 1903 he associated himself with W. F. Morley and F. W. Hudson in the formation of the Canada Brokerage Co., holding the position of secretary-treasurer. His knowledge of both foreign and domestic trade conditions was of the greatest value to his company and assisted materially toward making the concern a factor in trade circles.

Besides being a good, clear-headed business man, Mr. Wilson possesses a genial disposition and is a good companion. As a salesmen he needs no words of praise. He has sold enough goods to stand as a record. Socially, he is popular and as a curler he is an enthusiast. This popularity with his fellow-directors, travelers and other employes was manifest in a very striking manner by the presentations made last Saturday. W. F. Morley, vice-president of the Canada Brokerage Co., on behalf of the directors, presented Mr. Wilson with a very handsome and valuable gold watch and chain. In well-chosen words he expressed his personal regrets at Mr. Wilson's severance from the firm, and officially presented an illuminated address in book form,worded as follows:

Toronto, Feb. 22nd, 1908.

Dear Mr. Wilson:—The directors and staff sincerely regret the occasion has arisen for the presentation we are now making, caused by your resignation as director and secretary-treasurer of the Canada Brokerage Co., Limited, and we feel that we cannot let this opportunity pass without asking you to accept a slight token of the respect and esteem in which you are held.

During the years you have been connected with us, your high character and unfailing courtesy have endeared you to all with whom you have been associated, and while we regret the separation we feel sure that in your new sphere you will meet with that success which your ability and integrity so richly deserve.

Yours very truly,
Canada BrokerageCo.,Limited,
W. F. Morley, vice-pres.

The warehouse staff presented, through J. Dinwoody, head warehouseman, a handsome traveling bag. Mr. Wilson was much affected by the kind words of regret and appreciation so aptly expressed and thanked Mr. Morley,

H. T. WILSON.

the directors and staff for their generous opinion and cordial good-bye treatment and hoped that the many good wishes for success in his new field would be realized.

CONTEMPORARY ADDS DEPARTMENTS.

The New England Grocer, one of our esteemed American contemporaries, which is published at Boston, has metamorphosed itself into a more general form, and now, under the name "New England Grocer and Tradesman," will include departments treating hardware, paints and oils, boots and shoes and dry goods as well as groceries. The idea, as expressed in a comment regarding the new features, is to keep pace with the tendency of the old-time grocery to become departmental in character so that the paper may find a place in every store in New England.

WHEREVER THERE ARE

DOGS, CAGE BIRDS, POULTRY

SPRATT'S PATENT

Dog Cakes, Bird Seeds,
Parrot Food, Poultry Foods

SHOULD BE STOCKED.

GOOD ADVERTISING MATTER. ATTRACTIVELY PACKED.
EASILY HANDLED. PROFITABLE. KNOWN.

Write us: 24-25 Fenchurch St., London, ENGLAND for illustrated trade list. We will then correspond with you and use our best efforts to assist in the development of trade.

Small stocks carried at our store:

13 St. Theresa St., St. Gabriel, Montreal.

COUNTER CHECK BOOKS
CASH SALE SLIPS
SHIPPING TAGS

Delivery made on shortest notice.
Write for samples and prices.

The Merchants Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

—BUY—

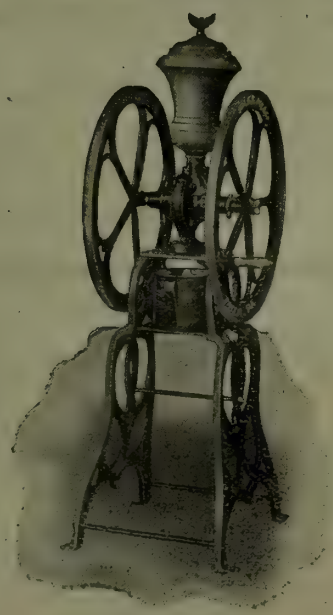
Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

COLES' Coffee Mills

PULVERIZING AND GRANULATING



Price $25.00

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

- AGENTS:
Todhunter Mitchell & Co., Toronto, Forbes Bros., Montreal,
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London Ont.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.

To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Saving at the Spigot And Wasting at the Bung

It takes skill to distinguish between real and make believe economy. Of all mistakes the most unfortunate one is that of the man who would rather save a few dollars than install the

Allison Coupon System

Every penny invested in these books means dollars saved, time economized, kicking stopped and everybody made happy. Stop the leaks.

HERE IS HOW THEY WORK:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.
For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

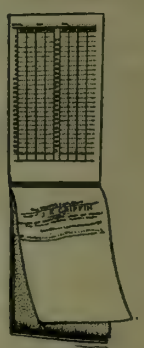
THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St.,
HAMILTON, Ont.

Prevent Misunderstanding!

Keep an accurate and simple record of all goods sold by using our

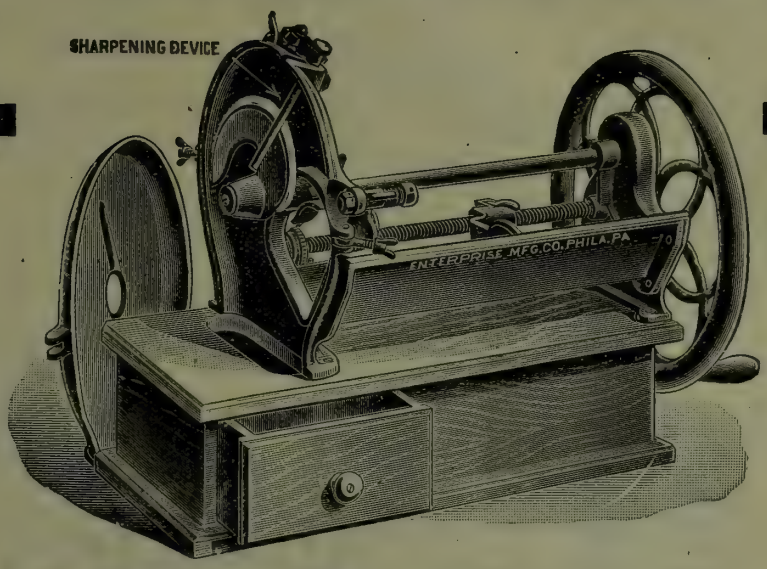
"DUPLEX"
COUNTER CHECK BOOK



Many grocers have felt the need for a check book that has both white and colored checks—one for originals, the other for duplicates. That's the simplest way of knowing how much is coming to you, from whom and what for. Write and let's tell you all about it!

The Carter-Crume Company Limited,
Toronto and Montreal

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.

No. 125, (with 2 blades) - - $22.50 **No. 129, (with 1 blade) - - $22.50**

CUT 6.
UNDER THE FLOOR OUTFIT.

Turn Your Losses Into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog B. Write to-day.

S. F. BOWSER & Co., Limited

66-68 FRASER AVE., - - TORONTO, ONT.

If you have an old Bowser, and want a new one, write for our liberal exchange offer.

A PROSPEROUS APPEARANCE
calls for good fixtures, counters, show cases, etc. Let me design and make them to your order! My prices and work will certainly suit you. Write or phone to me.
J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

IMPERIAL DESSERT JELLY

There is this combination in every package:

Quality
Value
Price
Profit
Satisfaction

We commend Imperial Dessert Jelly to your attention with the assurance that no effort has been spared that money or skill could suggest to make it without exception the **best and most attractive dessert jelly on the market to-day.**

Sample Package Mailed to Any Grocer to Test.

MacLaren Imperial Cheese Co., Limited

Toronto, - Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 28, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	
1 "	12 "	Per case $4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

THE ROBERT GREIG CO, LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 20
¼-lb. " " "	0 80

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

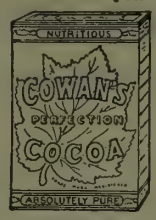
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1
White Swan Self rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22
pecial quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ¼-lb., 12-lb. boxes per lb.	$1 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s ½'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 [illegible]

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ½ doz. to case	per doz., $ .90
¼ " " ½ " "	" 2.40
½ " " 1 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Hurley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 20
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ½'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 28½
½ and ½ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

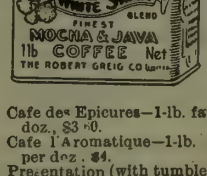
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb.
Mo Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation (with tumblers), per doz., $3.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00
Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 6's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

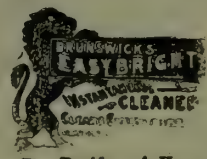
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Dawson & Hay Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Ice Cream Powder

GENESEE PURE FOOD CO.

Jell-O—Ice Cream Powder

Assorted case, contains 2 doz	$2 50
Chocolate (straight), contains 2 doz	2 50
Vanilla " " 2 "	2 50
Strawberry " " 2 "	2 50
Unflavored " " 2 "	2 50

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON

Prices on application.

T. LIPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 2 pails in crate, per lb.	0 07½
7 and 14-lb. wood pails, per lb.	0 07½
30-lb. wood pails "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 8 pails in crate	

Last Year We Sold More

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

than we sold in 1906, notwithstanding the 1907 business depression. You know what that means. It means that THIS YEAR we will sell a great deal more Stove Polish than ever. If our business increased under adverse conditions of 1907, what will it do in 1908? You want to push the Stove Polish that is selling. You make no mistake when you push RISING SUN and SUN PASTE.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The

Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED

14-38 Gray Nun Street, MONTREAL

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits
are the PUREST and BEST.
Better than the imported.
Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

	per lb.	
30-lb. wood pails		0 07½
	"	0 07½

Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 2 90
6, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Jelly Powders

GENESEE PURE FOOD CO.

Jell-O—The dainty desert

Assorted case, contains 2 doz.			$2 25
Lemon (straight),	"	2 "	2 25
Orange "	"	2 "	2 25
Raspberry "	"	2 "	2 25
Strawberry "	"	2 "	2 25
Chocolate "	"	2 "	2 25
Cherry "	"	2 "	2 25
Peach "	"	2 "	2 25

THE ROBERT GREIG

White Swan, 15 flavors.

1 doz. in handsome counter carton, per doz., 90c.

List price

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09
½-bbls.	0 09½
Tubs, 60 lbs.	0 09½
20-lb. Pails	1 90
20-lb. tins	1 80
Cases 3-lb.	0 10
" 5-lb.	0 09½
" 10-lb.	0 09½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... ... ...per doz.	$1 40
" ¼-lb. tins ..... "	2 50
" ½-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ¼-lb. tins.....per doz.	0 85
" ½-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs. per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " }		2 75
	{ 60 ½-lb. " }	

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	13 00
Straw hat polish..... "	10 20

Starch

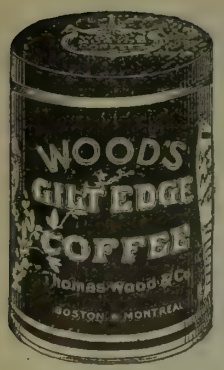
EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 6½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 08½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 08½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 08½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 05½
Kegs, 100 lb.....	0 06½

Looking to the Sunlight



ESTABLISHED 1879

The keen-eyed lookouts and pilots on the financial ship report that the business atmosphere is clear ahead, and that the glow of the morning is brightening into sunlight.

Be guided by their reports.

Remember that the Spring trade is at hand, that preparation is half the battle, and that

WOOD'S COFFEES

will brighten it up amazingly.

Go to the front with the lookouts and pilots.

Send in your orders NOW.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lily White Gloss—

1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb	0 07

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 08

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	3 00

Culinary Starches—

Boxes of 45 cartons, per case	3 60

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

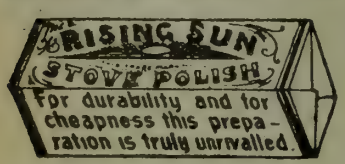
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 20 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Akron Gloss, 1-lb. packages, 40-lb.	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 5 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

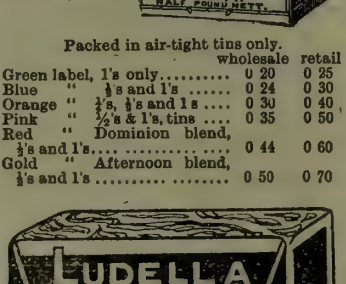
	Wholesale.	Retail.
Brown Label, 1's, 2's	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
4pan 1s	0 19	0 27

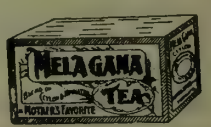
BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 21	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb	$0 35
" " 60 ½-lb	0 35
" " 30 1-lb	
" " 120 ¼-lb	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.



	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s	0 40	0 60
" " 1 lbs. & ¼s	0 35	0 50
" " 1 lbs., ½s & ¼s	0 30	0 40
" " 1 lbs. & ½s	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz	$ 110
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case	0 62	0 67
6 " " "	0 83	0 87

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Batger's

Purity in manufacture; nothing but the finest KENT COUNTY (ENGLAND) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style square glass jars.

It will be easy to sell the first package. After that your customers will ask for BATGER'S. Shows a good profit and what is more gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME,
Montreal

Strawberry Jam

All Valencia Raisins packed by

MAHIQUES DOMENECH & CO.

will be found to be very satisfactory. Try them next time you order.

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4-Cr. Layers. Selected. Fine Off Stalk.

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MONTREAL and TORONTO

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Mooney Biscuit & Candy Co., Stratford.
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National Licorice Co., Brooklyn, N.Y.

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Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.

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American Computing Co., Indianapolis

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American Tobacco Co., Montreal.
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Duff & Son., Hamilton, Ont.
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Balfour, Smye & Co., Hamilton.
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Boyd Co., Port of Spain, Trinidad
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HAMILTON, - ONTARIO

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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXII. MONTREAL, TORONTO, WINNIPEG, MARCH 6, 1908. NO. 10.

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Robinson's Patent Barley

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—Write for samples and prices.
—Ask your jobber or write.

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To Users of

ECLIPSE SOAP, TAYLOR'S SOAP POWDER, GOLD SOAP and TAYLOR'S QUICK CLEANER

The great success of our previous prize competitions has induced us to again offer a list of valuable prizes absolutely free to those persons sending in the largest quantity of wrappers off Eclipse Soap or Gold Soap, or the largest quantity of coupons enclosed in every package of Taylor's Soap Powder or Taylor's Quick Cleaner.

LIST OF PRIZES

1st Prize for	Alberta	$25.00	cash.
1st " "	British Columbia	25.00	"
1st " "	Manitoba	25.00	"
1st " "	New Brunswick	25.00	"
1st " "	Nova Scotia	25.00	"
1st " "	Ontario	25.00	"
2nd " "	Ontario	15.00	"
3rd " "	Ontario	10.00	"
1st " "	Prince Edward Island	25.00	"
1st " "	Quebec	25.00	"
2nd " "	Quebec	15.00	"
3rd " "	Quebec	10.00	"
1st " "	Saskatchewan	25.00	"

A prize of $25.00 cash free to the person who sends us the largest number of wrappers on coupons residing in each Province in Canada. The rest of the competition is open to anyone in Canada.

50 prizes of ladies' or gentlemen's 14k. gold filled watches, fine jewelled movement, guaranteed.

50 prizes of ladies' or gentlemen's silver watches, accurate time-keeper, guaranteed.

10 prizes of $5.00 cash each.

100 prizes of handsome pieces silver plate.

5.000 prizes consisting of silverware, cutlery, perfume, books, games, jewellery, ornaments, pictures and other handsome prizes.

Mail your Wrappers to John Taylor & Co, Competition 531 Front St. E. Toronto.
This No. 3 Prize Competition ends November 2nd 1908.

If not in stock, order now.

Eclipse Soap

Taylor's Soap Powder

Gold Soap

Taylor's Quick Cleaner

One Aim In Life

The Packers of the "Tyne" Brand of Fish aim only to produce the best there is in Canned Scotch Fish.

¶ The Shiels Ice and Cold Storage Company have no other ambition than to excel in their one particular line as canners of "Tyne" Brand—Kippered Herring, Herring in Tomato Sauce, Bloaters, Fresh Herring. They are specialists—all effort is concentrated on doing one thing best. The canning of Fish is not a side line—but pack nothing else.

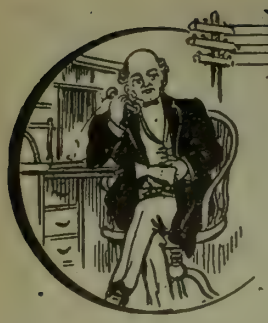
Fish and only Fish

from one year's end to another. Every tin they use is seamless—the contents are absolutely free from outside influence from the moment the can is sealed. No deterioration is possible from the original clean, high-grade, carefully packed product. The "Tyne" brand is superior from every point of view.

ARTHUR P. TIPPET & CO., Agents.

8 Place Royale,
MONTREAL.

84 Victoria St.
TORONTO.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish. Representing Morris & Co., Chicago. Pork and Lard.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE — 822 Notre Dame St E
OTTAWA, ONT. — 49 Anigesea Square

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

ELSOM & WHITLOCK
MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 — Box 793 — MOOSE JAW, SASK

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

TORONTO.

"Remember if you do not trade with us, we both lose."

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

"EXCELSIOR"
MAPLE SYRUP
COMPOUND
Wine Quarts. — In Stock.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References — TORONTO, ONT.
Special Attention to Advertising

(Continued on page 4.)

Getting Started Right

If you want to make money on your fish business during the LENTEN SEASON you should get our quotations on all kinds of

FISH

Scaled Herrings
Freshwater Herrings
Labrador Herrings
Imperial Boneless
Pure Cod, 1 lb. blocks
Skinless Cod

Our Prices are Right

WE ARE MAKING special quotations on all kinds of

Canned Fish

Clams
Haddies
Herrings
Lobsters
Oysters
Salmon
Sardines
Shrimps

EBY-BLAIN, Limited, Wholesale Grocers, TORONTO

Popular and Profitable

The tea for you to handle is the tea which proves entirely satisfactory to your customer. That tea is

Blue Ribbon Tea

Retail price is from twenty-five cents to a dollar a package, yielding you from twenty to thirty-four per cent. of easily earned profit.

THE BLUE RIBBON TEA CO.
Montreal and Toronto

Manufacturers' Agents—Continued.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

FRASER & AISTHORPE
Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

M. B. STEELE
Wholesale Commission Merchant and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References

VANCOUVER

F. G. EVANS & CO
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited,

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

S. C. RICHARDS
Wholesale Commission Merchant and Broker
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

GROCERY BROKERS
WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year

JAMES MARSHALL
ABERDEEN, SCOTLAND,
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

This space $15 per year.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

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3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
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Mailed to any address on receipt of
Price $2.00 Postpaid
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The Maclean Publishing Co.,
10 Front St. East, - - TORONTO, CAN

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

SPECIAL PRICES

ON

CHICKEN, Simcoe Brand

CHICKEN SOUP, Simcoe Brand

PLUMS, Globe Brand

FAULTLESS PEAS, Aylmer Brand

DON'T MISS THIS

Not at all "Mussed up"—but all Clean and Sound!

WHEN YOU SELL YOUR CUSTOMERS

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

your customers are delighted with the purchase as soon as the top is off the can. The contents smell so sweet and good, and look so clean and appetizing that they fairly make your customers' mouth water. And when those contents repose in a dish on the dainty housewife's table, the husband of the dainty housewife starts right out to shower praises on the grocer who supplied Old Homestead Brand. That's the kind of thing which

CREATES FOR YOU THE COME-BACK-FOR-MORE-OLD-HOMESTEAD-AND-OTHER-THINGS-CUSTOMERS

Your jobber can supply Old Homestead. Ask him to send some.

The Old Homestead Canning Co.

PICTON, - ONTARIO

Essex Tomatoes

are favored with unusual soil and climate, and are all vine-ripened. We offer a ready market to any grower whose product comes up to the high standard we have established. The result is the exceptional quality of our canned Tomatoes and Tomato Catsup. We tap the heart of Ontario's famous farming district and the best that grows comes to us logically and naturally.

The first can of any Essex product must recommend the second. Ask for special quotations.

The Essex Canning and Preserving Co. Limited

Factory at Essex, Ont.

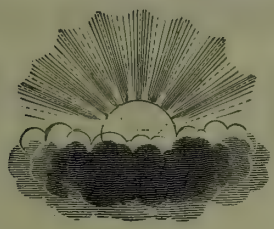
28 Wellington St. E., TORONTO, Can.

The Proof of the Coffee

IS IN THE TASTING. Indulge yourself with a cup of "CAMP." Prove its delicious flavour, its refreshing and invigorating properties. Then be assured that this Coffee, which is so well worth drinking, sells easily and quickly, pleases your customers, and pays you a handsome profit. There's something in that!

"CAMP" Coffee

Sole Manufacturers—
R. PATERSON & SONS, Coffee Specialists, Glasgow
AGENTS—ROSE & LAFLAMME, MONTREAL



"Sun Burst"
"Non-Pareil"
Kentucky Edible Oils Winter Pressed

Highly recommended by the **Leading Chefs and Bakers.**
Guaranteed under the Pure Food Act.
On sale at all **up-to-date wholesale grocers.**

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.
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Ashley & Lightoap, Agents, Winnipeg, Man.
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Molasses Molasses

Extra Choice Porto Rico Lion	Extra Fancy Trinidad
Fancy Trinidad	Choice Barbados
Fancy Barbados	No. 7 Choice West India Molasses
Open Kettle Circle 6	No. 4 Strong Bakers
Open Kettle Circle 7	No. 1 Golden Cane Syrup
No. 5 Special	No. 2 Golden Cane Syrup
Extra Choice Porto Rico Beaver	

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

Agents

C. E. Paradis.	Quebec.	William Forbes,	Ottawa.
C. DeCarteret,	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Greening,	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal and Toronto.

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock

Agents :
ROSE & LAFLAMME, - MONTREAL

TO THE TRADE:

ARE YOU STOCKING

CEYLON TEA?

IF NOT, WHY NOT?

Are you not aware of the fact that it is

Rapidly Displacing other Teas Here, as Abroad?

CONSULT THESE FIGURES:

IMPORTATIONS OF CEYLON TEA INTO NORTH AMERICA

1902 ..... 14,572,747 lbs.

1906 ..... 22,769,876 lbs.

1907 (Est.) **Over 24 Millions of Lbs.**

CAUSES OF WONDERFUL GROWTH IN FAVOR:

Superior Flavor

Superior Stimulating Powers

Your customer could afford to buy of you a Ceylon Tea of twice as high a grade as any other; the cost per cup would be no more because Ceylon will make two to any other's one. Besides, shrewd merchants have observed that Ceylon boosts all their trade; consumers take its excellence as an earnest of all their goods.

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

I OFFER

For Prompt Shipment

Finest Shelled Walnuts (French) perfect halves and broken
Finest Shelled Filberts (Spanish)
Finest Cashew Kernels
Finest Shelled Pea-nuts (Indian)

PARTICULARS AND PRICES FROM

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

GREIG'S
WHITE SWAN COCOANUT
Featherstrip—Shredded—Dessicated
In PACKAGES, BOXES, PAILS and BARRELS
Pure and white in appearance. Fine in cut.
True in flavor—right in taste.
Does not grow rancid quickly like poorly cured cocoanut.
High-grade in every respect. Samples on request.
THE ROBERT GREIG COMPANY, Limited - - TORONTO
GREIG'S White Swan BRAND

BETTER VALUE FOR YOUR MONEY

In order to sell right you must buy right. And lots of progressive grocers consider that right buying should include orders for our

PURE
FRUIT JAMS
TOMATO CATSUP
(made from whole tomatoes)
CIDER VINEGAR

That's the opinion of those who have tried these lines.

May we send you our Price List?

The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - ONTARIO

THEY LOOK LIKE THESE

IT PAYS

All grocers handling **Pride of Canada** Maple Syrup and our high class lines of Maple Sugar, admit that they pay. This is because of the purity of our products. Take a look at our packages so you will know them.

HAVE YOU ORDERED YET ?

The Maple Tree Producers' Association, Ltd.,

Waterloo, - Quebec

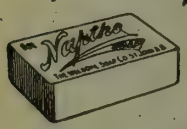
Not Shelf Ornaments ——— But Sellers

What's the use of Jelly Powders which look very pretty on the shelves, but haven't enough quality in them to sell? Make sure of genuine value, of real, quick-selling jelly powders, by handling

Shirriff's Jelly Powders

WRITE TO-DAY FOR PRICES!

Imperial Extract Co., - 18-22 Church St. Toronto



Naptha SOAP

MADE IN CANADA

The quality of Naptho has not varied even with the exceptionally high prices of raw materials—neither has the weight been changed.

Sell soap that maintains its standard and gives satisfaction.

The Welcome Soap Co.
Limited
St John, - N.B.

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

JAPAN TEAS

TO CANADIAN JOBBERS:

If you have not yet given us your standards, please forward them immediately, as we would like to include same in our cable code.

We have a few lines of spot tea remaining. Kindly communicate.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

IF YOU NEED HELP

1 CENT A WORD

1 CENT A WORD

25 Words

Similar to This Ad.

WANTED—Responsible salesman selling to retail grocers to handle sideline paying an A1 commission; no sample to carry; circulars only. Address Box 178 CANADIAN GROCER, Toronto.

25 Cents

USE WANT ADS

FISH—

This is the season for these goods. We have a supply of the best selling lines.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

TALKING ABOUT THAT PROPOSITION !

A good many grocers have written us in regard to the proposition we had —showing how you can make money by handling our high-class Toilet Soaps.

But we want to hear from still more, from *YOU*. It is to your advantage to at least inquire about this, so drop us a postal to-day.

SAVONS FRANCAIS

C. PAGNUELO, Manager

Factory: 1653 Notre Dame St. E.

Offices: 225 Coristine Bldg.

MONTREAL

It is a good business axiom to buy only the best in all lines—

Our Matches

"Laurier" and 'Togo" brands are lines that hold your customers' good opinions and trade.

We show you, besides, a better profit in saving of freight than any other matches can.

Write for Particulars.

The Improved Match Co. *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

Smash the Freight Bills !

They kill profits. No man running a grocery to-day can shoulder big freight bills and succeed. Do not run the risk of failure by purchasing in Montreal, Quebec and outside places when we can supply you with **all** your needs at **better** prices than those quoted by houses in other places.

T. A. Bourque & Co., Reg., Sherbrooke, P.Q.

Proprietors of "DUCHESS" Brand Goods.

Purity the Order of the Day!

The demand for absolute purity explains the great and ever-increasing success of

E.D.S. Brand Jams and Jellies

People have lost the taste for adulterated articles, and are demanding purity. The government analyst has declared that E.D.S. Brand is absolutely pure.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

It is only a record of fact to say that in

STERLING BRAND PICKLES

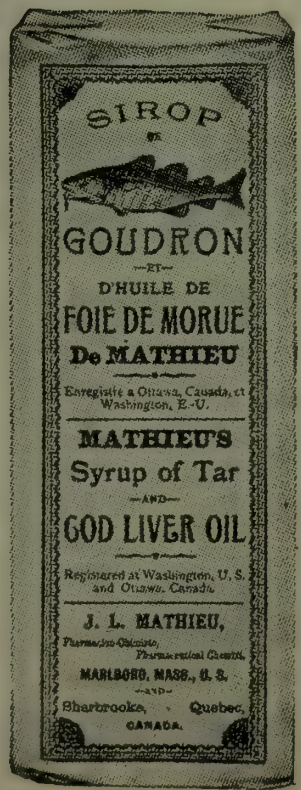
is found a pickle that will measure up to the most exacting requirements of the grocer's most exacting customers. In our new factory we are better than ever prepared to meet the constantly growing demand for the pickles, relishes and marmalades that bear the name Sterling.

Order from your jobber or send direct to ourselves. Note the new address.

The T. A. LYTLE CO.

Sterling Road, Toronto. **Limited**

(North of Dundas Bridges.) Phone, Park 376.



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine.

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

NEW IN CANADA

JELL-O The Dainty Dessert

—Also—

JELL-O ICE CREAM POWDER

For making Ice Cream.

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavored.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case $2.25 Retails 2 for 25c.
JELL-O, Ice Cream Powder, 2 Doz. case 2.50 Retails 15c. per pkg.

CURRANTS

"SOMERSET" BRAND

Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

TODHUNTER'S
THE STANDARD FOR COFFEE DRINKERS
THE BEST TONIC FOR BREAKFAST A LUXURY
EXCELSIOR
OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE
COFFEE
TODHUNTER MITCHELL & Co. COFFEE IMPORTERS TORONTO

Diamond E Blend Coffee

When a coffee has been on the market as many years as this brand—giving entire satisfaction to consumers all over Canada during that time—it is hardly necessary to say anything more to convince the grocer that there is money in the brand for him.

"DIAMOND E" MEANS PROFIT

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

MAPLE SUGAR

The place to buy purest, genuine Maple Sugar and Maple Syrup is right in the district where it is produced. Then you know just what you are getting. I have the real article at the price. Write me.

P. J. GIRARD
RICHMOND, - QUE.

Make Money
MAPLE SYRUP 68c. Per Imperial Gal.

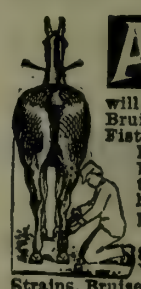
We guarantee this Syrup to be a pure Maple and Cane mixture.

Freight paid on orders of ten gallons and over to points in Ontario. Sample If red

L. G. ROSS
57 Front St. E., - TORONTO

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Cures Varicose Veins, Varicocele Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal

Persons addressing advertisers will kindly mention this paper.

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

ACME CANS

MADE OF

EXTRA COATED TIN PLATE

have attained a reputation among packers which is fully warranted by their high quality.

At all times they give greatest satisfaction to packers of every variety of canned goods.

Before placing your order secure samples and prices from us.

ACME CAN WORKS

Montreal

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

Open-Top Cans

(sometimes called sanitary cans) of Norton make are fluxed and soldered on the outside. The side seams are locked—not lapped—so that neither solder nor flux comes in contact with the goods. And the enamelled or lacquered can for highly colored or strongly acid goods has

No Burned Streak on the Inside

Prices and Samples on Application

The Norton Manufacturing Co.

HAMILTON

FISH

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St. MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.
LIMITED

Cables—BOYD, TRINIDAD. All Codes Used.

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.,

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. London and New York, Frame & Co.

The Syrup Season Is On!

We Lead With

Red Label Imperial Maple Syrup

It's Not Exactly What You Pay, It's What You Get For What You Pay.

There is No Such Flavor, No Such Zest in Any other Brand On The Market.

LOOK AT OUR PRICES :

Quart Bottles,	12	to Case	$2.40
Pint Tin, Wine Measure,	48	"	5.20
¼ Gal. " " "	24	"	4.80
½ " " " "	12	"	4.80
1 " " " "	6	"	4.50
5 " " Imperial "	1	"	4.00

Maple Sugar——**Guaranteed Absolutely Pure**—just as advertised. Read Bulletin No. 140, issued by Inland Revenue Department. Not one sample found to be adulterated. We have picked out an extra light colored sugar to sell you this season.

You can include **Kitchen Molasses, Goldenette Syrup** and **Pure Maple Sugar** in the assortment.

Imperial Syrup Co., Montreal

LEA'S

The Pickle with the Home-Made Flavor

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

WE are making a specialty of our **30c.** and **40c.**

"MELAGAMA"

TEA

Possibly you are wondering why your **TEA** business is not increasing as rapidly as it ought to.

Perhaps one reason is that you are not selling **"MELAGAMA TEA"** and your neighbor is, or possibly you are not procuring the best available **BULK TEAS.**

We want to lend you a helping hand by offering you our services as **EXPERT TEA BLENDERS.**

We have had over thirty years' experience in handling nothing but **TEA.**

We carry continuously over one hundred lines of **Bulk Teas** to select from, send to the old reliable or see our travellers for samples and quotations, before placing your next order.

We are now booking Fall orders for our special brands of Earl of Minto **Japans.**

All **"MELAGAMA TEA"** at delivered prices.

For prices on "MELAGAMA TEA" see last page of this issue.

MINTO BROS.

DIRECT IMPORTERS

Toronto and Buffalo

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

THE WORLD'S BEST COFFEE IS

Lipton's

Stands to reason---doesn't it?
The Greatest Tea Merchant in the World cannot afford to sell anything but the finest coffee

LIPTON'S COFFEE

WRITE FOR SAMPLES

Thomas J. Lipton

75 Front St. East, - - - TORONTO

BIG PROFITS

and continuous profits, is the lot of the grocer who pushes the sale of

TWO IN ONE
SHOE 2 POLISH
DOS DENTRO UNO
BE TUN SUPERIOR
The F F Dalley Co Limited
CONTAINS NO TURPENTINE OR ACIDS
NO CONTIENE ACIDE NI TERREBENTINE

2 in 1 SHOE POLISH

The reason is plain—2 in 1 is the most satisfactory and economical shoe polish ever put on the market. If your stock is out, don't forget to replenish it, as the demand is insistent all the time.

The F. F. Dalley Co. Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

WHEREVER THERE ARE

DOGS, CAGE BIRDS, POULTRY

SPRATT'S PATENT

Dog Cakes, Bird Seeds,
Parrot Food, Poultry Foods

SHOULD BE STOCKED.

GOOD ADVERTISING MATTER. ATTRACTIVELY PACKED.
EASILY HANDLED. PROFITABLE. KNOWN.

Write us: 24-25 Fenchurch St., London, ENGLAND for illustrated trade list. We will then correspond with you and use our best efforts to assist in the development of trade.

Small stocks carried at our store:
13 St. Therese St., St. Gabriel, Montreal.

BANISH "BLUE MONDAY"

SELL
SUNNY MONDAY
to customers and make them YOUR customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

"TARTAN" Fruits of all kinds as good as Home Pack. . .

Tartan

SIGN OF PURITY **BRAND**

See our travellers or Phone 596. Free to Buyers. . . . .

"Tartan" Strawberry Beets

FINE FOR SALADS.

Full assortment of Wagstaffe's Preserves, Jam and Marmalade.

Special value in Shelled Walnuts, Bordeaux and Sherbertes, perfect halves and broken.

Also one hundred cases Genuine Gaspe Boned and Skinned Whole Cod.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

REMOVAL

Our St. Peter Street Stores will be closed FRIDAY and SATURDAY

6th AND 7th OF MARCH.

OUR NEW OFFICES AND WAREHOUSES

662 to 668 St. Paul Street,

a few doors west of McGill St., WILL BE OPENED ON MONDAY, the 9th of MARCH, for all business purposes.

We cordially invite the trade to call and take advantage of the EXCEPTIONAL BARGAINS which we shall offer them.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors,

MONTREAL

It's the Standard

and hence the saying "As Pure as Windsor Salt"

Things don't "just happen" in this world—there's a reason for everything, and there's a splendid reason why Windsor Salt has reached that much sought for pinnacle that entitles the makers to justly claim it "best."

¶ To-day it is the Standard Salt from which comparisons are made when some one is trying to sell an inferior product—something "just as good." The purity, whiteness, dryness, and free-running qualities of Windsor Salt are almost proverbial. "It's the Standard"—isn't that enough?

CANADIAN SALT CO., LIMITED
Windsor, Ont.

SPECIAL

For This Week

Choice Eastern Township Dried Apples

and

Choice Evaporated Apples

Also full line of fresh, and salt fish for Lent. Order at once.

S. J. CARTER & CO.
WHOLESALE GROCERS
58 McGILL ST., MONTREAL

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

Established 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular. With this issue we show our sewing department where

"PANSY" BROOMS

are sewn. Up to this point machinery does not figure very largely in the manufacture of brooms, but the selling qualities of a broom depend very largely on the care and the skill used in sewing and the best work can only be done on up-to-date machines.

The making of "PANSY" Brooms

20 years ago we introduced the first steam power broom sewing machine into this country.

To-day our factory is equipped with the most up-to-date machines each with its expert operator turning out brooms at the rate of a four string broom every minute.

SEWING ROOM

Twenty years ago we purchased the Canadian patents on what was then the latest thing in sewing machines, since that time we have kept our sewing machine equipment up to the last minute. We have not hesitated to relegate to the scrap heap machines in perfect condition when something better has come along. We have discarded better machines than most factories are equipped with.

We manufacture all kinds of Brooms and Whisks.

H. W. Nelson & Co., Limited

Office and Warehouse: 92 Adelaide St. W.

Toronto, Ont.

Factory: 15, 17, 19, 21 Jarvis St.

We Are All Creatures of Habit

are living to-day much in the same way as we spent yesterday, until some unusual event turns up—makes us do a little readjusting like the housewife at Spring cleaning. This unusual happening has come about in the tea trade. Planters have been growing too much tea since about 1895 so that merchants have been giving their customers some good values at very low prices—wonderful when one remembers that a tea bush on the average only produces about 2½ ounces of made tea per year (say six bushes yield a pound). As a result of low prices planters in Ceylon have been interplanting their tea with rubber and in the next two or three years it is estimated that the land under tea cultivation will be decreased by 50,000 acres, all in the low grade districts. In addition tea consumption has increased; foreign markets alone, which in 1900 took only fifty-five millions from India and Ceylon, in 1907 took one hundred and twenty million pounds. The present high prices for tea are the result, and with a decreased acreage and increased consumption a return to the low range of prices of the past ten years seems improbable. The merchant who keeps these two facts before him and abandons the pushing of the sale of his lower priced teas, and commences now to put his selling energy behind the better grades, is sure to win out in the long run. Recommend your customers to buy 40c. tea, there has been no advance in price of this grade, and the better quality will soon bring you repeat orders.

SELL RED ROSE BLUE LABEL

Retails at 40c.

T. H. ESTABROOKS
St. John N.B.

BRANCHES:

TORONTO: G. H. CAMPBELL, Manager, 3 Wellington Street, E.
WINNIPEG: F. G. WALKER, Manager, 315 William Avenue.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

DON'T FORGET

This is Marmalade Month!

We have just received another car of fancy bitter oranges at very moderate prices. We are also making a special drive this month on Florida Celery packed by Chase & Co.

GIVE US YOUR ORDERS

The Montreal Fruit Exchange

J. F. McLean, Proprietor

195 McGill St., - - Montreal

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

SARDINES

cases 100 tins, key openers

NORWEGIAN

The original **"Crossed Fish"** brand.

Quarter tins in Oil,	$10.00 per case
Quarter tins in Tomato,	10.00 "
Half tins in Oil,	17.00 "

French, Portuguese, Spanish, English

"F. Francois & Co." ¼ flat, white tins, brass labels,	$ 7.00 per case
"F. Francois & Co." ½ flat, white tins, brass labels,	10.00 per case

"Anita" ¼ flat, decorated tins	$ 9.50 per case
"Les Favorites" ¼ flat, decorated tins	9.50 "
"Les Pyramides" ¼ flat, decorated tins	9.50 "
"Trefavenne" ¼ flat tins	10.00 "
"Mordaleb" ¼ club, decorated tins	10.00 "
"Santo Antonio" ¼ club, decorated tins	11.00 "
"Mordaleb" ½ flat, decorated tins	15.00 "
"Sportsmen" ½ club, decorated tins	24.00 "
"Lasalle" best Canadian brand, ¼ flat tins	4.00 "

On lots of 5 cases or more, one kind or assorted kinds, freight prepaid to any railway points in Canada east of Sudbury and Sarnia, Ont.

Terms: Net within 30 days without discount.

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

We Aim Straight and Hit the Target

Anybody can take a gun and shoot by simply pulling the trigger. There's nothing in it except noise.

It is the same when you hear the bang of some houses firing off bargains (?) They simply let fly on the chance of a stray shot hitting a buyer. We always aim straight for a certain target.

The increased trade for our famous brands of teas **"Maybell"** Ceylon Orange Pekoe up-to-date this season is over 100 per cent. over same period last year. This is evidence that the quality of this tea and the moderate price that we charge has convinced dealers throughout Canada of its extraordinary value. If you have not already tried this tea we request a trial order. **"Maybell"** is a registered brand and it is always of the same high standard. Price **19c.** per lb., F.O B., Toronto, in ½ chests of 50 lbs. each.

We also control the following brands in America :

Ceylon

"Myrtle" Green in ½ chests, price **21c.** lb.
"Peerless" Broken O. Pekoe " " **29c.** "

Japan

"Iris" Half-chests - - - **19½c.** lb.
"Golden West" Half-chests in 40 lb. boxes **32c.** lb.
(beautiful style and extraordinary quality.)

We request a trial order for any of the above brands, knowing that you will be as thoroughly satisfied as our many customers. This is a department of our business to which we give special attention.

Canada Brokerage Co., Limited

9 Front St. East, TORONTO

Aetna Self-Heating Soups

Our travellers have the best **Seasonable Snap** on the market to-day in **Self-Heating Soups.**

Ask them. If they do not call enquire of

JAMES TURNER & CO. LIMITED

Hamilton, Ont.

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon. Order to-day.

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

Butter Fruit

The best is always satisfactory. We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,

HALIFAX, N. S.

P. O. BOX 352

The London Grocers' Banquet

Wisdom, Wit and Humor From the First Annual Function of the Local Retailers' Association—A Most Successful Affair Arranged by a Prosperous Organization.

What an enthusiastic lot of grocers they have up there in London. There's one town in Canada where they are not missing the best things in either business or social life and this was strongly evidenced at the annual banquet—the first, by the way—of the Retail Grocers' Association in the Tecumseh House, London, on Thursday evening last, Feb. 27. The function showed, too, in a most striking way, the benefits of organization.

The London Association is, without any doubt, one of the largest and most progressive in Canada. Witness the fact that a hundred and fifty grocers, with a few guests, a mighty good representation of the trade in the city, sat down that evening to a dinner that was well worthy of the association.

And what a lot of good fellows they were. The association has certainly done a good deal in the promotion of good feeling among the knights of the scales and scoop in London. One would never imagine that those jolly chaps sitting there like old-time friends, would be bucking against one another good and hard next day along business lines.

What the dinner proper was may be readily judged from the menu reproduced herewith. The wholesale trade of the city was pretty well and humorously represented in the captions given to the various courses.

The Toast List.

After everybody was comfortable and the "weeds" were going well President Harry Ranahan, who presided gracefully as toast master during most of the evening, set the ball rolling by welcoming the guests and speaking of the aims of the association. A toast to the King was drunk, and then the president, after proposing "Canada, Our Home," called on Col. A. M. Smith to respond.

Col. Smith, in an appropriate address, avoided referring to Canada's glorious and much-talked-of resources in favor of emphasizing a need for a policy of defence for this heritage of ours. He declared that we should be in a position to adequately defend all our possessions and advocated progress along the lines of preparation by additional military equipment and instruction. "Canada will never lie down to be kicked by a bully," said Col. Smith. "While preserving our loyalty to the Empire, we must gain further control over our own affairs and stand responsible for them."

"To-night is the anniversary of Paardeburg," said Col. Smith in closing. "Our London boys served there, and I would like to ask for three cheers in celebration of that great victory." The cheers came in mighty volume, and the appropriate reference was deeply appreciated.

The Wholesalers Talk.

After a song by E. J. Ryan, treasurer of the association, President Ranahan proposed the toast "The Wholesale and Mercantile Interests of London," and called on three of the leading wholesalers of the city to respond.

Moses Masuret, of M. Masuret & Co., was in particularly happy mood and gave a characteristically humorous address. Referring to the days when he entered the grocery business fifty years ago and when, as he said, "Golly, I grew like Topsy," he told of the old way of doing business. He chose the grocery business, he said, "because it seemed so easy to be good in," and becoming half serious for a moment, spoke of the association as a means of improving questionable old-time conditions. "Morals can't be bought on margin," he said. "They must be cash down."

"In the old times there were none of these jolly travelers," said Mr. Masuret, becoming humorous again, "who come in and get their own customers. I went out of business ten years ago," he said, "because I had no customers. The travelers had them all."

In closing, Mr. Masuret suggested several ways in which the association could be useful to the members of the trade and propounded rather a novel epigram when he likened the grocery business to Scotland, because there are no Jews in either.

John Garvey expressed himself as believing that the very evident success of the Retail Grocers' Association augured well for the business interests of London. "There are no two interests in the trade," he said. "The interests of wholesaler and retailer are one and they should work together."

Mr. Garvey thought retailers, generally, were not making the profits they should and advocated a standing together by means of the association for satisfactory prices.

John M. Dillon, of A. M. Smith & Co., said the prosperous looks on the grocers' faces were an evidence of a good year of business. He thought London grocers did get pretty fair prices and were more harmonious and kept the trade on a higher level than in the majority of Canadian towns.

After a song by "Tom" Ranahan, Mayor Stevely was called to respond to the toast "The Corporation of the City of London."

Mayor Advocates Union Picnic.

The Mayor, who by the way, was given a rousing reception, referred to the local grocers as a fine body of business men, who, he said, were indeed a credit to the city. Enlarging on some of the attractions of the city, he spoke appreciatively of the Wednesday half-holiday picnics the grocers held last summer and sugested the idea mentioned in these columns a couple of weeks ago, that a monster picnic of Western Ontario grocers be held in London during the coming summer. The idea was received with a good deal of enthusiasm.

"Our Manufacturers."

"Our Manufacturers," was replied to by Mr. Knight, of Lever Bros., Toronto, and R. C. Eckert, of Gorman, Eckert, London.

Mr. Knight said he was glad to meet those who distributed "Sunlight" for his firm, and regretted that he had not the opportunities of the travelers for getting among the retailers. He felt that he was studying his own interests when he was considering those of the retailer, and suggested that comment and criticism of goods from the retailer were always welcomed by the manufacturer.

Mr. Eckert went back to his old days behind the counter, in a humorous way, and then referred appreciatively to the trade of to-day in London. "It is on a

MENU.

Ranahan Points.

SOUP.

Potage a la Edward Adams.

RELISHES.

Gorman Olives. Celery.
Eckert Walnuts.

FISH.

Boiled Weakfish a la Lind.
Pomme Kerrigan.

ENTREES.

Sweetbread Pattie a la A. M. Smith.
Elliott Marr Peas.
John Garvey Punch.

ROAST.

Masuret Chichen on Scandrett Bros. a la C.P.G.
Escott Potatoes.
Cleghorn Spinach.
Sunlight Salad.
Deep Apple Pie. Perrin's Sauce.
Shaw's Ice Cream
Christie's Cakes.
Steele's Bananas.
Mountjoy Oranges.
Wilson Cheese. McCormick Wafers.
Todhunter Coffee. Boyd Tea.

good basis," he said, "and I am proud of it."

The City Travelers.

The nice points of the London grocers were brought out again in reply to the toast, "Our City Travelers."

"There is no town in Canada with a more admirable lot of tradesmen," said William Turnbull, of Edward Adams & Co., who is the oldest traveler in the city. "It is only a pleasure to call on them. They treat us courteously and do not waste our time, and," continued Mr. Turnbull, "the outside travelers tell us the same thing." Continuing, Mr. Turnbull spoke of the grocer as a philanthropist and said that no other class of business men give so much for charity or are of so much help in times of financial stress. "There is no trade," said Mr. Turnbull, enthusiastically. "to which we as grocers need to take off our hats."

Speaking of some of the incidents of the business, Mr. Turnbull characterized price-cutting and swearing as a weakness, and said that no good grocer would do it. He made a plea for high-

HARRY RANAHAN.

President London Retail Grocers' Association.

er business ideals, saying that character was worth immeasurably more than money and should be sought for.

Clem. Garvey, the youngest city traveler, said that the success of the banquet was an evidence of the good results of the organization of the association. In a humorous way he referred to the city travelers as most conscientious gentlemen who always worked for the general welfare of the trade.

Mr. Cleghorn also spoke briefly, outlining some of the troubles the travelers met with in their journeys, and referring to the courteous treatment accorded them in London, where they were always glad to come.

Here Vice-President Shaw took charge of the toast list and after a couple of songs by Alf. Johnson; one an adaption of some local hits to a popular air, called on E. J. Moore, Toronto, editor of The Canadian Grocer, to respond to the toast, "Our Trade Journal."

The Grocer Gets in a Word.

Mr. Moore congratulated the members of the association on the success and the good work done by the organization. Speaking of the good feeling evident among the members, he compared the association to a family of brothers and evoked some amusement by suggesting President Ranahan, one of the youngest members of the organization.

In advocating a wider work than the association was now doing, Mr. Moore asked the opinion of the London grocers as to the formation of a Provincial Retail Grocers' Association. He spoke of the success of similar organizations in the United States and in different trades in Canada and urged consideration of the project. The London association, being one of the largest and strongest in the province, could be a large factor in carrying forward the suggested movement. In conclusion he supported the suggestion for a union picnic of western Ontario grocers at London during the summer and proposed that some action might be taken in this important matter then.

The Association Itself.

One of the most popular toasts, naturally, was that to the "London Retail Grocers' Association." This was replied to by three of the leading members.

R. J. Donaghy, who was, by the way, chairman of the banquet committee, extended a hearty welcome to the guests and spoke of some of the helpful features of the association.

John Diprose emphasized the benefits of the association in practical business and made a plea for a larger membership and more enthusiasm.

Treasurer E. J. Ryan outlined the history of the or-organization of the association during its three years of life and quoted instances of its influence. He urged the grocers to patronize home industry and to seek to build up London and deplored the prevalency of the financial stringency idea, which, he said, could, with advantage, be combated by grocers generally.

The Last Scoopful.

That always necessary toast, "The Ladies," left almost to the last, as usual, was responded to in a most flattering manner by McKinley Millman, of Elliott, Marr & Co., and with several several more songs, a couple of humorous recitations and a toast to good fellowship by Walter Nicholl, the National Anthem was sung, the spigot was closed and the most enjoyable function was over.

The following gentlemen, besides those mentioned, and all grocers or grocery travelers, took part with song or story in the evening's entertainment :— M. McKeough, Edgar Webster, W. McEwen, W. Mullin, and Fred. Tobias, of Todhunter, Mitchell, Toronto.

The guests, beside representatives from all the local wholesale houses, included a number from Toronto.

The committee in charge of the banquet were : R. J. Donaghy, chairman; John Diprose, H. J. Glanville, H. S. Marshall, Norman McLeod, Jas. Haskett, Thos. B. McCormick, Alf. Johnson, F. Travers, F. G. Toon.

A Few "Specials."

What a bunch of musical talent the banquet brought out. Every London grocer seems to be able to sing. Wonder do they practise at the association meetings ?

That dinner was a daisy—from the juicy "Ranahan" points to the "Boyd and Todhunter" tea and coffee. And the menu card itself was quite worth while carrying off.

Alf. Johnson's topical song would have been really funny if one could have made out the words. Alf. enjoyed it quite well himself, though.

What a mutual admiration society it was anyway. The travelers told what fine fellows the London grocers were, and the grocers handed the same thing back. And everybody spoke as if they meant it.

"I went into the grocery business a long time ago," said M. Masuret. "When Moses was a boy," suggested Mayor Stevely from across the table.

The speeches were all refreshingly brief. If they had been long and windy goodness knows when President Ranahan would have gotten home.

E. J. RYAN,

Treasurer London Association.

ELECTED TO N.B. LEGISLATURE.

W. Frank Hatheway, a St. John Wholesale Grocer, Defeats Hon. D. J. Purdy.

The race between the two grocers, Hon. D. J. Purdy and W. Frank Hatheway, of St. John, in the New Brunswick elections resulted on Tuesday in favor of Mr. Hathewey with a majority of 638. Mr. Purdy was a member of the cabinet of the late Liberal Government and suffered in the Government turnover with several of his colleagues.

Mr. Hatheway is a wholesale grocer, tea and coffee merchant and has taken a prominent place in the St. John Board of Trade. He has considerable reputation as a litterateur and essayist and should be a useful member of the new legislature.

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THE BENEFITS OF ORGANIZATION

The great amount of benefit which can be realized from a trade organization was evidenced most strongly at the banquet of the London Retail Grocers' Association in that city last week.

The association was re-organized with a new lease of life just three years ago. It now includes practically all the grocers of London, and these men, one hundred and twenty-five of them, sat around the tables that evening in the most friendly way possible, with good fellowship and good humor evident on every face.

And this is only as it should be. It's only when you get really well acquainted with your opposition that you find what a really first-class and companionable fellow he is and better acquaintance with the trade in your locality means a higher standard of business methods.

It is not only in the matter of good fellowship, however, that the London association has been useful. Several other matters which had been accomplished by means of the organization and the united interests it represented were mentioned at the dinner.

For instance, it has enabled the members to maintain a more satisfactory standard of prices and to shorten credits. It has placed the market by-law in a more satisfactory position and has had a good deal to do with the banishing of hucksters from almost every street in the city. Beside these very practical benefits, it has made possible a weekly half-holiday during the summer months and has organized several excursions and picnics which were remarkably successful.

The grocery trade in London is in a very satisfactory condition and considerable of the credit for this may be taken by the association.

With such evident benefits why should there not be such an organization in every town in Canada? Grocers, as a class, are perhaps better represented in any town than any other body of tradesmen, and even in the smaller towns enough members could be secured for an effective organization.

Why not get matters stirred up in your own town toward this end if such an organization does not already exist. Make a few friendly calls on some of the other grocers in your locality and see how readily they will fall in with the idea.

The Grocer will be very glad to do anything in its power at any time to aid in furthering the interests or organization of such a body.

FOR THE RAILWAY COMMISSION.

With the proposal for the reorganization and addition of members to the Board of Railway Commissioners, several suggestions have been made regarding the appointment of new commissioners. The Grocer has pleasure in submitting the name of Mr. Hugh Blain, of the Eby, Blain Co., Toronto, for consideration, and in drawing attention to the qualifications which would seem to merit his appointment.

When the board was formed some years ago, at the instigation of Hon. Mr. Blair, it was his idea that its personnel should include a lawyer, a railway man, and a business man, a seemingly ideal combination. The board, up to the present time, has been composed of a lawyer, an agriculturist and an educationist, and while there is no hesitancy in expressing praise for the excellent work it has done, it has been felt in some quarters that its work might be even more beneficial if thoroughly practical men were included in the personnel of its membership.

There is probably no other man in Ontario who has been for years so closely in touch with business matters in relation to the railways as Mr. Hugh Blain. During his presidency of the Toronto Board of Trade he secured material advantages for the city from the railways and for some years he has been considered the board's authority on freight and general railway matters. It was chiefly through Mr. Blain's influence that equalized freight rates were secured some years ago. His intimate knowledge of the situation also has been of material benefit in other matters of similar import. Mr. Blain possesses the practical knowledge of the business man in common with expert information and experience in many departments of railway business. He is, too, in personality and temperament, the type of man looked for to fill such an important position. It would seem that a mistake would be made if Mr. Blain were passed over when the vacant seat on the commission is being filled.

THE SALT BARREL DISAPPEARING

The salt industry, as well as the majority of other manufacturing interests in Canada, seems to feel the necessity for change in methods on account of the advance in cost of raw materials and the scarcity of wood. Judging from present conditions the days when salt will be packed in barrels are practically over.

Salt manufacturers claim that the prices of barrels are becoming almost prohibitive. They estimate that cooperage charges have increased eighty per cent. during the past twelve years. They have been forced to go as far east as New Brunswick for supplies, and even then the stock is mostly inferior to what it formerly was. Barrels are in use today, which would have been kicked to pieces a few years ago. The scarcity of hoop stocks is another feature which makes it difficult for manufacturers to produce a really satisfactory barrel, and to-day the two-hoop has practically displaced the old six-hoop barrel, a direct result of increased cooperage charges.

To escape the difficulty, salt manufacturers are making an increasing use of sacks in handling common salt. This change should in the end reflect to the benefit of the grocer. His profit in selling, say three sacks of 100 pounds each, will be greater than in disposing of a barrel of the same weight. Of course the question of greater amount of handling comes up and the old argument that a barrel can be so really handle really has some weight. The essential thing, however, would seem to be to have salt in a form convenient to handle, similar to the other package goods which are finding so great a place in the grocery store of to-day.

Salt in fifty and hundred-pound sacks will fill this requirement. They may be readily handled by one person, or could even be dropped in the back of a farmer's buggy, if necessary, points of advantage which a barrel certainly does not offer.

There seems to be good reason why the grocer should educate his customers and encourage the use of these smaller sized sacks for salt in preference to the barrel. It is a change which must come shortly, and the sooner the better.

THE SITUATION IN THE WEST

Preparations for Spring—Changes in Grain Exchange Taking Place—New Freight Rates Favoring Calgary and Edmonton—Satisfaction With Bank's Arrangement to Carry Winnipeg's Account.

The Western Viewpoint by our Special Winnipeg Correspondent.

The business situation in the west presents many features of interest this week. Spring is stirring, even though the ground still has its covering, albeit a thin one, of snow and ice. Some immigrants have already arrived, other arrivals are booked, farmers are filing inquiries for farm help, the collection and distribution of the seed grain is being pushed with the utmost vigor. Seed Commissioner Clarke, of Ottawa, having arrived to lend his assistance. There seems to be a feeling in the very air that spring will come early this year and everyone is preparing to take advantage of the very first break. Heavy immigration is expected, and the demand for farm help is exceptionally good, evidently the farmers are preparing to make the most of seed time this year and have everything in early.

* * *

With the closing of the market tomorrow will end the first week of the Grain Exchange under the new conditions. The act amending the charter was not formally assented to until Tuesday, but the Exchange took time by the forelock and passed a resolution on Saturday, the 22nd, doing away with the trading hours and establishing a purely curb market. This was done in order to prevent themselves from being penalized under the act, which required that all quotations should be posted, at least every half hour, in full view of the public, for whom a gallery should be provided. It is out of the question to provide a gallery in the present building. Another matter that has been provided for is the cutting out of the American quotations. These have cost the Exchange over $500 a month, and they do not propose to furnish them for the benefit of the general public. The market service as it was constituted before the passage of this act cost the Exchange over $10,000 yearly. By the passage of this act, if they continued to procure the service they would be spending $10,000 for the benefit of any Tom, Dick or Harry who may happen along.

The act provides for an unlimited membership, and in this way the whole value of the seats has been done away with. The act says they shall not be sold for more than $2,500, but at the present time one could not sell one for $500, in fact, could hardly give it away. It is a positive disadvantage to the trader, at the present time, to be a member of the Exchange, for it subjects him to restrictions and disabilities that otherwise he would not have. Curb trades are still being cleared through the clearing house that institution being a joint stock company, and some understanding having been arrived at. All members of Exchange have been counselled not to say anything for publication, but there are meetings from time to time and the council of the Exchange and the lawyers are evidently hard at work trying to find a way out of the tangle. In the meantime, though the actual local market has not been seriously affected, there is a spirit of unrest and distrust that is not helpful to business. The place where the trouble has been felt the most is in business from the south, which has dropped almost to zero point during the week. Houses that formerly handled 1,000,000 bushels a week in trades for southern customers, are not doing a thing, but are constantly pestered with inquiries as to whether all open trade had not better be closed out? What the value of the seats may be? and a dozen other things, showing that there is a lack of confidence in the outcome that is spreading as the days go by.

The fact that it has been possible to hustle this legislation through and the further fact that the Grain Growers' Associations are clamoring for Government-owned interior elevators is already diverting capital from the country. An Old Country house that had all plans drawn and preparations made for the erection of fifty elevators in the west this coming season, have summoned their representative home and he made no secret before he left that he would advise his house to have nothing to do with the matter until they had some assurance that haveing built the elevators they would not be confiscated or expropriated, or in some way wrested from them by the Government and the Grain Growers. The erection of fifty elevators of even 30,000 bushels, the minimum capacity, would represent an investment of $300,000 for buildings alone. The company who last year began the work of erecting elevators along the line of the Grand Trunk Pacific are also resting from their labors, and it is more than probable they will not build any more houses this year.

A matter that is of special interest to the manufacturers of the east, is the announcement by F. W. Peters, of the C.P.R., that Calgary and Edmonton are to be put on an equality with Winnipeg in the matter of freights from the eat. This will certainly stimulate both these towns as wholesale distributing centres, and indirectly benefit the manufacturer, as it will tend to a great consumption of eastern goods. The reduction amounts to 5c per 100 pounds on 5th class matter, the class under which most of the western goods are shipped, and 8c per 100 pounds on implements. It had been intended to have this change come into effect on March 1st, but it was not possible to get the proper notifications out, and now it will come in force on March 15th, in time for a great deal of the western freight for spring trade, though, on the whole, a little late for agricultural implements, should the season be an early one. The new rate does not apply to the smaller towns, only to Calgary and Edmonton, and this, in itself, will emphasize them as distributing centres.

* * *

The announcement in the daily papers of Feb. 28th that the Bank of Montreal had agreed to carry the account of the city of Winnipeg, and to place $7,500,000 of Winnipeg securities on the London market, has been received with the utmost satisfaction by the great majority of the thinking citizens. The bank undertakes to place on the London market £1,500,000 of inscribed stock, which will enable the city to clear up completely all outstanding current liabilities, cover such new work as the paving of Main street and Higgins avenue, the great artery of the city running out to all the country east of Red river, and where all the big mills and most of the big lumber yards are situated and will further permit of the city putting $1,000,000 back into the sinking fund. The bank has also agreed to give the city an overdraft of $2,000,000 if necessary, on security of the current year's revenue. The securities will be placed on the market by the bank as soon as they are issued, which will be early in March.

It is felt by citizens generally that this is just the right thing and that it is eminently fitting that the city should be financed by Canada's wealthiest banking institution. The security is absolutely good and what more convincing to outsiders than that our own Canadian banks are willing to handle it. Mayor Ashdown laid the plans and put the machinery in motion towards securing this offer and the detail was worked out by Controller Evans and Alderman Riley, who went east to confer with the head offices of the bank and have just returned to the city.

* * *

A matter that is causing loud murmurs of discontent in the city, is the action of the Provincial Government in advancing the price of telephones to the doctors and nurses of the city. The increase is 25 per cent., whereas while the Government were stumping the country before the last election they were going to give much cheaper phones. When they bought out the Bell telephones at such an enormous figure it was thought that chances of reduction were slim, but even then no advance was anticipated. People are asking themselves, "If doctors and nurses, who will be next?"

* * *

While what was said about collections last week holds good a concrete example of how paper is being met may give a better idea of actual conditions. A representative of one of the large wholesale hardware houses stated the other day that on February first they had sent out $100,000 short date paper, the longest date being ten days, and that rather better than 65 per cent. of it had been paid. This is certainly a pretty good showing in what is supposed to be a hard year.—H.

In a recent issue a report including the firms represented by the McLaren Imperial Cheese Co., Toronto, mentioned Evans, Woodhead & Turner, of Liverpool. This name was furnished us in error and some confusion has resulted. The correct name is Roberts, Evans & Woodhead, of Liverpool, and any inquiries through the McLaren Imperial Cheese Co., Toronto, will reach them directly.

Grocery News from Coast to Coast

What the Trade is Doing in the Various Towns and Cities of Canada—Bright Letters From Our Own Correspondents Tell of Improvement in Business Conditions.

CHATHAM.

Many grocers report that the month just closed has been a busy one for them. One merchant, who has always been a pretty busy man anyway, informed The Grocer man that his business for the past month was $200 better than for February, 1907. The signs are encouraging for the future also, and a good spring and summer are looked for.

* * *

The Toasted Corn Flakes people are putting in quite a few excellent window displays for local grocers this week. Harry A. Andrew and Wm. Anderson are among the grocers interested.

* * *

Sydney Bennett, of E. R. Snook's grocery, who for the past week has been confined to his room, is able to be out again.

* * *

An interesting relic was unearthed in Ald. Harry Andrew's grocery last week, when, on the removal of a marble slab from the top of one of the old counters, a sealed bottle containing an old coin and some interesting data of a quarter of a century ago was discovered in the pocket underneath. The bottle was sealed and contained a silver coin dated 1880, and documents containing the following information:

"Chatham, May 30, 1883.—Refrigerator commenced to build May 1, finished May 31, counter finished June 1. Built by Thomas Sutherland, assisted by Geo. Grigg and B. Sutherland. Painted and grained by Harper.

"Store—A. Heyward, Geo. Heyward, Charles Heyward, Jos. Barassin, Jas. Courtney, Jas. Marantette. Clancy majority over Cumming for Local House—427. Henry Smythe elected 1882 for Dominion. John Huxley, of Montreal, Jas. Butler, refreshment rooms, G.T.R. station.

* * *

Local sportsmen are making a big fight for the protection of fish and game. Last week a well attended meeting was held, when addresses were given by Oliver Adams and A. Kelly Evans, of Toronto, and W. Smith, of London, with respect to the fish and game situation. Petitions asking the government to enforce the game laws more rigidly, are being circulated and largely signed.

* * *

An attempt was made one night last week to break into A. J. Wilson's grocery at the corner of Grand and Vanallen avenues, North Chatham. The back door showed evidence of having been roughly used, but proved too strong a barrier for the would-be robbers.

* * *

Robert Keeley, who for some years has conducted a butcher shop on Park street, has sold out to Thos. Taylor and Wm. Steadman. The new men will both retail and wholesale.

* * *

Mrs. Hunter's general store at Charing Cross was broken into and robbed quite recently, the burglars removing a pane of glass from the door to effect an entrance.

* * *

Last week Jas. Purser's butcher shop at Wallaceburg was entered by a member of the light fingered fraternity, who carried off about 10 pounds of pork.

* * *

Messrs. Munro & Zavitz of Wallaceburg, have bought out the interests of H. A. and D. W. Stonehouse in the Stonehouse, Munroe & Zavitz Co., Limited, which has conducted a general mercantile business in that town. The present company name will, it is understood, be continued.

* * *

Jas. McHardy of Merlin is moving to Tilbury, and in partnership with D. B. McDonald, late of R. P. Adams' butcher shop, will open up a third shop in Dr. Boyd's old stand, which will be remodelled for the purpose.

* * *

One of Ald. Harry Andrew's delivery horses chanced to meet an electric car on Aberdeen bridge last Thursday. In the ensuing runaway the animal had one foot badly cut, requiring six stitches.

ANOTHER GOOD IDEA.

The following suggestion sent in by our Montreal correspondent should be of benefit to grocers generally.

"Do you know, I am selling more olives these days than I have for months," said a St. Catherine Street grocer the other day. "I struck upon a plan which seems to meet with the approval of our lady customers for they are buying more olives than they have been in the habit of doing. I am putting up olives in bottles, jam jars, which I am selling as pints and quarts. The prices are 20c. and 35c. and the jars are going like hot cakes. I bought in bulk and thought I would try this way of putting them out. The plan succeeds admirably. So much have I got in the way of returns that I am now putting up pickles in the same way. They are not slow sellers. It's not that people want either line any more than formerly, but this way of selling them caught their fancy, and they are buying."

GALT.

Slowly but steadily, is an appropriate description of the manner in which business in Galt is picking up. Several of the large industries have resumed the ten-hour day and money is becoming more plentiful, but at the same time the purchasing public have been thoroughly alarmed, and with the present unsettled condition of affairs are making only absolutely necessary purchases. A local grocer in conversation with your correspondent said that while the grocery trade was not seriously affected on the whole, yet large orders, such as were quite common six months ago, were now almost unknown. "The people," he said, "are buying in as small quantities as possible, and the sale of luxuries has diminished very perceptibly." Galt tradesmen, however, have every confidence in the situation, and expect that with the opening of spring trade will resume its normal conditions, with perhaps a small boom, as a result of the relaxation of many citizens from plain fare.

* * *

Deans & Walker have an attractively dressed window. Old Dutch Cleanser being the predominant feature.

* * *

It is currently reported, and evidently on reliable authority, that the firm of S. H. Knox & Company is about to open a branch in Galt. It would be welcomed by the public, but the desirability of 15-cent stores is a question at present provoking much argument.

* * *

The orange slump in Galt has disappeared. For a couple of weeks it was possible to buy oranges for almost a song—that is, half-ripe oranges. These have been disposed of and prices remain as before.

* * *

The Ingersoll correspondent wants to know when his town will get cheaper butter. It is the general opinion of Galt merchants that butter will remain stationary until the cows are turned out to pasture. The farmer knows when he has a short hold on the public, and he evidently means to retain it.

* * *

Mr. John Sloan, of Sloan Bros., grocers, delivered an address at a recent Board of Trade Meeting here.

GUELPH.

J. A. McCrea & Son had the crowd on Friday and Saturday in a great sale of china and crockery. Their store was packed both days and on Saturday night their China Palace was apparently pretty well cleared of the specials for that day. It was quite interesting to see such a crowd around a grocery store in Guelph and shows the people must have read their half-page advertisement in the local papers and from the appearance of the tables after they did not go away empty-handed.

* * *

H. E. Jackson, of Jackson & Son, and W. H. Fielding spent a couple of days last week in Toronto looking for bargains.

* * *

The farmers looking for clover seed on Saturday were surprised at the price, $14.50 to $15 a bushel, and likely to be higher. One farmer says they will be sticking each seed on a piece of cardboard and selling them at so much apiece next.

* * *

The fish season starts this week and the clerks will start dodging the customers who want them to stand out at the door in the cold and dip down their arms to the elbows to fish out of the brine a nice salmon trout or half dozen herring.

* * *

There is not likely to be so much cheap sugar sold now by some of the grocers since Redpath's bags have the seal on them, and it is surprising how soon the people start looking for the seal on the bags.

* * *

Thos. Hewer, the Nottingham Street grocer, has been confined to the General Hospital since New Year's with stomach trouble.

* * *

Canadian celery seems to be about all done and most stores are handling the California variety, and while a great many prefer our own, a prominent grocer told me that if the California celery is first put in hot water and then in cold and allow the top of the water to freeze it will make it just as brittle as Canadian celery and just as nice eating.

* * *

Considerable stocking of tobacco is reported this week in expectancy of a raise in price when the budget comes down next week.

INGERSOLL.

The hens have taken a cackling once more after a protracted relaxation and the presence in goodly quantities of new laid eggs on the grocers' counters is just about as cheerful a sign as the chirp of the first robin of spring. Throughout the winter fresh eggs have been unusually scarce in this district, and the highest price, 32 cents per dozen, has prevailed for some time. For the past week, however, new laid eggs have been increasing and a very liberal supply was marketed on Saturday. The result was that the price dropped immediately to 25 cents. "We have plenty of fresh eggs," said one grocer to your correspondent, "and we expect that the price wil be further reduced in the course of a few days." Eggs are always very much in demand during the winter season, and owing to the scarcity which commenced early last fall less than the usual quantities were packed, many people being of the opinion that the supply would be increased before the winter set in. Their expectations, however, were not realized, and as a result there has been a shortage all round. The high prices of meats have also had much to do with keeping up the demand for eggs, as many families believe that it is economy to use eggs in preference to many varieties of meats. From present indications it is believed that no further difficulty will be experienced in meeting the demand for fresh eggs and that the price will soon be down within the reach of all.

* * *

Would it not be better for merchants generally if a greater neighborly and reciprocal spirit was exhibited? Competition should be conducted aggressively and with all the firmness of genuine busines methods, but it should never be allowed to disrupt friendship or in any way mar the pleasant relations of every day mercantile life. He is, indeed, a fortunate merchant who is so well situated that occasions never arise when he is compelled to ask a favor of a rival. As a rule this reciprocal spirit prevails, in fact one only has to make the round of a few stores to learn the real extent that merchants are dependent upon each other. Despite the strictest attention to stocks there are times when certain lines will become short and the proprietor or a clerk go "next door" for the required article. Sometimes the remark may be heard "don't go to ——" and it leaks out that opposition has strained the pleasant relations which ought to exist. There is plenty of room on this mundane sphere for active competition and at no time is the opinion justified that anyone in particular has a monopoly on the buying public. One man has just as strong a claim and an equal privilege to engage in business as another and it is for the public to discriminate between them. It would surely be to the inestimable benefit to all if merchants showed a stronger desire to work for their common welfare so far as the little details of business life are concerned. The merchant who stands aloof from his competitors and is constantly criticizing them adversely is not displaying a commendable nor business-like spirit. Then there is a tendency to show the same spirit in the treatment he accords his customer and everyone knows that a smile is better than a frown any old time. Smiles help to get business for there is nothing more pleasing than a bright face behind the counter and a cheerful voice when the time comes eo inquire "what next" or 'is that all." Human nature likes a "good fellow" and the merchant who has the confidence and regard of his competitors will very likely keep his delivery wagon busy.

KINGSTON.

Saturday's market was a record breaker. The square was filled with big box sleighs from the adjacent islands and they were filled with the usual fine qualities of butter, eggs, chickens, meats, etc., for which the islanders are noted. Prices were good, butter 30c., eggs, 30c., chickens 15c. to 18c. a lb., pork 8c. to 9c., beef 8c. for hind and 7c. for fores. Some of the islanders drive 25 miles over the icy bosom of Lake Ontario.

* * *

Mr. Allen, formerly of Cobden, and who was in the grocery business here a year ago, has opened up again on the corner of Division and Earl Streets. The store is new and built of brick and looks neat and well kept.

Mr. Allen has a fine printing press and makes all his counter check books, billheads, dodgers, etc. He thinks it draws trade, sending out dodgers in the vicinity.

* * *

We have now about 139 grocery stores and our population is still under 20,000 but the future of Kingston looks bright and new industries are coming in and real estate is at a premium.

* * *

Mr. Lee, of Battersea, general merchant, has disposed of his business, store, dwelling and stock, and with Sam Kirk has bought out the goodwill, stock and general equipment of the Clarified Milk Co. They intend to leave the present premises having bought a valuable property on Princess St. from the estate of the late W. R. McRae & Co., wholesale grocers. They intend carrying on a milk and ice cream business and perhaps adding a grocery stock, but they will probably find enough to look after by leaving out the overdone grocery business.

* * *

Alderman Jack Carson intends handing his by-law re the cleaning of fowls to the council for their consideration, hoping they will be able to decide as to the advisability of having farmers' wives clean poultry inside and out before placing on sale on our market. Will some of our correspondents advise us on this question in their letters next week. They ought to know in Guelph, where they raise aristocratic wyandottes and leghorns.

* * *

Joseph Cullen, grocer, has been appointed local agent for the Rankin Milling Co., of Collinsby.

* * *

The license for selling fresh meats is only $2 a year and as a result a majority of the grocers handle these much used goods. Smoked meats are used extensively here and there is room for a curing establishment.

* * *

The new canning factory is a sure thing as good men are at the head of it. I hope they will use Sanitary cans. It is disgusting to open a can of corn, peas or tomatoes, and see a mottled look on the tin and some black specks on the vegetables. Careful people gen-

erally throw the contents out and the canned goods business is injured.

* * *

The bill being presented to the legislature to prevent boys under twelve being hired in stores, and under sixteen for drivers is a good law, but should be modified. Many boys work after school hours and on Saturdays. I tell you a boy on a bicycle delivering small parcels on a Saturday is handy to customers as well as to merchants, and often a boy is learning in a practical manner what he only gets in theory at school, and besides it is better for him than to be loitering around corners listening to idle talk.

* * *

The prospects for good clear ice are poor. It is thick enough but snowy instead of transparent.

* * *

The Guelph correspondent tells of a grocer lending orange slicers. I heard of one renting them out so much a day and I heard of another having his clerk slice them up in the store. Perhaps we will hear of some grocer cooking them for their customers.

* * *

Chas. Gurd & Co. are sending circulars telling the trade of a new mineral water they are putting up, Gurd's Caladonia Water. They have a name and you can depend on it being as good as their famous ginger ale.

* * *

Tenders are again asked for supplying the militia here. Jas. Redden & Co. have catered to their wants for the last two years. Tenders for penitentiaries are also called for and it is hoped from last year's experience some grocers will not lose their heads if they expect to keep their feet and tender so low that they are giving the government a large premium for the honor of carting foods to feed convicts.

LONDON.

The banquet of the Retail Grocers' Association at the Tecumseh, on Friday night, teaches at least one important lesson. No one who listened to the speeches on the occasion could fail to be struck with what has been achieved by united effort on the part of men, competitors in business, for the general well-being of the particular trade in which they are engaged. Here was a body of men, numbering one hundred and twenty-five or more, who were able to discuss business matters in a way that could leave no other impression than that each man had at least the interests of his neighbor, as much as his own, because what means the welfare of one means the welfare of all. Such is the proper, the businesslike way of looking at matters. The days of cut-throat competition, of undermining, have passed away, so far, at least, as London is concerned, and all owing to the splendid organization under whose auspices the banquet was held.

It was an intelligent gathering of men yet jolly withal. They demonstrated that, freed for a time from the cares of business, they can throw themselves into the enjoyment of such an occasion, for, like all men all the world over, the grocers of London dearly love a "time" once in a while. Not that there was anything approaching hilarity during the evening; on the contrary, the greatest decorum prevailed throughout, but somehow or other the London grocers possess the bon homme spirit as do no other class. More than that, there was manifested a feeling of good fellowship that was refreshing to one accustomed to the stiff-starched ways so common among other people. When by themselves the London grocers know not the word "Mr."; it is "Ed," and "Joe" and "Harry," and so on. Here, too, is seen a result of friendly intercourse once a month or so.

* * *

Wholesale trade is quiet, orders coming in less freely than expected. Wholesalers themselves are at present buying only to fill immediate wants, being a little dubious as to the future. Local retailers, however, report business equal at least to the same period last year.

* * *

Sugars are up 10 points. Fine teas continue very firm. Lower grades are slightly easier or lower for invoices when the liquor is poor.

* * *

The monthly meeting of the Retail Grocers' Association has been postponed till Wednesday night of next week, when President Ranahan intends bringing up the subject of holding a union picnic in this city next July. The matter was referred to at the banquet last Thursday night, and the local papers have taken it up and may be expected to boom it.

* * *

E. B. Thompson, Canadian representative of the Genesee Pure Food Company, who came here on Thursday last to attend the grocers' banquet, was taken suddenly ill in the evening and was placed in Victoria hospital. At last report he was doing nicely.

* * *

Alex. Tytler, the well-known local grocery broker, will on Thursday next celebrate the sixty-fourth anniversary of his entry into the grocery trade. He served his apprenticeship in Scotland, coming to this country fifty-three years ago, and has been engaged in one branch or other of the business ever since. Though well advanced in years, Mr. Tytler can still set a pace for many of his younger competitors in business. He is the oldest grocer in London, if not in western Ontario, and to all appearances has many years of activity still before him.

MONTREAL.

K. Harrison has bought out P. Campbell & Co., who conducted a store on Victroia St. Mr. Harrison is a smart young Englishman who is making good in Canada. For the past few years he has been manager of the store, and now that Mr. Campbell is retiring he is taking over the business, which has been increasing greatly during the past two years. Mr. Harrison will make quite a few changes in the store, in fact he has already made some.

"One of the things I am going to do just as quickly as possible," said Mr. Harrison, "is to start a flower and vegetable department. Can I sell flowers? I certainly can. Last year we had a very small department of this sort and you would be surprised if you knew the success we had. Ladies pay dearly for plant flowers they buy from florists, and seem to appreciate our efforts to give them what they want at a reasonable price. We can do this and make a good profit. Just watch this department grow. Vegetables, of course, are always in demand."

* * *

One uptown grocer has been doing some advertising in a large daily of late. He says he gets good returns by advertising special bargains once a week, which bring purchasers from all parts of the store. There are two or three other retailers who do business over all the city. These firms make their advertising pay well.

If this uptown grocer can made advertising pay in a city like Montreal, and under conditions such as exist in the metropolis, ought not the grocer in the smaller cities and towns, too, reap good results? If they would give advertising a trial they would be surprised at the returns they would obtain.

* * *

D. J. Stevenson has taken over the business on Fairmount avenue, Annex, formerly carried on by C. McFarland. He was six years with Walter Paul, and knows a thing or two about groceries.

* * *

"I noticed some talk in The Grocer recently about retailers loaning slicing machines to customers buying marmalade oranges," said a north end grocer. "Why do not those chaps get something for their money. I have been renting slicers for the past few years during the marmalade-making season. I have three, and they are all out at present. I rent them for ten cents a day and find no trouble in keeping them busy. They very quickly pay their cost in this way."

* * *

"We are selling quite a few oranges these days," said W. H. Paul, manager of Walter Paul's branch, on University street. "We put them out at 10c a dozen, and have given them considerable attention, devoting a good part of our window to display of them."

* * *

With butter selling at 40c a pound, and over, demand for that necessity is falling off. This price is much above what the average housekeeper can afford to pay, and rather than give the fancy figure she is buying jams, jellies, marmalades, honey and similar lines. Quite a few grocers are encouraging their customers to buy these goods. Many are making special displays.

* * *

J. B. Berthiaume, Park avenue, has a very attractive window of Cairns' jams, jellies and marmalades. It is very well dressed, being simple in the extreme, yet the kind of a window which sells goods.

* * *

Lyon Silverman, widely known among thr grocery trade of Montreal and Quebec Province, died suddenly in his office, 313 Notre Dame street east, Montreal, on Saturday afternoon, February 29. Mr. Silverman had been in apparent good health, and his death came as a shock to his many friends. He was the proprietof of the Canadian Extract of Beef Company, and was a manufacturer of extracts, perfumes and kindred lines. He was sixty-three years of age.

Markets and Market Notes

What is Doing in Groceries in the Leading Canadian Centres—Changes in Various Lines Noted and News From Primary Markets.

ONTARIO MARKETS.

POINTERS—

Sugar—Advanced and firm.

Chocolate—Declined.

Hides—Declined.

Collections—Better.

Toronto, March 5, 1908.

Both wholesalers and travelers have more encouraging reports to make this week and business seems to be picking up noticeably. The financial side, too, seems rather more satisfactory. Collections are slightly better and the amount of renewal paper seems to ibe gradually decreasing.

SUGAR—The advance spoken of as possible in this column last week materialized, and quotations are now 10c above the former basis in all lines. The market continues very firm and on a critical situation in raws another advance may be expected at any time. Prices quoted at time of writing were as follows :

Paris lumps, in 50-lb. boxes	5 45	5 55
" in 100-lb. "	5 35	5 45
St. Lawrence granulated, barrels	4 50	4 60
Redpath's granulated	4 50	4 60
Acadia granulated	4 40	4 50
Berlin granulated	4 40	4 50
Phoenix	4 45	4 55
Bright coffee	4 40	4 50
No. 3 yellow	4 30	4 40
No. 2 "	4 20	4 30
No. 1 "	4 10	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business generally is quiet. The demand for table syrups, however, is good and manufacturers note an increasing consumption. During the Lenten season consumers seem to turn to this kind of goods. The trade reports increasing demand for Crown Brand corn syrup and look for steady business in this line.

Syrups—		
Dark	....	....
Medium	0 33	0 36
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " " " "	2 65
20 " " " "	2 60
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 03½
Pails, 25 lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

TEA—Late mail advices from London report a slight weakness in the medium and common grades of Indian and Ceylon, and in some cases a decline of ¼d is noted. While this denotes an easier tone temporarily, it is, of course, only a drop in the bucket when compared with recent advances on the same grades.

COFFEE—Local business is reported as being quite brisk.

DRIED FRUITS—A fair staple business is being done with excellent demand for prunes, which are moving out well. Prices are as follows :

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 06		
90-100s, 50-lb boxes	0 06½ 0 07	70-80s "	0 07
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50-lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 04		
Bag Figs	0 04½ 0 05		
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—			
Sultana	0 09½ 0 13		
" Fancy	0 11 0 12½		
" Extra fancy	0 14 0 15		
Valencias, new	0 06½ 0 07		
Seeded, 1-lb packets, fancy	.... 0 11½		
" 16 oz. packets, choice	.... 0 11		
" 12 oz. " "	.... 0 09		
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	.... 0 08½

RICE AND TAPIOCA—A steady business is being done at regular prices.

	Per lb.
Rice, stand. B	0 03½
Rangoon	0 03½ 0 03¾
Patna	0 05 0 06
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07
Tapioca, medium pearl	0 05½ 0 06

NUTS—Business is quiet, as usual at this season. Grenoble walnuts are very scarce.

Almonds, Tarragona, per lb	....	0 13½
" Formigetta	0 13½	0 15
" shelled Valencias	0 28	0 32
Walnuts, Bordeaux "	0 10½	0 11
" shelled	0 27	0 28
" Maxbot, "	0 12½	0 13
Filberts, per lb	....	0 11

SPICES—Dull business prevails in the primary markets. Local dealers report peppers firmer though prices are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon	....	0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 22	0 25
Allspice	....	0 16
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

CHOCOLATE—The decline forecasted last week has taken place and dealers are quoting materially lower prices. Prices now are almost on the same basis as a year ago before the recent advance.

BEANS—The tone of the market is a little easier this week, though prices are not affected.

Beans, hand picked, per bush	1 80	1 95
" prime No. 1. "	1 80	1 85
" Lima, per lb	....	0 07½

EVAPORATED APPLES—Business is rather better this week at the same prices. Indications point to large holdings at country points which may affect the market later on.

Evaporated apples	0 08	0 08½

HIDES AND WOOL—The market is in even a less satisfactory condition than at last reports and prices have dropped a few points further. The situation, if it continues much longer, will be very serious.

Hides, inspected, cows and steers, No. 1	....	0 05
" " " " No. 2	....	0 04
Country hides, flat, per lb.	....	0 04
Calf skins	0 08	0 09
Kips	0 06	0 07
Lamb skins	0 80	0 90
Horse hides, No. 1	....	2 50
" " " 2	....	1 50
Rendered tallow, per lb.	0 04½	0 05½
Horse hair, per lb	0 24	0 25

CANNED GOODS

MONTREAL—There is a fairly good business doing in canned goods this week, and some good orders are being booked for Lent.

TORONTO—The Lenten business seems to have stimulated demand and a very favorable amount of business is passing.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard, gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted	....	8 92½
" " not pitted	....	7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
2's, white, pitted	2 45	2 42½
2's, " not pitted	1 95	1 92½
VEGETABLE		
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	....	1 12½
2's, whole, " "	....	1 02½
3's, sliced, " "	....	1 32½
3's, whole, " "	....	1 22½

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.

MONTREAL

AND WE WILL GET THE MONEY FOR YOU

Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob		4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	0 97½	0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

QUEBEC MARKETS

POINTERS—
Butter—Firm.
Beans—Easier.
Sugar—Advanced.
Eggs—Firm.

Montreal, March 5, 1908.

The feature of the market this week is the advance in sugar, all lines being up, and another advance is apt to take place at any time. Butter is firm, but has not advanced any, as was expected last week, and is not likely to be any higher. Tea and coffee markets are unchanged, as also are spices. Fish dealers are busy these days looking after the Lenten business, which so far has eclipsed that of any previous season. It was thought some time ago that there would be a shortage of fresh fish, but it is now assured that there is sufficient stock on hand to handle the business for the first couple of weeks, when the new stock will begin to arrive and relieve the situation. A good increase in business is expected in cheese, eggs and canned goods during Lent, and already some nice orders are being received.

Collections are reported as being improved, and things are gradually resuming their normal aspect.

SUGAR—The sugar market is much firmer this week, as will be noticed in the quotations given below. Business in this line is fair and another advance is expected at any time.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
Paris lump, boxes, 100 lbs	5 35
" " 50 lbs	5 45
" 25 lbs	5 65
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls.	4 70
" 50-lb. boxes	4 90
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES—There is no change this week in syrups. Business continues fair at the old prices, while molasses is in good demand, but stocks held here are light. Prices are the same:

Barbadoes, in puncheons	0 31 0 33
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 04
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—There has been no change in maple products this week and business in this line is very quiet.

Pure maple syrup, bulk, per lb	0 06 0 08
Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 10½ 0 11

TEA—The tea markets remain firm this week, and a fair amount of business is being done, especially in blacks and Japans. Prices are the same as last week.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
Medium	0 22 0 25
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 19 0 20½
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—There is no change in coffees this week, business continues fair at unchanged prices. Santos are very scarce.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 08½ 0 09
Santos	0 11 0 15
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The market for dried fruits is still quiet. Currants are a little easier this week. Other lines are selling well at the old prices.

Currants—	
Filiatras, uncleaned, barrels	0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07½
Finest Vostizzas "	0 05½
Amalias "	0 08
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07½ 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 06½
Selected, per lb.	0 06½
Layers, "	0 06½ 0 07
Dates—	
Hallowees, per lb	0 05½
Sairs, per lb.	0 04 0 04½
Packages "	0 05½ 0 06½
California Evaporated Fruits—	
Apricots, per lb.	0 32
Peaches, "	0 18
Pears, "	0 18
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" " ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼'s	1 50
California Raisins—	
Fancy seeded 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 11 0 11½
Loose muscatels 3 crown	0 10 0 11½
" " 4 crown	0 11 0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-5 s	0 10
" " " 5-60's	0 09½
" " " 60-70s	0 09
" " " 0- 0s	0 08½
" " " 90-100s	0 08

SPICES—There is nothing new to report in spices this week, all lines being firm at unchanged prices.

	Per lb.
Peppers, black	0 16 0 20
" white	0 22 0 27
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 25 0 60

RICE AND TAPIOCA—There is a firmer feeling in rice this week, although there has been no advance in price. Tapioca is still firm, and the demand is good at the old prices.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05½ 0 06½

BEANS—There is an easier feeling in the market this week and beans are now procurable at $1.85 to $1.90 per bag. There is not much business doing in this line.

Choice prime beans	1 85 1 90

EVAPORATED APPLES—There is no change in the market this week. Market continues steady at unchanged prices.

Evaporated apples	0 09 0 10

RAW FURS—The market for raw furs continues the same as last week, except for lynx and otter, which are higher, as is noted in the following quotations:

Mink	5 00 6 00
Marten, pale	4 00 6 00
" dark	8 00 10 00
Fox, red	2 50 3 50
Lynx	5 00 9 00
Otter	15 00 25 00
Fisher	5 00 7 00
Weasel	0 25 0 35
Muskrat	0 15 0 28
Canadian coon	0 75 1 25
Skunk	0 40 1 00
Bear, large	8 00 10 00
" small	3 00 5 00

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Mar. 27, 1908.)

An advance of 10 cents in sugar occuring on Friday of last week after The Canadian Grocer was mailed is the chief item of interest in the grocery market. In other lines, there are few quotable changes. Business continues to show a marked revival and with improving collections the outlook is much brighter.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 19	2 14
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39

Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 76
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax,	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 54
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case		2 50
" 2 " " " " "		1 90
" 3 " " " " "		2 50
" 1 " tomato sauce, per case		2 50
2 " " "		1 90
3 " " "		2 50
1 " Chili " "		2 50
2 " " "		1 90
3 " " "		2 50
Soups, per doz		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey "		3 25
" chicken, per doz		3 30
" turkey "		3 30
" duck "		3 30
Corned beef " 2's per doz.		2 80
" " 1's "		1 60
Roast beef		
" 1's, per doz		1 60
" 2's, "		2 80
Potted meats, ½'s, per doz		0 55
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunch tongue 1's, "		3 65
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" 1-lb. glass, "		3 35
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		3 05
Sliced bacon, 1-lb. tins, "		3 10
" 1-lb glass, "		3 25
Lobsters (new) ½'s, per doz		2 30
" " ½'s, "		2 90
" " 1's, "		4 00
Salmon—		
Sockeyes, No. 1, per case		7 65
Cohoes, "		7 55

SUGAR—Following the erratic movements of the sugar market noted in these columns last week has come an advance of 10 cents in all sugars. Montreal sugars advanced on Friday of last week and B.C. made a corresponding advance on Saturday. Quotations are now as follows:

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 10
" in sacks	5 05
Berlin, granulated in bbls	5 00
" " " sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 25
" " " 5-2 's "	5 25
" hard pressed lump, 25's, per cwt	6 35
" " " half bbls., per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 40
Powdered sugar, in bbls	5 60
" " in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 15

SYRUPS AND MOLASSES—There is still some local cutting in syrups. Nominally quotations continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case		2 55
" " 5-lb tins, per 1 "		3 00
" " 10-lb tins, per ½ "		2 80
" " 20-lb tins, per ¼ "		2 85
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
Beaver Brand, 2 lb tins, per 2 doz case		3 10
" 5 " " 1 "		3 60
" 10 " " ½ "		3 30
" 20 " " ¼ "		3 20
Barbadoes molasses in ½-bbls, per gal		0 40
New Orleans molasses in ½-bbls, per lb		0 03½
Porto Rico molasses in ½-bbls., per lb		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ " "		0 33
" 5 gal. bsts., each		2 25

FOREIGN DRIED FRUITS—

Australian raisins—		
Brown Lexias, per lb		0 08
Extra brown "		0 0
Sultana raisins, bulk, per lb		0 10
" cleaned, "		0 12
" 1 lb pkgs "		0 12½
Table raisins, Connoisseur clusters per case		2 60
" extra dessert, "		3 40
" Royal Buckingham, "		4 00
" Imperial Russian "		5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)		3 35
" Connoisseur clusters, boxes (5½ lbs)		0 80
Trenor's Valencia raisins, f.o.s., per case, 28's		2 00
" " " 14's		1 05
" " selects " 28's		2 20
" " " " 14's		1 15
" " layers " 28's		2 25
" " " " 14's		1 20
California raisins, choice seeded in ½-lb. packages per package		0 09
" " fancy seeded in ½-lb. packages per package		0 09½
" " choice seeded in 1-lb packages per package		0 11½
" " fancy seeded, 1-lb. packages, per package		0 11½
Prunes 90-100 per lb		0 06½
" 80-90 "		0 07½
" 70-80 "		0 07½
" 60-70 "		0 08½
" 50-60 "		0 09
" 40-50 "		0 09½
Silver prunes		0 11½
Currants, uncleaned, loose pack, per lb		0 07
" dry cleaned, Filiatras, per lb		0 07½
" wet cleaned, per lb		0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 08½
Hallowee dates, new per lb		0 06
Figs, cooking, in tapnets, per lb		0 05½
" " in sacks "		0 06
" table, 1 crown "		0 10
" " 3 " "		0 11
" " 5 " "		0 13
" " glove boxes, per box		0 09½
" " square boxes (12 oz) per box		0 08½
" " 1 lb baskets, per basket		0 15
Apricots, choice, in 25-lb. boxes, per lb		0 22½
Apricots, standard in 25-lb. boxes, per lb		0 22
Peaches, choice, per lb		0 15
Peaches		0 16
Pears, choice (halves), per lb		0 13½
" standard " "		0 13
Plums, choice (dark pitted) per lb		01 4½
Nectarines, choice		0 16

EVAPORATED APPLES—Selling to the retail trade at 8½c to 9c per pound. The market is easy.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS —

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" 40 " " 80	3 05
" 20 " " 80	3 10
" 8 " " 80	3 40

CORNMEAL—Quoted now at $1.85 per sack and 95c per half-sack.

POT AND PEARL BARLEY—Pot barley, $3.60 per sack; pearl barley, $5 per sack and $2.55 per half sack.

TOBACCO—Macdonald tobaccos have been advanced: Prince of Wales, 2c, now 69c; Napoleon, 2c, now 71c; Index, 1c, now 70c. Briars are unchanged.

BUTTER—The market is weaker owing to increase in country shipments. Produce houses are paying 20c per lb. for round lots f.o.b. Winnipeg and 21c to 23c for choice dairy. Creamery solids are selling to the trade at 26c to 27c. per lb. and bricks 28c to 30c per lb.

EGGS—Country shipments are increasing and the market is weaker. Produce houses are paying 23c to 24c per doen for strictly fresh eggs. Storage eggs are selling to the trade at 19c to 20c per dozen.

CHEESE—

" Ontario, large	0 15
" " twins	0 15½

POULTRY—

Fancy spring chickens, fresh killed frozen	0 15
Fancy Ontario turkeys, frozen	0 17

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	00
Northern spies No. 2, "	4 50
do. No. 1	5 50
Oranges and Lemons—	
Washington navels, 96's, per case	3 50
" " 150's to 200's, per case	4 00
California lemons, 300's, 360's, per case	6 00
Bananas—	
Per bunch, by express only	2 50 3 60
Grapes—	
Almeria grapes, kegs, per keg	3 00
Pears—	
Fancy Columbia, "	4 00
" " half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03

TRADE NOTES.

O. Boivin & Cie, is the name of a new grocery in Quebec.

E. Gagnon, grocer, of Montreal, has made an assignment.

J. A. Dussault, St. Sebastien, Que., is starting a grocery.

J. W. Connor, general merchant, of Tuxford, Sask., has assigned.

The assets of E. D. Carrier, grocer, of Quebec, have been sold.

J. A. Lapointe, grocer, of Yamachice, Que., has made an assignment.

C. Kingsley & Son, Montreal, have started in the grocery business.

Arthur Sherk, grocer, of Bridgeburg, Ont., has sold to W. Kraft.

T. C. Haygarth, general merchant, of Kenaston, Sask., has assigned.

The grocery store of Frank Spooner, Toronto, has been destroyed by fire.

A. Woods, Kerwood, Ont., has sold his general store to A. C. Kilpatrick.

Christie McFarland, Montreal, has sold his grocery to Kyle & Stevenson.

The general store of J. J. Ringrose, Galetta, Ont., has been destroyed by fire.

N. Blais, general merchant, of Cheneville, Que., has been succeeded by Jos. Vereau.

C. H. Levers, Vancouver, B.C., has taken over the grocery business of H. Harford.

Mrs. P. Cote & Fils, St. Augustin, Quebec, have opened a general store business.

W, M. Mackay, Courtland, Ont., has sold his general store business to. W. D. Fleming.

BUSINESS CHANCE

MARRIED man 45 years age; 25 years as secretary to railroad official, now employed, wishes to secure brokers' agency for Canada. Up-to-date goods. Correspondence solicited. O. Bingham, 84 Adams Ave. East, Oxford Flat, Detroit, Mich.

FOR SALE.

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673. (15)

Seasonables

Dittman's Russian Caviar

1 lb. tins, cases 2 doz.	$27.00 per dozen
½ lb. tins, cases 4 doz.	14.00 "
¼ lb. tins, cases 5 doz.	7.25 "
⅛ lb. tins, cases 6 doz.	3.75 "

Gazelle Brand Scotch Kippered Herrings, oval tins, cases 4 doz., 1.40 "

Gazelle Brand Scotch Herrings in Tomato Sauce,
oblong tins, cases 4 doz., 1.40 "

Marshall's Aberdeen Selected Red Herrings,
tin drums, 100 fish, cases 6 drums, 1.75 per drum

Monterey California Mackerel, Broiled in California Pure
Olive Oil, Soused, oval tins, cases 4 doz., 2.40 per doz.
In Tomato Sauce, oval tins, cases, 4 doz., 2.40 "

McMenamin's Devilled Crabs, with natural shell,
1 lb. round tins, cases 2 doz., 3.50 "

Smith's Scotch Findon Haddocks,
1 lb. oval tins, cases 4 1-6 doz., 1.50 "

Talbot Freres' Anchovies in Salt, ½ pint bottles, cases 1 doz., 4.75 "

Talbot Freres' Anchovies in Oil,
¼ long bottles, cases 1 doz., 1.60 "
2-3 long bottles, cases 1 doz., 4.20 "

Talbot Freres' Boneless Anchovies in Oil,
½ oval bottles, cases 1 doz., 3.00 "

Salmon, 1 lb. cans, cases 4 doz.,
Tulip Brand, best Humpback grade, 1.00 "
Diamond C., Finest Red Spring, 1.55 "
Diamond C., Finest Red Spring, ½ lb. flats, cases 4 doz., .95 "
Laurel Wreath best Rivers Inlet Red Sockeye, 1.60 "
Sovereign, Finest Fraser River Red Sockeye, 1.65 "

Terms: Net within 30 days, F.O.B. Montreal.

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

Lombard Plums 2s
HEAVY SYRUP
$1.00 Per Dozen

"CANADA'S PRIDE" BRAND

We have a limited supply of the above which we offer to the trade at $1.00 per dozen F. O. B. Kingston. These goods are HEAVY SYRUP, LAST FALL'S PACK, and are really worth $1.40. We guarantee every tin.

FENWICK, HENDRY & CO.

Wholesale Grocers and Importers

KINGSTON, ONTARIO

Established 1846

We are offering some exceptional "SNAPS" in Ceylon Greens, Blacks and Japans at present.

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

The Only Perfect Fruit Jar

Trade Mark Copyrighted

SCHRAM AUTOMATIC SEALER

EASY TO SEAL
EASY TO OPEN
CLEAR GLASS

Keeps fruit in perfect condition.
No rough edges to cut or injure hands.
No separate rubber rings to bother with.
When you buy a dozen jars you get twelve perfect jars ready for use.
Does not break in Sealing.
Does not break in Opening.

Fruit jar perfection is reached in the Schram Automatic Fruit Jars. They are a boon to the housewife who has long wished for a fruit jar that was "easy to seal" and "easy to open" and would keep fruit in perfect condition.

Schram Jars can be used for Olives, Honey, Mustard, Pickles and other articles that you carry in bulk.

For sale by leading jobbers

Schram Automatic Sealer Co. of Canada,
WATERLOO, ONTARIO LIMITED

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

Choicest Cured Meats
AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham — **Rolled Bacon**
Boneless Prepared Bacon — **Pure Lard**
Skinned Boneless Backs — **Lard Compound**
Finest Baker's Shortening, etc.

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BACK BACON

is very much in request at the present time and owing to the fact that this cut is also used fresh for roasting and for pork chops it is difficult to keep up with the demand. We shall be glad to have your orders. We have a good stock of new cured, either out of pickle or smoked and can ship promptly.

F. W. Fearman Co.
Limited
Hamilton, Ont.

CORONA BRAND
MORE CHEESE?

Present firm markets; the scarcity only too evident here and in England, and strong demand indicate higher prices before new make of cheese.

We offer a few lots finest colored and white purchased by buyers at our direction when market was low. These cheese will please you in quality and price.

Buy from us now and secure for your extra profit the difference between to-day's prices and those which will shortly rule.

Write for Our Prices.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
WE HAVE NO RETAIL STORES.

Wholesome Provisions

provisions which tickle and satisfy the most pernickety customer you can meet with—are the kind which go under the name of

Ryan Brand

The government analyst has inspected them thoroughly and now declares that they are perfectly pure. Get in line for increased provision business by handling

RYAN BRAND. Prices gladly sent.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

News From the Provision Markets of Canada—Changes in Several Staple Lines—Hogs Again Declined.

CHEESE AND BUTTER BULLETIN

Montreal, March 4, 1908.

No material improvement is noticeable in demand for Canadian cheese on the part of English houses. They appear to be waiting for a decline in prices, which at the moment is not in sight.

There have been some fairly nice transactions of late, but the lots moving did not amount to a large shipment in any case. This is chiefly because stocks here are not such as to warrant big business, considering prices ruling.

There are some who think that English buyers will succeed in getting prices down to a lower level if they wait sufficiently long, but the general opinion is that anybody desiring cheese will have to pay for it.

Stocks held in England cannot be heavy, while the consumption goes on as usual. Local houses expect a good deal more activity than there has been of late any day now, as stocks will be declared across the water now that February is closed.

Offerings made to Old Country houses last week on the basis of 13c. did not attract purchasers, but it is thought that they will take up lots on the market at that figure when they realize the smallness of stocks held.

For finest Ontario colored, dealers are asking, most of them, 13c to 13¼c, while finest Ontario white brings 13c to 13⅛c.

Some good business has been transacted recently with local retailers, demand for cheese having been stimulated by the high prices demanded for butter.

Receipts of cheese last week were very small, being but 70 boxes, against 10 boxes previous week and 32 boxes same week one year ago. Total receipts to date are 2,053,840 boxes, against 2,349,569 boxes same period a year ago.

Butter is not so wild this week, if the term may be used. The market is saner and more free of excitement than it has been for some days past.

Extremely high prices which were asked, as high as 35c wholesale in some cases, resulted in a falling off in consumption, which might have been expected. No poor man could afford to pay the price asked by some retailers, 40c a pound. They bought instead of this generally considered necessary article syrup, molasses, honey and products of this sort, which in a way took the place of the more expensive dairy line. Cheese sold better, too, because of the high price of butter.

Seeing that the people would not stand for very high prices, holders did not force the issue any more than was absolutely necessary, and to-day prices are no stiffer than they were a week ago, though many anticipated a market ruling anywhere between 35c and 38c.

First-class creamery is obtainable to-day for 33c, which is not unreasonable considering that stocks are extremely light and demand strong.

There is some creamery offering around 31c to 32c, but this is not the best on offer in the local market.

Dairy butter continues very scarce, with little likelihood of the market being replenished to any extent before the new make begins to arrive. Rolls are more scarce than ever. Solid is being quoted around 26½c to 27c in a wholesale way.

Nobody cares to hazard a guess as to what stocks held amount to this week, owing to the fact that many houses refuse to reveal the figures representing their holdings. Suffice to say, they are small. And supplies are dwindling a little every week.

Bare boards will be the rule when the new make begins to arrive and consequently high prices are expected for the opening of the season. Of course present figures cannot reasonably be expected to hold. Once the new stuff begins to come in by express, about the middle of next month, there will no doubt be a break.

Receipts last week amounted to 1,539 packages, against 1,490 packages previous week and 934 packages same week last year. Total receipts to date amount to 414,687 packages, against 608,713 packages same period one year ago.

THE PROVISION SITUATION

Another slump in the Canadian hog markets this week is an evidence of exceedingly unsatisfactory conditions among the packers.

With the British market in a continued unreceptive mood, a condition which has prevailed to a greater or less degree since the end of the year, and with their storehouses pretty well filled, the packers are not in a position to do very brisk business. As a matter of fact, the labor question seems to be the most serious one just now. They are not at all anxious to lay off their hands at the present time, but under present conditions they are having considerable difficulty in keeping them busy.

Conditions in the British market last week were simply a repetition of what has occurred about every alternate week recently. The Danes were particularly busy and poured in "killings" aggregating over 40,000. The Americans, too, under peculiar conditions at home, sent over enormously increased shipments. Under these enormous receipts the British market went even further off and at present does not show much encouragement for Canadian shipments.

Prices quoted this week are on a basis of 15c below a week ago. Hogs f.o.b. bring $4.75, fed and watered $5 to $5.05. and for hogs off cars at factory $5.15 to $5.20 is paid. Packers say they are getting quite all the hogs they want at these prices under present conditions.

American market conditions are summarized in the following paragraph from the New York Journal of Commerce :

"The past week witnessed more activity in future hog products on lighter receipts at Chicago, firming up prices in sympathy with grain, but at the advance packers were selling after encouraging the improvement early and filled up the short demand which came in after midweek in sympathy with the big advance in wheat. Outside points, however, had liberal receipts and the total West for the week was 145,000 ahead of last year. This prevented any improvement in cash demand, but where advances were asked they checked it. Exporters have taken no meats for the week here or west and only about 10 carloads of lard, though shipments from the west during the week were heavy of both, but said to be chiefly packers' consignments. Home trade has been of a hand-to-mouth character and though some dealers assert that consumption has not fallen off the volume of business is much lighter than usual at this season of the year, indicating either reduced consumption or lack of confidence in present prices preventing dealers carrying the usual stock. The general belief is that the receipts of hogs have been reduced by bad country roads tributary to Chicago this week, and next week's receipts are estimated to be as heavy as recently and there is no apprehension that there will be any marked falling off in the supply of hogs until the summer months. This prevents any bullish tendency in speculation or legitimate trade."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is rather quiet this week. Hogs are easier, lard is selling fairly well, other lines are the same. There is no change in prices.

Lard, pure, tierces	0 11½	0 12
" 56-lb. tubs	0 11¾	0 12½
" 20-lb. pails, wood	0 12	0 12½
" cases, 10-lb. tins, 50 lbs. in case	0 12	0 12½
" " 5-lb. "	0 12½	0 12
" " 3-lb. "	0 12½	0 12
Lard, compound, tierces, per lb.	0 08½	0 09½
" " tubs	0 08¾	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09
" " cases, 10-lb. tins, 50 lbs. in case	0 08½	0 10
" " " 5-lb. "	0 08¾	0 09¾
" " " 3-lb. "	0 08¾	0 09¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER — The butter market continues very firm this week. Fresh large

rolls are scarce. There has been no new stock received yet, and a good amount of business is being done at unchanged prices.

Creamery, fall make, boxes	0 31
Creamery, winter make, boxes	0 32
Dairy, tubs	0 25
Fresh large rolls	0 26½ 0 27

EGGS—The egg market continues steady, with a very active demand. Local stocks of pickled are reducing fast, and there is a tendency towards firmer prices. Pickled eggs are up 1c this week, and an increased business is expected during the Lenten season.

New laid	0 23 0 30
Pickled	0 22 0 23

CHEESE — The cheese market 6is steady at unchanged prices. There is a fair amount of business being done at present, and a good increase is being looked for during the Lenten season.

Cheese, old	0 14½ 0 16
" new, large	0 14 0 14½
" " twins	0 14½ 0 15

POULTRY

MONTREAL MARKET FIRM.

Consignments to

P. POULIN & CO.

MONTREAL

are solicited. Prompt returns. No commission

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO

? HAVE YOU SEEN THEM

Our Special Value 4 string Fancy Finish

25 Cent Brooms

ORDER NOW.

Freight allowed up to 40c. per 100 lbs.

3 doz.,.... $2.25
2 doz.,.... 2.60
1 doz.,.... 3.00

Goods will be shipped in turn as order is received—(say ten days.) Only a limited quantity to sell at this rate.

WALTER WOODS & CO.

Hamilton and Winnipeg

HONEY—The honey market still remains featureless, there being very little business doing in this line.

White clover comb honey	0 14 0 15
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk	0 10 0 11½

POULTRY—The market continues very firm. There is a good demand, but the receipts are light, and higher prices are anticipated.

Turkey, per lb	0 16 0 18
Chickens and fowls, lb	0 13 0 14
Geese	0 11 0 12
Old fowls	0 10 0 11
Ducks	0 12 0 13

TORONTO.

PROVISIONS—A fair amount of business is being transacted in provisions. Prices rule about the same. Lard is selling at old prices. Of late considerable American lard has been arriving and is selling somewhat lower than Canadian brands. In fresh meats business is reported to be good.

Long clear bacon, per lb	0 09½ 0 10
Smoked breakfast bacon, per lb	0 14 0 14½
Roll bacon, per lb	0 10 0 10½
Small hams, per lb	0 14 0 14½
Medium hams, per lb	0 13 0 14
Large hams per lb	0 12½ 0 13
Shoulder hams, per lb	0 09½ 0 10
Backs, plain, per lb	0 16
" pea meal	0 16½
Heavy mess pork, per bbl	19 50 20 00
Short cut, per bbl	22 50 23 00
Lard, tierces, per lb	0 11½
" tubs "	0 11¾
" pails "	0 11¾ 0 12
" compounds, per lb	0 09
Plate beef, per 200-lb. bbl	12 50 13 00
Beef, hind quarters	6 00 8 00
" front quarters	4 00 5 00
" choice carcases	7 50 8 00
" common	4 50 5 50
Mutton	0 07 0 08½
Lamb	0 08 0 09½
Hogs, street lots	6 50 6 70
Veal	0 08 0 09

BUTTER—The market has taken a firmer tone, and prices, though easier for a while, have been maintained at last weeks quotations. Dairy is quite scarce owing to the roads and traffic being blocked. Creamery stocks are getting lower.

	Per lb.
Creamery prints	0 31 0 34
Creamery solids	0 31
Farmers' separator butter	0 28 0 30
Dairy prints, choice	0 27 0 28
" " ordinary	0 23 0 25
" tubs choice	0 22 0 24
" tubs, ordinary	0 20 0 22
Baker's butter	0 20 0 21

EGGS—The market has been very active during the week. New laid eggs are arriving in such enormous quantities as to cause a further decline of 2c. They are now selling at 28c, with every indication of lower quotations. Large quantities of American eggs are being shipped in. The quality so far has been quite satisfactory. The demand all round is excellent. Limed eggs are scarce and have advanced 1c. Selects and candled are about done.

Eggs, candled	0 22 0 23
" selects	0 26 0 27
" limed	0 22
" new laid	0 28 0 23

CHEESE—The market is very firm, in spite of the weak export conditions. The price of twins has advanced ¼c.

Cheese, large	0 13 0 13½
" twins	0 13¾ 0 14

HONEY—Prices are not materially changed. A better feeling is reported and some sales are being made. Indications point to some activity.

Honey, strained, 60 lb tins	0 12 0 13
" " 10 lb tins	0 12½ 0 13½
" " 5 lb tins	0 13
" in the comb, per doz	2 50 3 00
Buckwheat honey, per lb	0 08 0 10
" in comb, per doz	1 25 1 50

POULTRY—The market has been very quiet. Supplies of fresh fowl have been scarce. There is a better demand. Prices remain unchanged. There is little hope of business improving for some time.

CORRESPONDENCE FROM ST. CATHARINES.

The bankrupt stock of John W. Timmons, grocer, was sold on Thursday and Friday last. The horses, wagons, sleighs, etc., were put up for sale on the market on Saturday but the horse was the only article sold as the day was too stormy and cold for the people to stand in the open.

* * *

Speaking of the open market grounds, an agitation was started early in December for a covering of the grounds and endeavors are being made to secure the end in view. Mayor Campbell, in his inaugural address to the council, hoped that the way can be made to have a covered market. The Fruit Growers' Association at their meeting in January passed a resolution favoring a covered market. This was followed by a resolution in the county council for a covered market and on Saturday a meeting of farmers, huxters, gardeners, fruit growers and others was held and a committee was appointed to confer with the city council and the board of trade and aslo to secure legal opinion if rural municipalities and the county council have power to grant funds to aid in erecting a covered market. Last Saturday was a good illustration for the needs of an enclosed market ground. The farmers and others are being gradually drawn away towards Welland and Niagara Falls on account of the exposed market grounds here.

* * *

The merchants are feeling the tight times as well as others. When the people have no money to purchase the goods must remain in the stores, or otherwise sold on credit. The wholesale and retail merchants are doing a fair, though not rushing business.

* * *

Bradley & Son, grocers, had the misfortune to have a large plate glass window broken recently. The contractors, Begg, Son & Company, in putting a new glass in its place, were unfortunate to break the fresh pane. The window was enclosed with abundant frames and glass until the arrival of another glass from the factory.

* * *

Archibald Wilson, one of St. Catharines' oldest business men, passed away at his home, 15 Ann street, on Sunday evening, Feb. 16th, aged 62 years.

Mr. Wilson was a native of County Armagh, Ireland, and came to Canada and to St. Catharines when a child. After his school days he entered the grocery business, in which he was actively engaged until about three years ago. At this time he retired owing to poor health, and the business has since been carried on along the same lines by his son, Frank A. Wilson.

Mr. Wilson was a veteran of the Fenian raid of 1866-70, and a corporal of the St. Catharines garrison battery. He leaves a widow, four daughters and two sons.

THE PORK AND BEANS SITUATION

Retailers throughout Canada know how hard it is to persuade their customers to accept any Pork and Beans other than **Clark's.**

They have tried them, and come back time and again for more. Retailers know the amount of time and talk it will take—and the sales which will be lost—in an effort to push other Brands. Jobbers can have any orders for Clark's Pork and Beans filled promptly and completely, so if you specify Clark's Pork and Beans you will get them. It is wise to insist.

Wm. Clark, Montreal

Manufacturer

O'MARA'S BACON

You want the best goods in the market.

BUY O'MARA'S

Bacon, Lard, Hams, Sausages and Cooked Meats

Their quality is unsurpassed.

Government inspected.

JOSEPH O'MARA

Pork Packer **PALMERSTON, ONTARIO**

REINDEER condensed COFFEE

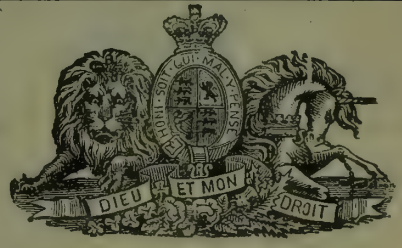
Hot Water Only — Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, 27 St. Peter Street — **MONTREAL**

W. S. CLAWSON & CO. 11 and 12 South Wharf — **ST. JOHN, N.B.**

A. B. MITCHELL Mitchell's Wharf — **HALIFAX, N.S.**

R. S. McINDOE 120 Church Street — **TORONTO**

W. L. McKENZIE & CO. 306 Ross Avenue — **WINNIPEG**

A. C. URQUHART & CO. 336 Hastings Street West — **VANCOUVER**

and from all wholesale houses throughout Canada

PERSONALS.

E. G. Henderson, manager of the Canadian Salt Co., has gone to England on a business trip. He expects to be absent about a month.

J. W. Windsor, Montreal, canned goods, and Alex. Stewart, manager of the jam department of J. W. Windsor, were in Toronto March 5.

J. A. Stewart, of Exeter, one of The Grocer's oldest subscribers, was in Toronto this week on a business trip and was a welcome caller at The Grocer office.

C. R. Cooper, of the Toronto Salt Works, has been seriously ill for the past few weeks. His many friends will be pleased to learn that he is slowly improving.

T. B. Greening, president of the Pure Gold Mfg. Co., Toronto, left some time ago on an extended trip to the Orient, by way of the Mediterranean. During his trip Mr. Greening will visit a number of coffee plantations, and will combine business with pleasure.

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

BUTTERFLY BRAND
FUSSELL'S
'GREEN BUTTERFLY' MILK
BEST KNOWN—BEST LIKED.
being mechanically prepared without the addition of sugar or any preservative, is very easy of digestion, and has saved many lives all over the world, as it is retained where all other food is rejected. Insist on Fussell's.
Keep your Labels to get a Gold Watch Free
FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents
John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.
S. Fairall Fisher - - Montreal
Sol. Oppenheimer - - Vancouver, B.C.

CANADA: No better Country
MOTT'S DIAMOND CHOCOLATE
MOTT'S: No better Chocolate
Canadians Love Good Cheer
The special favorites with the Canadian housewife are
Mott's
"Diamond" and "Elite" brands of
Chocolate
Their superior and uniform quality have made it easy for the housekeeper to turn out good work.
For Sale by every Jobber.
John P. Mott & Co.,
Halifax, N.S.
SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Are You a Flour Man?
You are! Well, I just want to call your attention to a line of flour which is proving a very fast and constant seller. A flour which is unbeatable in quality—and which you can have at the closest prices. It is
BUDA
"The Flour of Quality"
Blended from Eastern and Western wheat by millers of a half-century experience.
Write or Wire for Carlot Prices at My Expense.
J. B. HARTY
PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Flour Easier in Montreal, Stiffer in Toronto—Cereal Business Quiet—Export Business Small.

The trade continues to talk a good deal about the changes on the Winnipeg grain exchange, which will result from the recent amendment passed by the Provincial Legislature. As the matter stands now, seats on the Exchange are practically valueless and this week a curb market is being operated, with a discontinuance of the American quotations. The Exchange is at work trying to evolve a way out of the apparent mix-up, but as yet nothing has been suggested.

Conditions are rather different in Quebec and Ontario this week. Flour declined 15c during the week in Montreal on an easier market, while in Ontario the feeling was stiffer, particularly owing to the scarcity of Manitoba wheat, and these grades advanced 20c.

The cereal business is quiet, with supplies rather light, as a result of the week's storms and bad roads. Very little export business is being done.

MONTREAL.

FLOUR—There is an easier feeling in flour this week and prices have dropped somewhat in several lines. Demand continues to be good.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

ROLLED OATS—The rolled oats situation is unchanged since last report. Business continues fair at unchanged prices.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 90	3 02½
" 80-lb. bags	2 75	2 87½
" bbls	6 10	6 35

FEED—There is a firmer feeling in feed this week and a sharp advance in several lines is noticeable.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	27 00
" bran	23 00	24 00
Mouillie, milled	26 00	31 00
" straight grained	27 00	33 30
Feed flour	1 50	1 60

TORONTO.

FLOUR—A scarcity of western wheat has caused a firmer feeling in the markets this week and millers have advanced their prices on Manitoba flour 20c. Winter wheat grades are on the same basis.

Manitoba Wheat.

90 per cent. patents		5 50
85 " "		5 30
Strong bakers		5 30

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Business continues rather quiet, with good local demand. Supplies of oats are light and only a small amount of outside business is being done. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 85	3 10
Rolled oats, in wood, per bbl		6 55
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		6 40
" " " " in bags, 98 lbs.	2 90	3 25

KINNEARS WIN AGAIN.

Protested Game in Wholesalers' Hockey League Played off on Saturday.

There was more fun in the Toronto wholesalers' Hockey League last week. Here's the reason of it. In the game before the final the Kinnear Co. secured permission to play Robinson of Davidson Hay. Robinson was used again in the final game a week ago last Friday, though this time without permission, and according to the rules governing the league, a protest was in order, which was entered by the Lumbers team and was sustained. Consequently the game was played over on Saturday afternoon before a fairly good crowd of hockey enthusiasts, among whom were noticed several prominent grocerymen. What must have delighted and encouraged the boys was the presence of a few ladies, who graced the occasion with their presence. The game was late in starting, but the time passed quickly enough. "Billy" May had his ferocious looking bull terrier with him which kept the frost from freezing the ardor of the hockeyites. "Charlie" Morrow, or "Quaker Oats," as the boys good-naturedly called him, afforded not a little fun when he and "Billy" May's pet had a warm bout on the ice.

The poor condition of the ice spoiled what would otherwise have been a fast game. As it was, things were warm enough at all stages. The slow ice made things more favorable for the Lumbers team and they were dangerous for the Kinnear bunch from the start to the finish. On good, keen ice the superior combination of Kinnear's would no doubt have piled up a much bigger score than Saturday's. Lumbers' played an individual game, but even at that they landed more than one hot shot on the Kinnear goal and "Roy" Marks saved the day more than once. Boyd, of the Lumbers' team, played a strong game at cover-point and stopped several dangerous Kinnear rushes. Kinnear's scored their two goals before Lumbers' got theirs, which came near the end of the game. Some smart playing was witnessed. This game settles any dispute as to the merits of the teams. The Tillson trophy will rest peacefully in the Kinnear sample room for a year at least.

The teams lined up as follows:

Lumbers—Goal, "Wes." Lumbers; point, Kerr; cover-point, Boyd; forwards, Frank Lumbers, Ford, McKenzie.

Kinnears—Goal, Marks; point, Minett;

Do You Cater To "Quality" Customers?

If you do, it'll pay you to know that one of the surest routes to the "quality" trade is

Mooney's Perfection Cream Sodas

They are the acme of deliciousness. They keep fresh and crisp down to the last cracker in the package.

Write To-Day for Prices.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURG

cover-point, Humphrey; forwards, Caldwell, Rennie, Kinnear.

"Charlie" Morrow made an admirable referee and kept the game comparatively free from rough play. A few penalties were handed out, but no lemons.

BARRIE CORRESPONDENTS.

The Barrie Board of Trade met last Monday and elected their officers for 1908, as follows: Hon. pres., H. Lennox, M.P.; pres., H. B. Henwood; first vice president, W. A. Boys; 2nd vice-president, M. J. Frawley; sec.-treas., Geo. C. Brown; council, J. J. Brown, J. C. Irwin, Geo. Ball, H. J. Grasett, D. H. McLaren, S. Wessley and Thos. Beecroft. On taking the chair, President Henwood thanked the members for the honor done him and promised his utmost endeavors to promote the interests of the board and of the town and suggested that the present members get every live business man to take an interest in the board.

* * *

A car of oranges from Riverside County, California, arrived in Barrie on Monday last. It was just twelve days in transit, which is considered record time.

* * *

Barrie council has raised the peddlers' and hawkers' license from ten dollars to fifty a year. This will no doubt put a check on quite a number of foreigners who have in the last year invaded the town with push carts and wagons, peddling fruit from door to door.

* * *

Eggs and butter can be bought at something reasonable now, the prevailing price being twenty-five cents a dozen, all round, and an outlook for cheaper eggs this week. The roads around here are now in perfect condition and things are beginning to brighten up for the merchants, who have suffered considerably on account of the very bad roads.

DEATH OF CONFECTIONER.

Geo. Robertson, One of Toronto's Manufacturers, Passed Away on Monday.

Death has removed a prominent figure in the wholesale confectionery business of Canada in the person of Geo. Robertson, who passed away at his home in Toronto on Monday, the 2nd inst. Mr. Robertson's name has been before the confectionery trade for many years. He was one of the original members of Robertson Bros., the firm having been established about forty-four years ago. After three years' connection with the firm he began business for himself and, except for a few years when he was back with his brothers, he remained in that separate business ever since and has carried on a manufacturing establishment at the corner of Maitland and Yonge Sts.

Mr. Robertson was born in Selkirkshire, Scotland, on Christmas Day, 1841. At the age of fourteen he came with the rest of the family to Toronto, where he lived all the rest of his life. He is survived by his widow and six children. Mayor Oliver is a brother-in-law. Mr. Robertson belonged to the Central Presbyterian Church.

W. J. Rogers, president; S. F. Taylor, vice-president, and Frank Rogers, general manager, of the Borden Condensing Company, of New York, spent a few hours in town on Saturday on business in connection with the establishment of their factory in Tillsonburg. It is said that S. S. Chewning will be supervisor of the work, which may be started next month in connection with the factory. Mr. Chewning is a brother of the gentleman who was in Tillsonburg several weeks in the fall looking up the advantages the town had to offer for the new factory.—Tillsonburg Observer.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

POT AND PEARL BARLEY AND FEED

CALEDONIA MILLS

John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY.

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

Meurisse Chocolates

ARE DELICIOUS

Grocers

Any of the undermentioned firms will be only too pleased to tell you all about *Meurisse Chocolates* on request. They have samples and prices. *Our Orange Chocolate Cream Bars* are great sellers.

Chocolate Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

or Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
W. C. Scott, 76 Queen St., Ottawa.

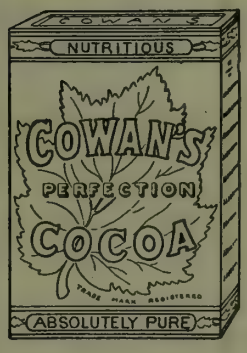
MANY manufacturers of cocoanut employ skilled workmen, but do not take the care to see that their good efforts are not offset by carelessness on the part of other employees who have something to do with the manufacturing. We give PERSONAL attention to EVERY step in the process of manufacture of

WHITE MOSS COCOANUT

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Rollfson & Rollfson.



Cowan's Cocoa and Chocolate

leads in purity, flavor and profit.

There is health in every tin of Cowan's Cocoa and in every package of Cowan's Chocolate. No wonder Cowan's is synonymous with "Profit" when it comes to selling Cocoa or Chocolate.

The Cowan Co., Ltd.

HEAVY

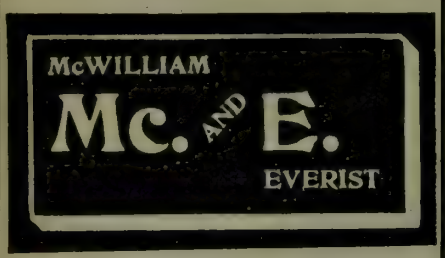
That is what the demand has been for our

Golden Flower and Rose Brand Navels

and expect it to continue as Fruit is fine. Have several cars en route.

Are also offering something fine in extra choice **Navels, Messina Lemons, California Celery, Pineapples,** etc.

Have two cars extra fine cabbage to arrive this week. Send us your orders.



25-27 Church St., TORONTO

Are you in the "Rut"

Are you convinced that

"Golden Flower"

is no better than other Oranges and don't know why you're convinced? You haven't tried them if that's your position, and you haven't the confidence of the high-class trade of your town and don't deserve it. Get out of the

"Rut"

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Improved Business in Green Fruits—Vegetable Market Remains Steady—Bright Outlook for Lenten Business in Fish.

The demand for green fruits is steadily improving and, with milder weather, should assume better proportions. Prices all round are steady. Oranges have a firmer feeling. Marmalade oranges are in good demand. Lemons are unchanged and are selling well at low prices. Alarming reports have been circulated as to a great shortage in the banana crop, but fruit dealers are inclined to discredit the fears. Apples are fairly steady. Cranberries are firmer and scarce.

Nothing very unusual has happened in the vegetable market. Potatoes are maintaining their high level, though supplies are quite satisfactory. Domestic vegetables are selling well at old prices. California celery is about off the market and is being replaced by shipments from Florida. Imported early lines are moving more freely.

The Lenten season has opened strong. Substantial orders for all lines of fish are being received. Dealers look forward to a busy time for the next six weeks. Fears as to the adequate supplies have been banished and no scarcity is anticipated. Prices have not changed materially.

MONTREAL.

GREEN FRUITS—Business this week is a shade brisker, and increased business is looked for during March. All lines are selling well at unchanged prices.

Bananas, fine stalk		2 00
" jumbos		2 25
Cocoanuts, new, per bag		3 50
Lemons	2 00	2 25
Navel oranges	2 75	3 25
Florida oranges, box		3 00
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	3 50	4 00
Tangerines, half-box	3 00	3 50
Pineapples, case	4 50	5 00
Grape fruit, box	3 75	7 00
Almeria Grapes, keg	4 00	6 50
Cape Cod cranberries, bbl	11 00	15 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquats qt		0 25
Strawberries, qt		0 75
Apples Tameuse, bbl	4 00	5 00
" other fall varieties, bbl	2 00	5 00
Bitter oranges	2 50	2 75

VEGETABLES—There is a fair amount of business doing this week in vegetables, and a firm feeling prevails. Boston hot house lettuce and cucumbers and California celery have slightly advanced in price, while spinach has gone down. Other lines are selling well at unchanged prices.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	0 75	1 00
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate	6 00	7 00
Water cress, large bunches, per doz		0 75
Spinach, bbl		4 00
Green peppers, crate		3 50
Boston hot house cucumbers, doz	3 00	3 50
Potatoes, per bag	1 00	1 15
Sweet Potatoes, basket		3 00
Beets bag	0 75	0 80
Carrots, bag	0 65	0 70
Tomatoes, Florida, crate		5 50
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 75	1 00
" " large crates		2 25
Canadian onions, lb	0 01½	0 02
Boston lettuce, hot house, per doz	0 75	0 85
No. 1 salt eels, lb	0 07½	0 08
Radishes, doz		0 60
Bermuda parsley, crate		3 50
Mushrooms, per lb		0 85
Horse radish, per lb		0 12
Beans, green, basket		7 00
Egg plant, doz	2 00	3 00
Green peas, basket	5 00	5 50
California cauliflowers, per crate	4 00	4 50

FISH—With Lent at hand the fish dealers are kept hustling to fill the large amount of orders that are coming in. It was feared a few weeks ago that there would be a scarcity of fresh fish but dealers now claim to have a good stock on hand and will be able to handle all the business that comes in.

Fresh and Frozen Fish.

Haddock, per lb	0 05	0 05½
Halibut, per lb	0 08½	0 09
Mackerel, "		0 08
Dore, "	0 07½	0 [illegible]
Grass pike, lb	0 04½	0 05
Cod fish, lb		0 04½
Steak cod, lb		0 05½
Whitefish, lb	0 07½	0 08
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 07
New tomcods, bbl		2 00
Sea herring, bbl	1 60	1 70
Smoked and Salted—		
Haddies, boxes, per lb	0 07½	0 08
Kippered Herring, 50 in box		1 10
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 08½	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, gal		1 60
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Live lobsters, lb		0 20
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 00
No. 1 Nova Scotia per bbl		5 00
" " per half-bbl		2 75
No. 1 Haddock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, per bbl		5 00
Medium " " " "		8 00
Large " " " "		8 50
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The market is fairly active in spite of the recent storm which has retarded outside shipments. An improvement is noticeable in sales. Prices rule steady all round. Oranges are moving better. A few bargains are being offered. Lemons are unchanged. Apples are slightly firmer. Reports of a probable shortage of bananas are not being seriously taken, prices remaining the same. Cranberries are getting scarce and are quoted 50c higher. Almerias are about done.

Oranges, Florida's new		2 00
" navals, new	2 60	3 00
" Valencias	4 50	5 00
" Murcias		1 50
" Bahamas	1 75	2 00
Oranges, bitter	2 50	2 50
Lemons, California, 240, 300, 360, 420	3 00	3 00
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Quinces, per basket	0 50	0 60
Cranberries, per bbl	9 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00

VEGETABLES—Potatoes continue to maintain their high range. Supplies are fairly plentiful in spite of the recent rough weather. Turnips and cabbage are moving well. California celery is getting very scarce, in fact supplies are practically done. Florida celery is beginning to come on the market. Prices of choice fancy stuff are unchanged.

New Brunswick Delawares, per bag	1 10	1 20
New potatoes, Canadian, per bbl.	1 10	1 15
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 50
Beets, per bag	0 90	0 25
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Cauliflower, per doz.	0 60	1 50
Parsley, per doz.		0 50
Celery, Canadian, per doz.	0 35	0 40
" california, per doz.		0 75
Lettuce, imported "		1 15
Cucumbers, imported, per doz.		2 50
Tomatoes, imported, per crate		4 50
Strawberries, per box		0 65
Mushrooms, per lb.		0 65
Pineapples, per crate		5 50

FISH—With the advent of Lent, business has taken a brisk turn. Good orders are being booked, although the recent storm has delayed shipments. Prices are not quotably higher. Stocks are quite satisfactory and no shortage is anticipated. Halibut, cod, sea salmon and oysters are selling strong.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb.	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb.	0 07½	0 08
" jumbo, per lb.		0 10
British Columbia salmon, per lb.		0 12
Qualla, per lb.		0 09
Trout, fresh, per lb.		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb.		0 08
Shredded cod, per doz.		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb.		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08
Flounders, per lb.		0 04½
Bloaters, Yarmouth, per box		1 10
Oysters, per gal.		1 85
" in shell, per 100		1 50

TRADE NOTES.

J. Cook, general merchant, of Rossendale, Man., has assigned.

Stanley Williams, Sarnia, Ont., has remodeled and renovated his grocery.

E. A. Bates, Carlisle, Ont., has taken over the general store business of J. A. Tuplin.

Bouness & Fox., general merchants, of Asquith, Sask., have sold to Taylor & Creffeld.

Kerr & Payne, wholesale produce merchants, of Winnipeg, have made an assignment.

The Windthorst Trading Co., general merchandise, of Windthorst, Sask., has been sold to A. T. Morrison.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Messrs. Laporte, Martin & Co., Ltd., who for years have been located on St. Peter St., will move this week into their newly completed and commodious building, Nos. 662 to 668 St. Paul St., a few doors west of McGill Street, where they will be in a better position than ever to handle the trade which has increased wonderfully in these last few years.

Messrs. Laporte, Martin & Co., Ltd., send a cordial invitation to all their friends and customers to call and visit their new premises, where, in order to suitably inaugurate their new installation they will offer them bargains of exceptional value.—Advt.

LENT BEGINS

MARCH 4th

The Greatest of Fish Seasons. Everything good and cheap.

SEA HERRINGS
SMELTS
LAKE HERRINGS
LABRADOR HERRINGS

Your orders will receive greatest care. Can supply you from either Toronto or Hamilton.

FRESH FROZEN
Trout, Whitefish, Sea Salmon, Halibut

WHITE & CO., Limited
Toronto and Hamilton

Tracuzzi Says:—

"You will find I pack my "St. Nicholas" with the quality others use to **TOP** their Boxes."

A word to the wise—'Nuf sed.

W. B. STRINGER & CO., Sole Agents, TORONTO

FANCY RIPE

BANANAS

Fancy Sound Almeria Grapes

We also have few barrels FANCY SOUND JERSEY CRANBERRIES, which we will sell for $8.50 per Bbl.

Send your orders to

HUGH WALKER & SON

Established 1861 **Guelph, Ont.**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

JUST RECEIVED

Canned Mackerel, 1-lb. tins, talls and flats,
No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspe Herring,
Large Frozen Newfoundland Herring,
Frozen Tomcods, Frozen Flounders.

Choice Stock. Quality Guaranteed.
Attractive Prices.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ***ESTABLISHED 1871***

WHAT TO DO IN MARCH

Take Full Advantage of Lenten Business—Some Hints on Selling Fish—Extend Your Canned Goods Trade and Prepare for Spring Seed Business.

This is a month of possibilities. March is first and foremost the Lenten season. It affords the grocer, the go-ahead grocer a mighty good chance to demonstrate his energy. The hardware merchant, the dry goods man, the stationer, have no particular opportunity to extend their trade during Lent. The grocer has. And the grocer who is alive to his opportunities and fully grasps the situation is the man worthy of his calling. The successful professional, financial and business man has achieved a great measure of his prosperity through seizing some golden chance, overlooked or ignored by others. Not a little of the success of the big grocerymen is due to their capacity to adapt themselves and their business to the needs of the hour. Just what these demands will be during March any grocer should know. Do they not point forcibly to Lenten goods? Are not some lines consumed more during Lent than at any other period of the year? "Certainly," answers the energetic grocer, "and I'm going to remind my customers and the buying public of the fact." That is the sort of a grocer whose business grows, while his sleepy opposition across the street or around the corner fails to grasp his opportunity and complacently continues in the rut.

Some Ideas for Lenten Goods.

Upon what goods should a grocer concentrate his attention during Lent? The first thing that arises in his mind is fish. Fish is the great Lenten victual. Its consumption is enormous. There is sure to be a good demand for the various lines. Remembering this essential fact, the grocer has to discover ways and means of getting, if not the lion's share, at least his part of the business. It's up to him to push fish just as far as his business will warrant. It doesn't matter whether it is canned salmon, sardines, herring, cod, halibut, mackerel, whitefish, trout or oysters, as long as it falls under the category of fish. The grocer ought to be able to sell fish and thereby utilize his opportunities. How is he to do it?

The two old reliable methods are always with the grocer, timely advertising and spicy window dressing. Originate something catchy and attractive for your window. Let the people know that you are right there with the goods, that you have complete assortments of food specialties suitable for Lent. Draw attention to their quality. Tell them all about the fine stock of smoked, frozen, salted or canned fish you are handling. And right here, if a digression is pardonable, a general thought is helpful. Be a salesman and know your goods. Get up your talking points like your A B C's and pump the public full of talk that means business. It's your game to impress upon your customers the excellence, the superiority of a specified article. Too many, unfortunately, are horribly ignorant of what they are selling. They may know that a particular kind of fish is sea salmon, but can say nothing more to make the indifferent customer buy that salmon. It is absolutely necessary to know your goods. When you advertise, give the public a talk on the merits of your goods. When you have dressed your window suitably and people are enquiring after the goods displayed, arm yourself with telling talking points. To be successful as a salesman it is obviously necessary to study your goods and thus make your position strong. This is a general rule, but it can be applied forcibly to your Lenten business.

In addition to fish, there are other good Lenten sellers, eggs, pancake flour, macaroni, vermicelli, dried fruits, etc., which deserve particular attention. Push these lines intelligently and energetically, either through bright, dressy windows, or judicious advertising, and you will surely catch a satisfactory share of the Lenten business.

Other Timely Lines.

During March there are other lines of appropriate goods to sell. Various lines of canned goods are in good demand. Many housekeepers find that their preserved fruits are getting low and consequently are forced to lay in supplies of canned tomatoes, corn, peaches, plums, jams and marmalade. This gives the grocer another chance to get busy and make things hum. Fix up a well arranged display. Point out to your customers the merits of canned goods in general, how much labor and drudgery is saved, how convenient they are in a pinch. While pushing your business in this way, you are unconsciously developing your selling ability and making yourself stronger every day.

Prepare for Spring Seed Trade.

Now's the time also to get ready for the annual seed trade. Every grocer, whether in the country, town or city, should carry a good, up-to-date line of seeds. There's a nice profit in it, more indeed than on many other lines carried. Make your preparations right away for a big spring seed trade. The garden-loving public will soon be on the look-out for seeds. The farmer, likewise, will be laying in his supplies of seed grain. It pays to get into touch with some of our big seed firms. Have some good reliable seed catalogues close at hand for ready reference. You will probably run across something special in them which you can put to good advantage in booking orders. It's a good plan also to study the different varieties of seeds, learn how best to plant them, what sort of soil is most useful, etc. In this way you win the confidence of your customers. Once this is secured half the battle is won. In conclusion, don't neglect to study the seed situation carefully and secure your stocks in time. How many will see to it that March's possibilities are closely watched?

MARMALADE ORANGES

We have 500 Boxes of fine stuff and will make a special price in lots.

THE DAWSON COMMISSION CO., - TORONTO

ATLANTIC FISH COMPANIES LTD
TRADE MARK REGISTERED
NOVA SCOTIA

THE SIGN OF GOOD FISH

For prices write to A. H. Brittain & Co., Montreal; Stuart, Watson & Co., Winnipeg, and Milne & Gunn, Vancouver.

Also to Head Office, Atlantic Fish Co.'s, Limited, Lunenburg, N.S.

Every package of Fish bearing the above trade-mark is guaranteed to be the very purest, cleanest and best flavored obtainable. If every person in Canada knew how delicious and healthy are ***Halifax, Acadia*** and ***Atlantic Prepared Codfish,*** the present output would fall far short of the market's needs.

"Brunswick Brand"

We have now new Pack of

Clams and Scallops

and will be pleased to receive orders for any of the following goods :

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and Sardines

Connors Bros., Limited

Black's Harbor, N.B.

HERRINGS!

I want you to send me a trial order for my Herrings. You will want them now that Lent has begun, and I have the finest from Scotland and Holland.
They are really something extra, and are packed in barrels, half-barrels and kegs. Interesting prices make buying easy.

WRITE ME TO-DAY.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of California and Lima Beans and Black Olives.

OUR LEADER FOR LENT

Frozen Sea Herring

Choice, large, bright fish. Also full supply of

Frozen Haddock	Finnan Haddies	Frozen Cod
Yarmouth Bloaters	Frozen Salmon	Kippered Herring
Frozen Halibut	Labrador Herring	Frozen Pike
Green Codfish	Frozen Pickerel	Skinless Codfish
Frozen Whitefish	Boneless Codfish	Frozen Smelts
Bulk Oysters		

and all other kinds in season.

Prompt Shipment. **Fair Treatment.**
Mail Orders a Specialty. **Get Our Prices.**

Information gladly supplied by wire, 'phone, or mail on request.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

LENT LENT LENT

COMMENCED ASH WEDNESDAY, MARCH 4th.

Salt Trout	Fresh Frozen White	Salmon
Cod	Lake Herrings	Flounders
Bloaters	Ciscoes	Tom Cods
Oysters	Pike	Labrador Herrings
Trout	Halibut	Haddock
Smelts	Sea Herrings	Finnan Haddie
Mackerel	Goldeyes	Perch
Yellow Pickerel		

All kinds Boneless Cod in packages. We carry a larger supply and variety of fish than any house in Canada.

PROMPT SHIPMENTS. WRITE, TELEGRAPH OR MAIL YOUR ORDERS.

The F. T. James Co., Limited

Toronto

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words each	insertion, 1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

If you want to buy or sell a business, write, John New, Toronto.

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

SEVILLE orange marmalade pulp in hogsheads with peel mixed ready for boiling; free from any preservatives. Box 182, CANADIAN GROCER, Toronto.

CANNED TOMATOES—Vineland brand; finest quality—hand packed; special price to introduce; in ten case lots or over $1.10 per dozen; F.O.B. here. Bradley & Son, St. Catharines, Ont.

SITUATIONS WANTED.

TO Pork Packers and Produce Merchants—Traveller with first class experience and thorough knowledge of the business; is open for engagement with good house; city or country. Traveller care of W. Wood, 9 Ann Street, Toronto.

AGENCY WANTED.

MANUFACTURERS, millers and exporters seeking a market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by a man having had ten years in the grocery, flour and feed business. Best of references. Address J.J., care of CANADIAN GROCER, Toronto. (12)

TRAVELERS WANTED.

WANTED—Traveler calling on grocers and druggists in Ontario to handle line of Swiss milk chocolate on commission. Apply Box 181, CANADIAN GROCER, Toronto. [8]

WANTED.

WANTED—An experienced cannery foreman for fruit cannery in British Columbia; must be thoroughly posted in all branches of the trade, well up in processing fruits, jams, vegetables. Apply with references as to ability and character, stating salary expected to M. H. Nelems, Chilliwack, B.C. (11)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS - This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

FOR SALE

FOR SALE—Prosperous business, that pays every week in the year, established six years, best business corner in town. Open to good man at invoice price plus freight. Stock carried, $2000.00, rent $35 00 per month. Apply Robinson & Greenwood, New Liskeard, Ont.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

LOWER GERMAN APPLE TARIFF.

Nova Scotia Farmers' Association Taking Steps to Open Market to Canada.

At a recent meeting of the Nova Scotia Farmers' Association a resolution was introduced by C. O. Allen, Kentville, petitioning the Canadian government to take steps to have the duty on Canadian apples going into Germany reduced.

A duty of $1.63 a barrel, the production of which would not cost more than $1, is considered an unreasonable tax, and there is probably no commodity obtained from the soil, or manufactured in Canada, that is subject to such excessive duty entering Germany. This duty is considered all the more injurious when it is remembered that apples from the United States go into Germany under a preferential tariff $1.11 less than Canadian. It has been said by some that the preference shown American apples in Germany does not affect the fruit industry of Canada so materially, for while the States are placing their apples on the German markets, those of the Canadian provinces are placed on the markets of Great Britain. But Mr. Allen, speaking in support of the resolution, said it had a more damaging effect, as there are times when the British markets can handle 25,000 or 30,000 barrels a week, but if, on the other hand, she gets double that quantity, the price is bound to drop unless relieved by other sources. One week last December 30,000 barrels of apples were shipped into London, and while Germany was short, she could not pay the 10 marks per 100 kilos. Consequently down went the prices apples valued at $3 scarcely realized $1 per barrel. This caused a loss to three counties in Nova Scotia of $200,000 to $300,000, of which the farmers had to bear the brunt. The discriminating duty of $1.11 per barrel on American apples was largely responsible for this.

The following is the resolution of the society:

"Whereas, in the year 1906, Germany imposed a duty on apples going into their country, amounting to 10 marks per 100 kilos, equivalent to $1.63½ per barrel of 150 pounds, on all apples from Canada, and 3 marks 20 phennings per 100 kilos, equal to 52½c. per barrel on apples from the United States thus enabling our competitive fruit growers across the border to get their apples into Germany at a preference of $1.11 less than our own country, which has practically shut out all Canadian apples from the German markets;

"And whereas, before the duty went into effect frequently large quantities of Canadian apples found ready market in being either shipped direct to Hamburg, or by German buyers purchasing in the London and Liverpool markets, both of which are now entirely lost, greatly to the detriment of the Canadian fruit industry;

"Therefore resolved that the fruit growers of Nova Scotia earnestly entreat the department of finance at Ottawa to secure trade relations with Germany which will admit Canadian apples in the German market under as favorable a tariff as is granted to our competitors from the United States;

"And further resolved, that copies of this resolution be forwarded to every Fruit Growers' Association in Canada, asking their hearty co-operation against the unreasonable discrimination against one of Canada's important industries, amounting to $1.11 per barrel, exceeding the first cost of production."

SHORTENING CREDIT IN WEST.

Widespread Introduction of Cash System in Retail Trade.

Without doubt the outstanding development in the retail trade of the west during the last few months has been the universal curtailment of credit and the widespread introduction of the cash system. Long before the financial stringency was dreamed of there was a steady movement on the part of retailers in all parts of the west towards the introduction of the cash system, or, at all events, the sharp curtailment of credit. The efforts in this direction of the shrewdest and wisest dealers were in many places rendered abortive by the tactics of competitors who were still wedded to the credit system, and who made it difficult or impossible for their business rivals to free themselves from the credit incubus without losing valued customers. The financial stringency and the accompanying touch of hard times are now regarded in many localities as having been a blessing in disguise for the unprogressive merchants who were hindering the introduction of the cash system have for the most part been compelled to make a virtue of necessity and the result is that greater progress has been made during the last six months towards putting the retail business of the west on a cash basis than was made during the six preceding years.

The cash system is being established in all parts of the west and business will henceforth be conducted on a sounder and more stable basis than ever before.

One of The Beauties
ABOUT

Royal Sport and Hogen Mogen Cigars

is that smokers are always asking for them, so you never have any old stock on your shelves.

This is a significant fact.

The Sherbrooke Cigar Co., Sherbrooke, Que.

The Leading Pipe Tobacco Is

T. & B.

A regular trade builder for grocers. It always pleases the discriminating smoker. It's popularity is always on the increase. Why? Simply because it is pure, well grown tobacco, cured, flavored and cut to absolute perfection for pipe use.

WRITE TO-DAY FOR PRICES

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

NEW BRUNSWICK GROCERY NEWS

Provincial Elections Absorbing Attention—News From the Local Markets—Some Business Changes.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Mar. 2, 1908.

Business has been rather quiet here during the past week. The provincial elections have occupied more attention than anything else, of late. Timothy has advanced another 10 cents; pork has declined from 75 cents to a dollar a barrel; beef has advanced 25 cents a barrel, and oatmeal has also taken a jump upwards of 25 cents. All grades of English pickles have advanced from 10 to 30 cents a dozen. Flour and sugar remain steady. The N. Y. sugar market has advanced but the local market has not been affected. Pure lard is half a cent easier and compound remains unchanged. The dealers look for pure lard to come up again. Collections are very fair.

* * *

W. C. Prime, who has been conducting general stores at Westfield and Hampstead, and also has a large store at the corner of Union and Brussels streets, where he carries a heavy stock of flour, hay, feed, etc., has converted his business into a joint stock company with a capital of $99,000. The new company is composed of W. C. and Mrs. Prime, L. B. and Mrs. Knight, and Fred R. Taylor. The style of the company will be W. C. Prime Co., Ltd.

The company have taken over the stores at Westfield and Hampstead, as well as the one at St. John, and have leased from the C.P.R. the building just opposite the post office on the west side. In front of this structure and facing on the street they will erect a new building measuring one hundred by fifty feet, and will conduct business as wholesale dealers in flour, feed, grain and hay, with a large staff of road representatives. This enterprise is the most important to be established in St. John west of late years, and developments are awaited with interest.

* * *

A Hartland, Carleton county, despatch, of Feb. 25, says: "The potato market, which has been giving farmers some uneasiness for many months, is now up to where it pays to sell. To-day $1.50 to $1.60 is freely offered.

* * *

N. W. Eveleigh has been appointed manager of the Maritime Dairy Co., Ltd., J. Frank Tilley having resigned on account of ill health.

* * *

Fred Peters, of C. H. Peters' Sons, flour and feed merchants, who has been ill with pneumonia, is improving daily and expects to get out in a day or two.

* * *

A battle royal was waged in the Glacier Rink here, Saturday, Feb. 22, when the Red Rose tea team and a seutette of telegraphers played a hockey match that resulted in a score of 2-2 after five minutes over-play. The attempt to mix the exponents of tea and electricity resulted as disastrously as would an effort to mix those famous "juices" themselves. Not a man in the whole collection of fourteen warriors, with the possible exception of the respective goal tenders, can boast of a whole skin, various injuries being received. The line-up of the teams was:

Telegraphers		Red Rose Tea
Knapman	Goal	Titus
Conway	Point	Stewart
Rowney	Cover Point	Birmingham
Emery	Right Wing	Jones
Payson	Left Wing	Crosby
Colborne	Centre	Harrison
Oulton	Rover	March

FAILURE OF NEW YORK SPICE FIRM.

News was received with regret by the trade last week of the failure of Stallman, Fulton & Co., of New York. This firm has been doing business in spices and drugs with Canadian houses for forty years and were highly esteemed. Dull business and difficulty in collections combined with the recent death of the company's president are given as reasons for the trouble.

NEW PACKING CO. AT AYLMER.

The Provincial Secretary of Ontario has granted letters of incorporation to Newman Booker, C. W. St. Clare, R. G. Moore, D. C. Davis and J. M. Wrong, all of Aylmer, Ont., "to manufacture, pack, can or otherwise prepare for market products of hogs, cattle, poultry, cheese, butter and products, and to carry on the general business of a packer and exporter" under the name of the Aylmer Packing Company. The firm is capitalized at $40,000, Aylmer being its head office.

Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

20 years of progress of the firm of
JOS. COTE
Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.
Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.
We have 6 travellers who are continually on the road at the disposal of our customers.
Branch: 179 St. Joseph St. Phone 1272, 209

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

NOVA SCOTIA MARKETS STEADY

Apple Business Brisk—Dairying Improving in Prince Edward Island—Want Board for Administration of Coast Fisheries.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., March 2, 1908.

The grocery markets were practically featureless last week. Business is about an average, and prices generally are steady. Eggs continue in good supply. Butter is still very scarce and the price continues firm. There is a good demand for fish from some quarters but not as heavy as expected, in view of the near approach of the Lenten season. There is quite a brisk movement in apples, the Furness line steamers Shenandoah and Halifax City taking 22,000 barrels from this port to the London market last week.

* * *

That the dairy industry of Prince Edward Island is now regaining its lost ground was shown bo the reports presented at the annual meeting of the Provincial Dairy Association, held at Charlottetown last week. The gross value of the cheese and butter produced during the past year was $364,715.08, an increase of $7,000 over the previous year. There was also a marked improvement in the quality of the output. In all there were forty-seven factories in operation. The object of this association is to increase the production of dairy products, and to raise the quality of the same to the highest possible level. The average price received for cheese during the past season was 11¾ cents.

* * *

The Nova Scotia delegation, consisting of S. T. Wilson, C. Jamieson and A. H. Whitman, who went to Ottawa to confer with the Minister of Marine and Fisheries re the appointment of a Fisheries Board for the administration of the Canadian Atlantic Fisheries, have returned and issued their report. The scheme outlined by the delegation was as follows: The appointment of an Advisory Fisheries Board for the Maritime Provinces under a chairman appointed by the government, such board to have equal representation from the fishermen and the merchant, and to work out a system of fishery laws and regulations acceptable to the various interests. This central board is to look after the more important matters such as the changing of laws, enforcement of regulations, investigating of foreign markets, etc., and to relegate to provincial boards matters of local interest. It also, if found necessary, is to appoint district boards so as to bring together the two elements, the fishermen and the merchants, which so far are more or less antagonistic without any real cause. With equal representation of the fishermen and merchants on the proposed boards surely something can be done to conserve and develop this great natural industry.

It was further explained that it is a mistake to think that the movers in regard to the better administration of the fisheries are determined to force the adoption of the Scotch Fishery Board. The matter stands this way, say the delegates: "We are advocating the appointment of a board along the lines of the Scotch Fisheries Boards, because we know of the tremendous development in Scotland and also that the system there has practically been adopted in its entirety by Norway and Iceland, which countries have made big advances in their fisheries. If, however, any other method or scheme can be brought forward better applicable to our Canadian conditions, it would have our hearty support."

The delegates are hopeful of good results as it was practically admitted that under the present conditions our fisheries are going behind.

WANT ENGLISH GROCERS ALSO.

Montreal Retailers' Association Will Welcome English-Speaking Merchants at Their Meetings.

Interest has been aroused in the matter of establishing an English Retail Grocers' Association in Montreal, and the matter is discussed freely by grocers throughout the city.

President Laniel, of the Retail Grocers' Association, thinks that the English-speaking grocers should attend the meetings of the present association, in which case they would be made welcome and every courtesy shown them. He says they are only too pleased to have the proceedings carried on in both languages when there are English grocers at the meetings.

In a letter embodying these statements, he says:

"I have noticed in the columns of the last two issues of The Canadian Grocer correspondence from some English speaking grocers of the city of Montreal, discussing the advisability of forming an English-speaking association of grocers, and as a matter of justice to the present association, I wish to state the fact that whenever some of our English confreres attend our meetings we are always very glad to read the minutes, and all the resolutions that are moved, in French and in English. Of course when there are no English-speaking members at all at the meeting we don't retard the discussion or the meeting by repeating in English what has been said in French. As president, I take this opportunity to invite our English-speaking members to attend our meetings, and I can assure you and them that I will always be only too glad to see that the proceedings take place also in English.

"In the past I have often made the remark that I was sorry to notice that the English-speaking grocers would not join in with us and work hand in hand to improve the conditions of the retail grocery trade. I feel that by uniting the two races forming the grocery population of Montreal, we would be in a better position to rectify the grievances that we have to contend with, and we would be in a stronger position to make our influence felt.

"It is useless for me to emphasize the fact that the French-speaking grocers have shown in the past that they were always willing to co-operate with their English confreres in any questions that would benefit the retail grocery trade in general. I hope that we may see a great number of English grocers at our future meetings.

Yours truly,

(Sgd.) H. LANIEL,
President."

"Editor Canadian Grocer, Montreal."

CEYLON IMPORTS INCREASING.

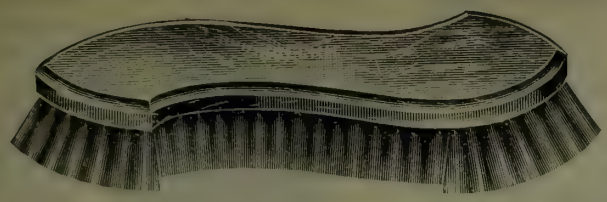
The astonishing increase in the importation into North America of Ceylon tea has been the marvel of contemporary trade—from 155,000 pounds in 1890 to something over 24,000,000 pounds in 1907!

The official figures show that there have been comparatively trifling variations in the imports of all teas in that period, except for the Spanish war year when they fell to about 25 per cent. below, and that in which the duty was taken off tea, when they rose to about 11 per cent. above the normal.

Ceylon has won, of course, upon its merits, but not wholly. The enterprising and enlightened methods employed by the planters in introducing their product in various countries, have had much to do with the winning of the tea drinkers' favor everywhere. For example, not content, as have been the growers of other teas, to let American consumers discover its merits for themselves, and still less to leave its middlemen to essay, unguided and unaided, the marketing of their comparatively unknown product, they early sent a commissioner to this country to watch over the strangers' fortunes, and to study the tastes and needs of the consumers in the different sections, that the handlers might proceed along the lines of least resistance, and not waste effort in the attempt to force upon a locale a variety or blend suited neither to its climate and water, nor to the habits (which are the result of environment) or palates of its people.

The merchant will naturally prefer to handle the goods that the producers do not seem to lose interest in when they have passed into his hands, and the tea drinker will buy with confidence a tea which he has been taught to believe is offered him as a result of exhaustive knowledge of both his needs and his tastes.

The efficient work of Mr. Walter Courtney, for the past two years the indefatigable commissioner to this country and the results of that highly successful work, as shown in the figures of increase in the American consumption of this tea, are in themselves a vindication of the Ceylon planters' business acumen, and of their judgment in the selection of lieutenants for the execution of their strategic plans of campaign. The commissioner has—so to speak—absolutely pervaded the trade in America while seeming to find plenty of time to devote to the education, by tongue and pen, of the consumer.



Handle only

BOECKH'S Celebrated BRUSHES

There is no surer way of having satisfied customers.

UNITED FACTORIES, Limited, TORONTO ONT.

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Price $25.00

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.

To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

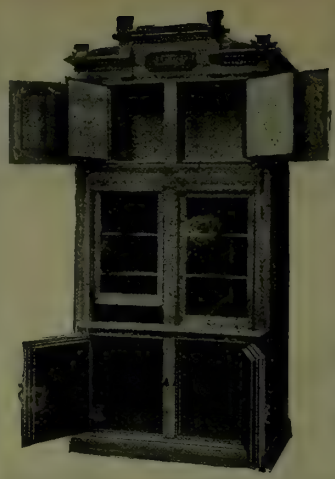
The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toront

Saving at the Spigot
And Wasting at the Bung

It takes skill to distinguish between real and make believe economy. Of all mistakes the most unfortunate one is that of the man who would rather save a few dollars than install the

Allison Coupon System

Every penny invested in these books means dollars saved, time economized, kicking stopped and everybody made happy. Stop the leaks.

HERE IS HOW THEY WORK:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.
For sale by the jobbing trade everywhere.

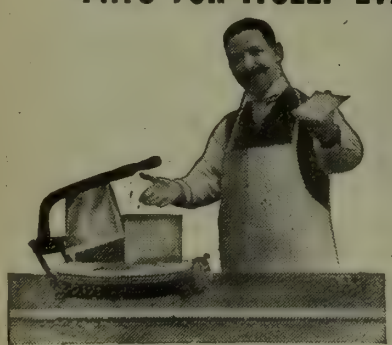
Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St.,
HAMILTON, Ont.

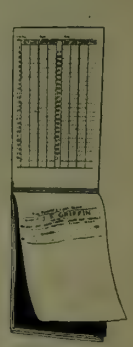
How to Save Many Dollars!

Lots of grocers lose money by not knowing to a cent what is coming to them from customers. By using our

"DUPLEX"

COUNTER CHECK BOOK

YOU can confront a doubting customer with any item he may dispute and so avoid loss and friction. A post card will bring particulars.



The Carter-Crume Company Limited,
Toronto and Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

WHEN FITTING UP YOUR STORE
it'll pay you to let me quote prices. I will design and make the kind of fittings that really will suit you.
Write or Phone NOW
J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

APPRENTICES

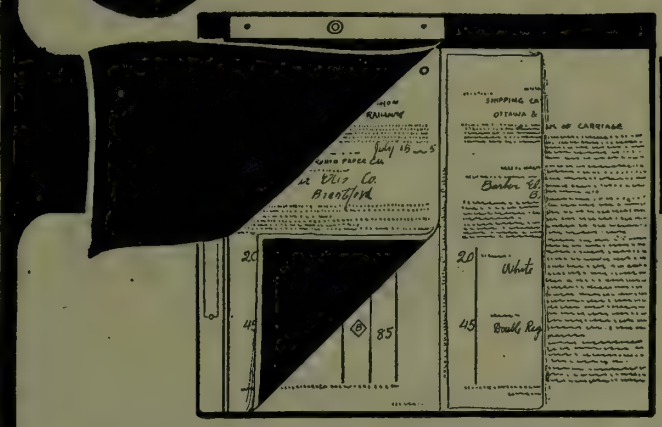
can Bank **Money** in a few weeks.
Work will take but a few hours a week.
You Need no Money because we provide the capital.
We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.
If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.
Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO
The MacLean Pub. Company
10 Front St. E., TORONTO

Crain



Foldover Shipping Bills

Shipping Order for Railway--Duplicate for Customer --Original for Filing

Show your shipping clerk our Crain Patented Foldover Shipping Bill System and he will wax enthusiastic over it. He will like its neat get up, admire the secure manner in which the wire-stitched pads are held in place and the convenient way the carbon paper is carried by the combination holder.

Customers will not be writing in and asking "on which railway did you ship my goods?" Customer receives duplicate with his invoice, and gets all required information. Shipping order goes to railway. Original, signed by R. R. Agent, is filed on a reference binder.

Complete information in our Foldover Shipping Bill Folder. Write for it.
The Rolla L. Crain Co., Limited., Ottawa, Canada.
Branch Offices: TORONTO, MONTREAL, WINNIPEG.

Three Good Things For Shippers

of Groceries, Canned Goods, Liquors, etc.
WARMINTON'S CLUTCH NAILS
for strengthening and repairing boxes.
WARMINTON'S PAIL HOOKS
for Candy Pails, Lard Pails, etc.
WARMINTON'S STRAPPING
for binding cases.
Save you more in a month than will pay you for a year's supply.
Prices on application.
J. N. WARMINTON
Patented Shipping Specialties
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GROCERS AND BUTCHERS
Are you using our
RECORD
100 Page
COUNTER CHECK BOOK
Handiest and cheapest counter book for you.
Write for samples and prices if you are not a user of this book.
We manufacture all kinds and sizes of counter check book, also
THE MERCHANTS' SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

UPTON'S

Pure Orange Marmalade

In 12 oz. glass jars, at $1.00 per dozen.
" 1 lb. " " " 1.40 " "
" 5 lb. gold lined tin pails, at 7c. per lb.

Guaranteed **absolutely pure** by the oldest established Marmalade maker in Canada.

Easy to buy (you can get it from any wholesaler) and easy to sell because the consumer knows that Upton's Orange Marmalade is the best.

The T. Upton Co., Limited

Hamilton, - Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Mar. 6, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 35
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case.	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 25
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1 20
¼-lb. " " "	0 80

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms.

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 09
" 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

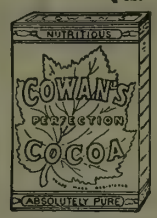
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz , $1.
White Swan Flaked Peas, per doz., $1.

Chocolate and Cocoas

THE COWAN CO., LIMITED.

Cocoa—			
Perfection 1-lb. tins per doz.			$4 50
Perfection, ½-lb., per doz.			2 40
" ¼-lb., "			1 30
" 10c. size "			0 90
" 5-lb. tins per lb.			0 37
Condensed cocoa, cream and sugar, doz			2 25
Soluble, bulk, per lb			0 18
" " "			0 15
London Pearl per lb.			0 22
Special quotations for Cocoa in bbls., kegs, etc			
Unsweetened Chocolate—		Per lb.	
Plain Rock, ½-lb. cakes, 12-lb. boxes.		0 40	
" ¼-lb. " "		0 40	



Sweet Chocolate—	
Queen's Dessert ½-lb. cakes, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, ¼ doz. to case.....per doz.,	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 1
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c , 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ½ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	In 15 lb. pails	15 lb. pails and 10, 25 and 50 lb. boxes.		
		Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21		0 17
Best Shredded	0 18			0 16
Special Shred	0 17			0 15
Ribbon	0 19			0 17
Macaroon	0 17			0 15
Desiccated	0 16			0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 [illegible]
Damascus	0 28
Cairo	0 [illegible]
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb decorated tins, 32c. lb.	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation (with tumblers), per doz., $3.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box,	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

$0 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Dallison & Hay Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz	$3 20
½ " 2 " " 1 "	3 00
¼ " 4 " " 1 "	4 50
½ " 20 " " ½ "	4 75
1 " 20 " " 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Ice Cream Powder

GENESEE PURE FOOD CO.

Jell-O—Ice Cream Powder

Assorted case, contains	2 doz		$2 50
Chocolate (straight), contains	2 doz		2 50
Vanilla	"	2 "	2 50
Strawberry	"	2 "	2 50
Unflavored	"	2 "	2 50

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

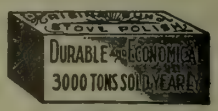
SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

OUR INCREASED SALES

RISING SUN STOVE POLISH IN CAKES



& SUN PASTE STOVE POLISH IN TINS

Under adverse conditions of last year, go a long way toward proving our claim that nothing can excel the products of the ***RISING SUN*** Black Lead works, which appeal to the consumer as well as to the trade. The real proof is in sales—that is what you want. That is what you will have when you push ***RISING SUN*** in Cakes and ***SUN PASTE*** in Tins, no matter whether it is hard times or good times. They also give you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED

14-38 Gray Nun Street, MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair** at **St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits
are the PUREST and BEST.
Better than the imported.
Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate.....per lb. 0 07½
7 and 14-lb. wood pails.....per lb. 0 07½
30-lb. wood pails..... " 0 07½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07½
30-lb. wood pails..... 0 07½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Jelly Powders

GENESEE PURE FOOD CO.

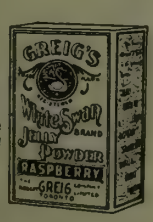
Jell-O—The dainty desert

Assorted case, contains		2 doz.	.....	$2 25
Lemon (straight),	"	2	"	2 25
Orange "	"	2	"	2 25
Raspberry "	"	2	"	2 25
Strawberry "	"	2	"	2 25
Chocolate "	"	2	"	2 25
Cherry "	"	2	"	2 25
Peach "	"	2	"	2 25

THE ROBERT GREIG

White Swan, 15 flavors

1 doz. in handsome counter carton, p r doz., 90c.



List price
'Shirriff's" (all flavors) per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 1 90	
20-lb. tins.. 1 80	
Cases 3-lb.. 0 10	
" 5-lb.. 0 09½	
" 10-lb.. 0 09½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5 -lb. glass jars....	1 75
" " 30 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	"	"
Green Fig	"	1	"	"
Green Fig and Ginger	"	1	"	"
Lemon	"	1	"	"
Grape Fruit	"	1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—			
1-lb. glass, doz...	1	55	
2-lb. " " ..	2	85	
4-lb. tins, " ..	4	65	
7-lb. " " ..	7	35	
"Shredded"—			
1-lb. glass, doz.....	1	90	
2-lb. " "	3	10	
7-lb. tins, "	8	25	

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	lb. tins.....per doz.	$1	40
"	½-lb. tins ..... "	2	50
	1-lb. tins ..... "	5	00
Durham	4-lb. jar.....per jar.	0	75
"	1-lb. jar..... "	0	25
F. D	½-lb. tins.....per doz.	0	85
	-lb. tins..... "	1	45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	36

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 50 1-lb. packages.....				$2 75
No. 2, " 120 ½-lb. "				2 75
No. 3, "	30 1-lb. "	}	.....	2 75
	60 ½-lb. "			

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10	20
" " black.....	"	15	30
Oriole soap.....	"	10	20
Glorioia soap.....	"	12	00
Straw hat polish.....	"	10	20

Starch.

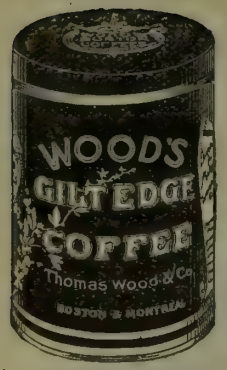
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 06
Kegs silver gloss, large crystal....	0 06
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	3 00
Kegs, 100 lb.....	3 00

Looking to the Sunlight



ESTABLISHED 1879

The keen-eyed lookouts and pilots on the financial ship report that the business atmosphere is clear ahead, and that the glow of the morning is brightening into sunlight.

Be guided by their reports.

Remember that the Spring trade is at hand, that preparation is half the battle, and that

WOOD'S COFFEES

will brighten it up amazingly. Go to the front with the lookouts and pilots.

Send in your orders NOW.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 400 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 [illegible]
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

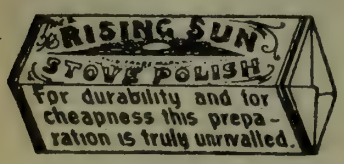
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Akron Gloss, 1-lb. packages, 40-lb.	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

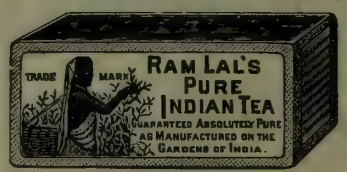
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 15

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
apan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.		
" " 120 ¼-lb.		0 35

MELAGAMA TEA.

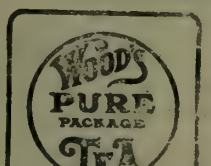
put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs, ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label, " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 8s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz	$ 1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case	0 52	0 57
6 " " "	0 22	0 27

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Batger's

Purity in manufacture; nothing but the finest KENT COUNTY (ENGLAND) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style square glass jars.

It will be easy to sell the first package. After that your customers will ask for BATGER'S. Shows a good profit and what is more gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME,
Montreal

Strawberry Jam

All Valencia Raisins packed by

MAHIQUES DOMENECH & CO.

will be found to be very satisfactory. Try them next time you order.

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4-Cr. Layers. Selected. Fine Off Stalk.

AGENTS:
ROSE & LAFLAMME
MONTREAL and TORONTO

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Royal Baking Powder Co., New York

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
Nelson, H. W., & Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.

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Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Canners' Supplies
Acme Can Works, Montreal
Norton Mfg. Co., Hamilton
Sanitary Can Co., Niagara Falls, Ont.
Schram Automatic Sealer Co., St Louis
Stecher Litho. Co., Rochester, N.Y.

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Carter-Crume Co., Toronto

Cheese Cutters
American Computing Co., Indianapolis

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

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Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Chocolats Meurisse, Montreal
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

Cotton Seed Products.
Brayley, J. M., Montreal

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Carter-Crume Co., Toronto
Merchants' Counter Check Book Co., Toronto

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Dawson Commission Co., Toronto.
Duff & Son., Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto
Nickerson & Hart, Halifax, N.S.
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

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Spratt's Dog Food, Montreal

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Poulin, P., & Co., Montreal

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Bradstreet Co.

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Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Cassidy John E., Montreal
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McLea, J. & R., Montreal
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

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Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

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Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
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McWilliam & Everist, Toronto.
Nickerson & Hart, Halifax.
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Smith, E. D., Winona, Ont.
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Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Greig, Robert, Co., Toronto.
Harty, J. B., Pictou N.S.
Kirouac, Nap. G., & Co., Quebec.
Nicholson & Bain, Winnipeg.
Paradis, C. A., Quebec
Western Canada Flour Mills Co., Toronto

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Balfour, Smye & Co., Hamilton.
Bell, Thos., & Sons, Montreal
Boyd Co., Port of Spain, Trinidad
Ozo Co., Montreal.
Carter, S. J & Co., Montreal.
Casson, John, & Co., Toronto
Chaput Fils & Cie, Montreal
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie, Montreal
Kinnear, T., & Co., Toronto.
Kerrigan, Lind, & Co., London, Ont.
Laporte, Martin & Co, Montreal
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

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Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Sprague Canning Machinery Co., Chicago

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Keen, Robinson & Co. London, Eng.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

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Stecher Litho. Co., Rochester, N.Y.

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Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Bunnell & Lindsay, Winnipeg
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal
Dunn, Wm. H., Montreal and Toronto.
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Foley, F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
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Lambe, W. G. A., & Co., Toronto.
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MacNab, T. A., & Co., St. John, Nfd.
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Nicholson & Bain, Winnipeg.
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Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
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Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

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Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
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Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
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Wethey J. H., St. Catharines.

Nutmegs
Binks, Chas. H., & Co., Montreal

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Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

Oil
Queen City Oil Co., Toronto

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

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Allison Coupon Co., Indianapolis, Ind.

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Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal
Paterson's— Rose & Laflamme, Montreal.

Poison, Rat
Common Sense Mfg. Co., Toronto

Polishes—Metal.
Oakey, John, & Sons, London, Eng.
Nickle Plate Stove Polish Co., Chicago

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.
Hawes, Ed., & Co., Toronto

Polishes—Stove.
Hawes, Ed., & Co., Toronto
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass
Nickle Plate Stove Polish Co., Chicago

Poultry and Game
Poulin, P. & Co., Montreal

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Barnard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.

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Terminal Warehouse & Cartage Co. Montreal.

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James J. Howell, Toronto
Sexton Mfg. Co., Toronto
Walker Bin & Store Fixture Co., Berlin

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Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
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Girard, P. J., Richmond, Que.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
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"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Tacks.
Bazin Mfg. Co., Quebec, P.Q.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Branson and Co., London, Eng.
Brayley & Co., Montreal.
Ceylon Tea Association
Chase & Sanborn, Montreal
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co. Montreal.

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Young, W. F., Montreal

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Midland Vinegar Co., Birmingham and Toronto

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Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin
United Factories Ltd., Toronto

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Yeast.
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WINN & HOLLAND, Agents
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CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

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Food products that are produced in clean factories are best.

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Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXII. MONTREAL, TORONTO, WINNIPEG, MARCH 13, 1908. NO. 11.

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Robinson's Patent Barley

will be a valuable addition to your other food lines.

More grocers every day are stocking this line.
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More Support from your Customers

"Crown" Brand Table Syrup (Made from Corn)

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Limited

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Real Haddies

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It is the

Tunny Fish

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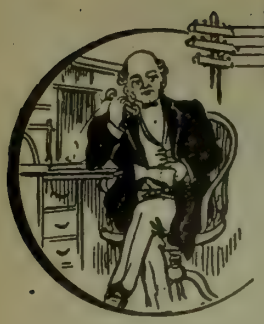
8 Place Royale, Montreal
84 Victoria St., Toronto



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JERUSALEM WAREHOUSE
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Large Track Warehouse Accommodation
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THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 — Box 793 — MOOSE JAW, SASK

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

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G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

TORONTO.

EVAPORATED APPLES
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

PEANUTS
Best Virginias
"Superb" Jumbos
"Belle of Wakefield"
"Peerless"
Prices on application.
Anderson, Powis & Co.
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15 Wellington Street East, Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

W. G. Patrick & Co.
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and
Importers
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Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References — TORONTO, ONT.
Special Attention to Advertising

(Continued on page 4.)

SPRING HOUSE CLEANING

Is always time for special activity in household requirements.
There'll be the demand—See that you are prepared to meet it.

WE HAVE THE STOCK THAT'S RIGHT—AT RIGHT PRICES.

BRUSHES

SCRUB, SHOE, STOVE, KALSOMINE, WHITEWASH.

BROOMS, MOPS, CLOTHES PINS,

Special quotations on 6 doz. lots of BROOMS, freight prepaid to your station.

COTTON — CLOTHES LINES — SISAL

WASHBOARDS

LIGHT IMPROVED, SOLID-BACK GLOBE, NICKEL PLATE, BRASS KING, GLASS KING.

PAILS — WOODENWARE — TUBS

The "MADE IN CANADA" kind that gives satisfaction to both seller and user.
SPECIAL QUOTATIONS ON LOTS PREPAID FROM FACTORY

ALSO A FULL STOCK of every well known brand of SOAPS, WASHING POWDERS, METAL POLISHES, Etc.

WE ARE QUOTING SPECIALLY LOW PRICES ON ALL LINES. SEND US YOUR ORDERS.

EBY-BLAIN, Limited, Wholesale Grocers, TORONTO

Popular and Profitable

The tea for you to handle is the tea which proves entirely satisfactory to your customer. That tea is

Blue Ribbon Tea

Retail price is from twenty-five cents to a dollar a package, yielding you from twenty to thirty-four per cent. of easily earned profit.

THE BLUE RIBBON TEA CO.
Montreal and Toronto

Manufacturers' Agents—Continued.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

FRASER & AISTHORPE
Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

M. B. STEELE
Wholesale Commission Merchant and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References

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F. G. EVANS & CO
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
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STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - - MAN.
Domestic and Foreign Agencies Solicited.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

S. C. RICHARDS
Wholesale Commission Merchant and Broker
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

GROCERY BROKERS
WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

This space $15 per year.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
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7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
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Mailed to any address on receipt of
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COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Chatham, Ont., Feb. 13, '08

Messrs. Canadian Canners, Limited
Hamilton, Ont.

Dear Sirs :

I sold some of the **Hygeian** goods to a lady from London who was visiting here. It was the **Beets** in particular which induced her to order them. **She said that she had not seen anything like it in London.** I presume that this is a mistake, and that your goods are in London also.

We find here that we cannot sell anything in cans outside of the regular lines, unless we open a can and show the contents in a glass jar.

We thought it best to mention this as **it seems a pity that the London people should not know how nice these goods are.**

Yours truly,
H. MALCOLMSON,
Grocer.

Hygeian Beets are positively the finest ever put up either in **tin** or **glass.**

Packed in hygienic cans, under a new process, superior to glass, a most attractive package.

PACKED ONLY BY

Canadian Canners, Limited

Clean, Sound Fruits and Vegetables, preserved with all their delicious natural flavor, in a canning factory which is a model of scientific cleanliness---that is

OLD HOMESTEAD BRAND

These facts are interesting to you, Mr. Grocer, for the simple reason that they have a direct bearing on your cash drawer. Old Homestead Brand is of that high quality which brings you more customers and better customers. Old Homestead appeals to the refined housewife because the contents of an old Homestead can are clean, whole and sweet-smelling. Old Homestead appeals to the man who likes good things to eat, because the contents of an Old Homestead can have the true, natural flavor absolutely undiminished. It is the "positive excellence" of Old Homestead Brand which makes it a fast and constant seller wherever it is introduced.

YOUR JOBBER CAN SUPPLY IT. ASK AND INSIST ON OLD HOMESTEAD BRAND.

The Old Homestead Canning Co.

PICTON, - ONTARIO

TO SUCCEED IN BUSINESS

It is essential that one should attend strictly to his own affairs. The grocer who does this gives the consumer exactly what is asked for. Some make the great mistake of searching out some inferior line and introducing it to the public, because they can sell it at a lower price. What can they possibly gain by this?

REMEMBER

cost is forgotten by the consumer when tea is being drunk, and the grocer is either thought highly of for supplying good tea, or thought badly of for selling poor tea.

KEEP YOUR CUSTOMERS BY SELLING THEM THE BEST.

"SALADA"

GETS NEW CUSTOMERS BY LPEASING THE OLD ONES

Settled in Camp.

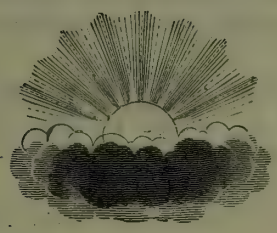
Possess yourself of a stock of

'CAMP' COFFEE

and many important questions will be settled to your satisfaction. You will know which Coffee sells best, which Coffee pays best, and which is the "buy and come again" Coffee. "CAMP" is the reliable Coffee, always excellent both in flavour and aroma.

R. Paterson & Sons,
Coffee Specialists, Glasgow

Agents: ROSE & LAFLAMME
MONTREAL.



"Sun Burst"

"Non-Pareil"

Kentucky Edible Oils Winter Pressed

Highly recommended by the **Leading Chefs and Bakers.**

Guaranteed under the Pure Food Act.

On sale at all **up-to-date wholesale grocers.**

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

55 ST. PAUL ST., - - - MONTREAL

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,

and a complete line of
Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

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Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

Agents

C. E. Paradis. - -	Quebec.	William Forbes, - -	Ottawa.
C. DeCarteret, - -	Kingston.	Geo. Musson & Co., -	Toronto.
J. W. Bickle & Green'ng, -	Hamilton.	G. H. Gillespie, - -	London
Carman Escott Co., -	Winnipeg.	R. S. Bedlington & Co., -	Calgary
Tees & Pearse, - -	Edmonton.	Wilson & McIntosh, -	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal and Toronto.

The Fresh Fruits are carefully selected

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Their delicious flavor appeals to everybody

You should have them in stock

Agents:
ROSE & LAFLAMME, - MONTREAL

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

TRADE MARK KEYSTONE BRAND REGISTERED

Our splendid range of

POPULAR PRICED

White Wash and Kalsomine Brushes

especially suitable for the

Jobbing Trade

is securing for us a large number of new customers this season. These goods are unequalled for quality, finish and superior value.

Manufactured by

Stevens-Hepner Company

Limited

Port Elgin, Ontario

I Offer

For Prompt Shipment

Several lots of very fine

Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 **Montreal**

CAPSTAN BRAND PURE MINCE MEAT

Paokage Mince Meat

Put up in ¼ gross oases.

Bulk in 7-lb. Pails,

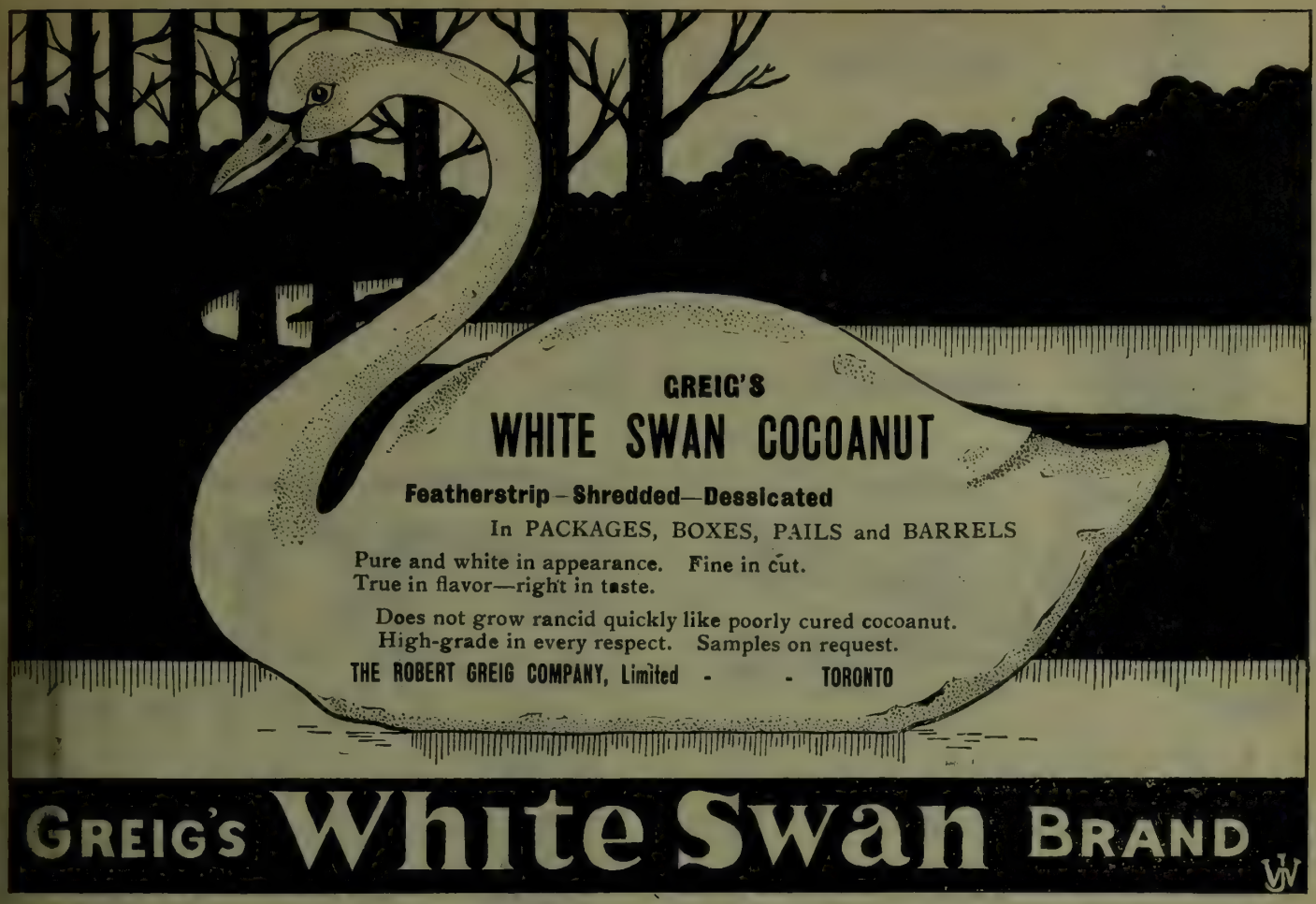
½ dozen in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.

Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.


GREIG'S
WHITE SWAN COCOANUT
Featherstrip—Shredded—Dessicated
In PACKAGES, BOXES, PAILS and BARRELS
Pure and white in appearance. Fine in cut.
True in flavor—right in taste.
Does not grow rancid quickly like poorly cured cocoanut.
High-grade in every respect. Samples on request.
THE ROBERT GREIG COMPANY, Limited - - TORONTO
GREIG'S White Swan BRAND

Doesn't it Stand to Reason

that when you sell a customer an article—jam, for instance—which has a particularly delicious flavor, he will want more of the same kind? Of course it does! Which accounts for the fact that whenever a grocer sells our

PURE FRUIT JAMS

repeat orders come along without fail. We get the delicious flavor by maintaining absolute purity of ingredients—and by using just the right proportions.

Better Write for Our List.

The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - ONTARIO

BARNUM WAS RIGHT!

"You can fool all the public some of the time, some of the public all the time, but you cannot fool all the public all the time."

IT PAYS

to sell only pure Maple Syrup and Maple Sugar, our **Pride of Canada** lines.

The Maple Tree Producers' Association, Ltd.,

Waterloo, - Quebec

We Make This Claim :

that

Shirriff's Highly Concentrated Pure Fruit Essences

are absolutely pure extracts from true fruit. This means, Mr. Grocer, that your customers can absolutely rely on them.

Get our prices to-day and increase your profits.

Imperial Extract Co., - 18-22 Church St., Toronto

Naptha SOAP

MADE IN CANADA

The quality of Naptho has not varied even with the exceptionally high prices of raw materials—neither has the weight been changed.

Sell soap that maintains its standard and gives satisfaction.

The Welcome Soap Co.
Limited
St John, - N.B.

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey108 Princess Street.

JAPAN TEAS

TO CANADIAN JOBBERS :

If you have not yet given us your standards, please forward them immediately, as we would like to include same in our cable code.

We have a few lines of spot tea remaining. Kindly communicate.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

WANT A POSITION

1 CENT A WORD

One Cent A Word Will Secure It

GROCER WANT ADS
BRING RESULTS

1 CENT A WORD

USE WANT ADS

FISH—

This is the season for these goods. We have a supply of the best selling lines.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

CURRANTS

"SOMERSET" BRAND

Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

You can't get more merit out of an article than is put into it by the manufacturer.

Our Matches

are full of merit, best selected dried wood and other materials. Made by perfect machinery and skilled workmen.
Ask for "Laurier" and "Togo" brands.
We save you money on freight charges.

Write for Particulars.

The Improved Match Co. *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

The Delicious Flavor of Purity

is what makes E.D.S. Brand the most profitable line. People want purity ; so they buy

E.D.S. Brand Jams and Jellies

Straight from the tree or bush to the bottle with undiminished flavor is the reason why the government analyst declared E.D.S. Brand the purest in Canada.

Agents: W. G. Patrick & Co., Toronto ; W. H. Dunn, Montreal ; Mason & Hickey, Winnipeg ; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

The word "Sterling" across the face of a bottle of pickles or relishes is a guarantee of quality.

STERLING BRAND PICKLES

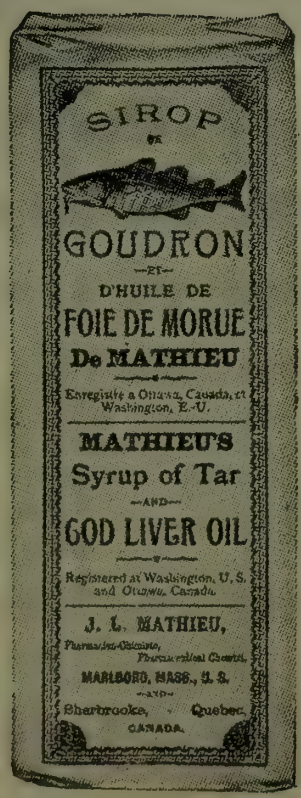
are always good, because only the good kind are made bearing this brand. Such a thing as "seconds", or inferior quality pickles are never allowed to go out bearing this brand.

Order from your jobber or direct from our new factory.

The T. A. LYTLE CO.

Sterling Road, Toronto. **Limited**

(North of Dundas Bridges.) Phone, Park 376.



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 4

NO BAD STOCK

There is no bad stock with Mathieu's Syrup. No loss. It is a quick and constant seller.

However large your holding of Mathieu's Syrup —it is never too large.

Therefore let us have your order for more. This is its best season for selling.

Mathieu's Nervine Powders taken in conjunction with Mathieu's Syrup is the best cure for La Grippe—tell your customers.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

E. NICHOLSON

CODES,
A B C, 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901

D. H. BAIN

CABLE ADDRESS
NICHOLSON WINNIPEG
" CALGARY
" EDMONTON

BANNATYNE AVE EAST
TRANSFER TRACK

EDMONTON BRANCH: NICHOLSON & BAIN
CALGARY BRANCH: NICHOLSON & BAIN

Winnipeg, Man.

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY WINNIPEG EDMONTON

TO THE TRADE:

England consumes nearly four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one eighth as long.

"WHY?"

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs., to the United States 1¼ lbs. of tea per capita. Every English Grocer knows tea; He has made it a study.

Diamond E Blend Coffee

When a coffee has been on the market as many years as this brand—giving entire satisfaction to consumers all over Canada during that time—it is hardly necessary to say anything more to convince the grocer that there is money in the brand for him.

"DIAMOND E" MEANS PROFIT

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

MAPLE SUGAR

The place to buy purest, genuine Maple Sugar and Maple Syrup is right in the district where it is produced. Then you know just what you are getting. I have the real article at the price. Write me.

P. J. GIRARD
RICHMOND, - QUE.

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREOL

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind $1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"
"BOTTOM LIKE THE TOP"

Write for Samples
SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

ACME CANS

MADE OF

EXTRA COATED TIN PLATE

have attained a reputation among packers which is fully warranted by their high quality.

At all times they give greatest satisfaction to packers of every variety of canned goods.

Before placing your order secure samples and prices from us.

ACME CAN WORKS
Montreal

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

Lacquer - Lined Cans

For beets, cherries, strawberries, and other highly colored or strongly acid packs. The inner surfaces of both caps and cans are coated with a vegetable, elastic and neutral lacquer, insoluble in water or fruit acids. This protects the contents of the can from all contact with metal. And being the same shape and size as the standard cans, these packages may be used in the canning factory

WITHOUT CHANGE IN MACHINES

THE
Norton Manufacturing Co.
HAMILTON

RICE

We are headquarters for Fine Rice. Our travellers will show you samples.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

HOLBROOK'S Worcestershire SAUCE

A bare statement in an advertisement is not convincing unless it can be justified by experience in handling the article advertised. We could take up a good deal of your time in making true statements in praise of this Sauce, but instead we merely ask you to test it for yourself. Your decision will be that it is a Sauce which on first trial must secure permanent users. Its particular and pleasing flavor, free from excessive heat, suggests the blending of many choice ingredients and so tickles the palate that its use becomes essential. This has been the experience in the Old Country where its popularity is ever increasing. The next question which interests you is PROFIT, this will be found to be much better than that obtained on most advertised proprietary lines but an enquiry to

Canadian Manager,
H. Gilbert Nobbs

HOLBROOK'S LIMITED
25 Front St., East
TORONTO

Will bring you full particulars.

SPRING ORDERS

Now's the time to sort up your stock of

JAMES DOME LEAD

The cleanest and best stove polish sold.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

NEW IN CANADA

JELL-O The Dainty Dessert

—Also—

JELL-O ICE CREAM POWDER

For making Ice Cream.

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavored.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case $2.25 **Retails 2 for 25c.**

JELL-O, Ice Cream Powder, 2 Doz. case 2.50 Retails 15c. per pkg.

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in pack ing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - - $2.05
QUAKER SALMON, tails, - - 1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Words of Wisdom

for

Manufacturers and Jobbers

THAT YAWNING WASTE BASKET

If business men who use circulars extensively for the purpose of making sales of goods or manufactured articles would sit down and do a little hard thinking they would doubtless save themselves a lot of trouble and a considerable sum of money each year. But unfortunately they are too busy with other matters to devote much thought to the subject of advertising. So they hire somebody to look after the department and let it go at that.

There seems to be prevalent an idea that circulars are the cheapest and best mediums for reaching the public and that if they are well written and beautifully printed they will pull business out of a stone.

How many of those who cherish this fond delusion have definite facts to support it? Not one in a hundred. In some lines of business, especially in the retail trade, good results have been secured from an intelligent use of circulars, but experience has shown that in approaching manufacturers, wholesalers, jobbers and others who conduct large commercial enterprises they are almost worthless.

When the executive head of one of these establishments examines his mail in the morning he finds that from twenty-five to fifty per cent of the matter he has received consists of fancy cards, elaborate folders, artistically printed circulars, booklets and calendars.

The most of these are at once consigned to the waste basket after the first glance without reading. The busy man at the desk hasn't the time to examine them, other things demand his attention. The cost of the advertising matter thus thrown away unread in this one office will average at the lowest estimate from $5 to $10 a day. Multiply this by the thousands of other offices and some idea of the waste of expensive printed matter may be obtained.

How, then, can the advertiser get the attention of the men he desires to reach? Through the newspapers and the trade papers. If he will frame up his selling arguments in attractive form he can rest assured that they will be seen and read by the very men who refuse to examine his circulars. The trade papers are most valuable in reaching definite classes of people. They are selective. Only those buy them who are directly interested in the particular business they represent. Hence the advertiser knows when he puts his announcement in one of them, providing, of course, that it is a representative publication, that every copy of the paper reaches a possible customer.

There is no waste circulation. Every subscriber is a live, progressive business man who wants to be posted in the news of the trade.

Just as soon as the business men of the country wake up to the above facts the frightful waste of money and effort, as represented by circulars, etc., will be stopped and a deeper appreciation of the true value of news and trade paper advertising will prevail.—Editor and Publisher, New York.

The Canadian Grocer reaches every possible buyer—When he gets it he reads it from cover to cover—You can talk straight without fear of contradiction. If your talk is good and goods right, you'll sell.

WRITE FOR OUR RATE CARD

Canned Goods--"SOLEIL" Brand

We are now in a position to take orders, at fixed prices, for

"SOLEIL" Brand

CANNED FRUITS AND VEGETABLES

(Canning of 1908)

The sale of these well known high grade Canned Goods is increasing wonderfully each year, a proof that they are highly appreciated by the consumer on account of their fine quality. ***Prices are exceedingly low considering quality.***

French Peas, "Soleil" Brand

Extra Superfine Peas, in cases of	100
Extra Fine Peas, in cases of	100
Very Fine Peas, in cases of	100
Fine Peas, in cases of	100
Half Fine Peas, in cases of	100
Medium Peas, in cases of	100

String Beans, "Soleil" Brand

Extra Fine String Beans, in cases of	100
Fine String Beans, in cases of	100
Medium String Beans, in cases of	100
Cut String Beans, in cases of	100

Asparagus, "Soleil" Brand

Giant Asparagus, in cases of	50 tins
Asparagus, extra, in cases of	50 tins

Soups, "Soleil" Brand

Cherfil Soups, in cases of	100 tins
Julienne Soups, in cases of	100 tins
Spring Soups, in cases of	100 tins

Medleys of Vegetables, "Soleil" Brand

Extra No. 1 Medleys, cases	100 tins
Extra No. 2 Medleys, cases	100 tins

Carrots, "Soleil" Brand

Rounded Carrots, cases	100 tins
Cut Carrots, cases	100 tins

Celery, "Soleil" Brand

Celery Ribs, cases	50 quart tins
Celery Ribs, cases	100 pint tins
Pease of Spinach, cases	100 tins
Bottoms of Artichokes, cases	100 tins
Extra Fine Flagelets, cases	100 tins

Fruits, "Soleil" Brand

Quartered Apricots, cases	24 bottles
Pineapples, in Syrup, cases	24 bottles
Strawberries, in Syrup, cases	24 bottles
Raspberries, in Syrup, cases	24 bottles
Peaches, in Syrup, cases	24 bottles
Medleys of Fruits, in Syrup, cases	24 bottles
Popular Jams, cases	72 pots

PLEASE NOTE that our OFFICES and WAREHOUSES are now located in our New Building, Nos. 562 to 568 St. Paul St., (formerly College St.) a few doors west of McGill. The trade is cordially invited to call and inspect our new premises.

We have in our different lines BARGAINS of extraordinary value to offer.

LAPORTE, MARTIN & CO., Ltd.,

MONTREAL

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

25 PER CENT. PROFIT

It will pay you as good a profit to handle our

25c. TEA

As our 30c Tea.

LIPTON'S TEA

Packed only in an airtight tin

Thomas J. Lipton

75 Front St. East, - - - TORONTO

Spring Slush

means an increase in the

DEMAND FOR SHOE POLISH

So you'd better get in line for the demand by replenishing your stock of

2 in 1 SHOE POLISH

You can sell more 2 in 1 than any other brand, because it is really satisfactory while being very moderate in price.

Order Now and be in Time.

The F. F. Dalley Co. Limited

HAMILTON, Canada BUFFALO, U.S.A.

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

Established 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular. We devote most of our advertising space to

"PANSY" BROOMS

because we believe it to be the best value on the market, but we are out to get your broom business, no matter what grade your trade demands.

The making of "PANSY" Brooms

READY FOR SHIPMENT.

If you have a trade that calls for only the best of everything we want to sell you "Pansy" Brooms, but if your trade demands a larger and bulkier broom at the same or lower price we are anxious to supply you. If your customers want a twenty-five cent broom we can sell you a line at $2.25 per dozen which eclipses anything offered at the same price.

Freight Paid on Six Dozen Lots.

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

Factory:
15, 17, 19, 21 Jarvis St.

Tartan BRAND FISH

SIGN OF PURITY

LENTEN FEAST

Cod, whole in quintals, 100", 50" cases, strips, bricks and shredded.

Holland Herring, milchers and mixed.

Sea Trout, 100" kegs.

Mackerel, 100" kegs.

Labradors, barrels and half-barrels.

SPECIAL BARGAINS

Evaporated Apricots, Peaches, Pears and Plums, Raisins, Prunes, Figs and Dates.
Tapioca, Salmon.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

THE HOUSEKEEPER

is Judge and Jury in the case of a cup of coffee. Judgment is passed on cup quality only. Chase & Sanborn's high grade coffees are famous for their cup quality.

CHASE & SANBORN

THE IMPORTERS

MONTREAL

MOLASSES 2-lb. tins

SPECIAL

To Retail at 10c.

Warren Bros. & Co., - Toronto

British America Assurance Company
A. D. 1833
FIRE & MARINE
Head Office, Toronto

BOARD OF DIRECTORS
Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D. Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C. Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

THE METROPOLITAN BANK

Capital Paid Up,	*$1,000,000*
Reserve Fund,	*$1,000,000*
Undivided Profits,	*$ 133,133*

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

HOTEL DIRECTORY

DOMINION HOUSE
W. H. DURHAM, Proprietor
RENFREW, - - ONTARIO
The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL
HALIFAX, N.S.

HOTEL IMPERIAL Large Sample Rooms
Steam Heated and Gas Lit
GEO.W. WEBSTER, Prop., Swift Current, Sask.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. Closes in May.

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

Coffee, Its History, Classification and Description
By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

Prompt Shipments

We're in a position to make prompt shipments of ***Essex Corn, Tomatoes*** and ***Pumpkin,*** together with ***Plums, Pears*** and ***Strawberries.*** In addition we have a special proposition to make on ***Apple Butter, Jams, Jellies*** and ***Pork and Beans,*** put up in various size packages. Stocks will be exhausted long before the new season begins. Get our quotations before placing further orders.

The Essex Canning and Preserving Co., Limited

Factory at Essex, Ont.

28 Wellington St. E., Toronto, Can.

A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception, the Canadian grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian agents, secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

There's One Name

in every line of manufacture that stands out against all the rest—that is synonymous with unquestioned supremacy. To carry the article having this prestige is not only to secure to yourself the added profits it makes possible, but to have the satisfaction of knowing that competition of quality cannot possibly reach you.

In the house decorator's mind, it is

The STAUNTON Line
SUPERIOR WALL PAPERS

that have achieved this distinction. It is a wise grocer who buys so well that his customers feel that they too have chosen with wisdom.

Go through your stock to-day—sort up—and send us an order that will bolster those weak places and bring your racks into such shape that you can meet without apology requests from customers to see wall-papers. A postal card with the pattern numbers will do—or we'll send you samples to choose from if desired.

STAUNTONS, Limited

929 YONGE STREET, - TORONTO

THE KING PIN OF ALL!

OUR FAMOUS

Red Label Imperial Maple Syrup

Now that Spring is here and people are using Syrups, you can begin to stock up. It is just as easy to get the best and infinitely more profitable.

It's not exactly what you pay, it's what you get for what you pay.

There are a good many other Syrups offering, but none of such all-round excellence as **RED LABEL IMPERIAL MAPLE SYRUP.**

SEE OUR PRICES :

Quart Bottles,	12 to Case	**$2.40**
Pint Tin, Wine Measure,	48 "	**5.20**
¼ Gal. " " "	24 "	**4.80**
½ " " " "	12 "	**4.80**
1 " " " "	6 "	**4.50**
5 " " Imperial "	1 "	**4.00**

MAPLE SUGAR—Our guarantee for absolute Purity protects you. Not one of the many samples collected by the Government found to be adulterated, (see Bulletin 140 Inland Revenue Department.) This is convincing.

Our extra light colored Sugar we have picked as a winner for this season. You will find it a good proposition.

Send in Your Order

including, if desirable, Goldenette Syrup and Kitchen Molasses in the assortment.

Imperial Syrup Co., Montreal

For Lenten Trade

We are making specially attractive prices on

FISH

Salted, Smoked, Canned and Pickled

JAMES TURNER & CO. LIMITED

Hamilton, Ont.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

Our Personal Supervision of the various steps in the process of manufacture of ***WHITE MOSS*** Cocoanut guarantees you the finest line produced. The head of our establishment is a man who knows the business from the ground up. He has spent his life making cocoanut. His stamp of approval means perfection.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson.

TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto.

Help Yourself by Helping the Farmer

A Suggestion for Building Up Canadian Retail Business—Greater Opportunities for Development in Agriculture Than in Any Other Industry—Prosperity of Farmers Means Directly More Business for the Retailers.

With a firm belief in the stability of the position in which Canada stands today as regards business, and with an encouraging outlook for Canadian trade and commerce generally, we believe the present year, 1908, will be one of the most prosperous and most successful in the history of the Dominion. There is one fact, however, on which this result is directly dependent. From the very nature of our country the material progress and prosperity of the greater part of Canada is admittedly dependent on the prosperity of the industry of agriculture. If Canadian farmers are well situated financially, all other business interests will necessarily be active and healthy.

With this fact in view it is very evident then that any movement or circumstance which conduces to the prosperity of the farmer, who is the basic wealth producer, must prove beneficial to all branches of commercial activity. This is a fact, which while we have heretofore admitted its truth in theory, has not influenced the great majority in their attitude toward the farmer and the farming industry. As a consequence, efforts to place it upon a better basis have not met with the general encouragement which would have been accorded it, were its importance, from a national standpoint, appreciated.

The farmer is the best customer the Canadian retailer has. He not only buys more goods, but on the whole, he buys a better class of goods and he pays his bills. In spite of this fact he has been neglected.

The Retailer's Opportunity.

Here is where the question touches the retailer. He should see that to encourage the farmer is to promote his own interests. If agriculture can be made a more profitable business, and the farmer becomes more prosperous, he will naturally spend more money for the goods the merchant has to sell.

The opportunities for development are greater—many times—in the farming industry, than in any other. Many who read this will not believe the statement. Indeed, many farmers—unfortunately the majority of them, either do not believe it or they do not realize it. It is a fact, nevertheless, and must be recognized.

Possibilities of Production.

Canadian farms are not beginning to bring out the wealth they are capable of producing. The last year for which statistics are available, the average yield of wheat per acre in Ontario was 24 bushels and a fraction. No one will say that this yield represents the best possible average results, but the majority of persons will be amazed to learn just what the possibilities in this one instance are. If the condition were ideal, if the seed were perfect—no weak, or worse still, dead grains—if the soil were properly cultivated and the grain properly covered after sowing; if the land were clear of weeds and if reasonably favorable weather conditions prevailed, instead of producing 24 bushels per acre the yield might be 250 bushels. That is, the number of grains of wheat in the bushel and a half necessary to sow an acre of land are capable of producing 250 bushels.

These are under ideal conditions, it is true, and possibly they will never be absolutely reached, and yet their accomplishment is quite within the range of human possibility. Think of the practically limitless opportunities. If Ontario's average grain yield were but increased five times instead of ten, as it might be, imagine the added wealth such an increase would represent.

Some Examples in Figures.

That the Canadian farms are not producing anything like the wealth they might, must be admitted. Here is more direct proof of it: The average yearly yield of milk of the cows of Ontario is not over 3,500 pounds, according to the statement of C. C. James, Deputy Minister of Agriculture. There is a herd of cows at the Guelph Agricultural College and the average yield of four of the best cows in that herd last year was 13,008 pounds, not quite ten times the average yield of the cows of the province. These four cows produced a profit over value of feed of $279.88, or an average of $69.97 as compared with a net average profit for the cows of the province of less than $7.75.

Were the dairy cattle of Ontario equal to the average of the Guelph herd—which is quite possible—instead of producing $17,000,000 worth of cheese last year, the province's cheese production would have been worth more than $160,000,000.

A Local Application.

Let us localize these figures. Oxford county last year produced cheese to the value of $1,200,000. With cows equal to the average of the four at Guelph, the farmers would have had more than $10,000,000 from their sale of cheese alone. Would the retailer of Oxford county have done more business had the farmers received $10,000,000 instead of $1,200,000? The answer is easy.

Of course, results such as are here suggested could not be secured in one year. The improvement in the value of the product of the agricultural industry can only be gradual and of an evolutionary nature.

To Make 1908 Prosperous.

There are some things, however, which may be done to make this year, the year 1908, the most prosperous and the best in the history of Canada, so far as the farming industry is concerned. To the accomplishment of this end the united energies of the farmers, as well as the merchants and business men in all branches, should be directed. Some of these things the farmer must do himself. He must plan for the biggest crops he ever harvested and he must work towards this goal. It is not too early to prepare for the season's crop. In the first place, he must get his seed, and he should exercise the greatest care to see that it is the very best possible. If this is to be the banner year the farmer must also see that the land is given the necessary cultivation in order that it may provide the most perfect facility for the multiplication of the seed.

The Problem of Help.

The question of help is one of the most serious problems the farmer has to solve. If, because he cannot secure the help necessary, he is able to work only fifty acres of his hundred-acre farm not only will his income be only half what it might be, but his spending ability will be only half what it would otherwise be.

The solution of the help problem lies, it would seem in this fact. Farmers must erect houses—not necessarily costly dwellings—on their farms and engage married men—men who are now in the cities, and who, if the accommodation were afforded, would gladly take their families to the country. This again works to the advantage of the merchant in the country district, because it not only increases the profit of the farmer, and makes it possible for him to spend more money, but it also practically doubles the population of the farming communities and likewise the number of prospective customers.

Profitable farming cannot be done with fewer men. If the tremendous possibilities of agriculture in Canada are to be reached, the farm population of the area at present under cultivation must be doubled. Farmers, themselves, should be made to realize this, for their own benefit, as well as for the sake of the general prosperity of the Dominion. Steps should be taken at once to build on every farm, where one has not already been built, a dwelling for the help.

Encourage the Farmer.

The practically unlimited possibilities along this line of effort, justify business men—merchants and manufacturers—giving every encouragement to the farmer; driving him, if necessary. Only a few farmers, a sprinkling here and there, have taken a wide enough view to realize what lies before them, and they may have to be convinced in spite of themselves that they are the mightiest factor in Canada's future industrial progress, since agriculture offers much more scope for development than any other industry.

In this proposition The Grocer sees the supreme opportunity for Canadian retailers. No movement yet undertaken promises a fraction of the direct personal benefit to them that this movement for the development of agriculture does. Every factor which results in the improvement of the financial position of the farmer benefits the retailer as soon as it does him, because his increased income is useless to him until he has spent it with a merchant in the procuring of some necessity or luxury.

This is an opportunity; in the first place, to inspire and encourage the farmers to make this year the most prosperous in their history, and to in-

augurate the campaign for the speedy adoption of the newer and modern farming; the farming which will increase five or ten-fold, the earnings of the Canadian farms.

How the Work May Be Done.

It is worth retailers becoming enthusiastic over. Here are some of the things they might do: By personal contact with farmers get them to attempt what has been suggested in this article; enlist the support of the local press in bringing to the farmers a conception of their opportunities; call a meeting of local business men and discuss the question and endeavor to secure concerted action; then get a meeting of farmers themselves and talk it over with them. They do not know themselves yet, what a future they have in store; get some speaker to go and tell the farmers and your fellow-merchants what the enormous possibilities are. If there is no local man who has the enthusiasm or who is in possession of the knowledge write The Grocer and one will be sent.

No other commercial problem looms so large in Canada to-day. It is a matter, which, if taken in hand and carried forward, will give retail business a magnificent impetus. Will the readers of the Grocer grasp the opportunity?

* * *

The Ontario Agricultural College, Guelph, recently issued some information for visitors which, in connection with the preceding article, will be found particularly interesting. The matter describes the work being done at that institution along the lines suggested in this article and will be found below.

WHAT OUR DIFFERENT DEPARTMENTS DO FOR FARMERS.

The Ontario Agricultural College was established in May, 1874. The first winter term opened January 1st, 1875, with 28 pupils in attendance, "all that could be crowded in." In January, 1908, the thirty-fourth winter term was begun with 837 students in attendance.

The following is an outline of the work done in the several departments:

Field Husbandry.

Improve by systematic selection and by cross fertilization old varieties of field crops; originate new ones of greater value and distribute same to farmers throughout the province. Instruct farmers' sons in the different systems of farming; different kinds of soil; application of manures; preparation of land; examination of farm seeds; methods of cleaning and selecting seed; study of cereals, roots, fodder crops, grasses, clovers, methods of sowing, harvesting and marketing.

Animal Husbandry.

Recent investigations have dealt with the relative value of short keep and long keep steers for feeding purposes; the relative merits of feeding steers in loose boxes and tied in stalls; the cost of raising pigs from birth to market; and a beginning has been made in the cross-breeding of swine. Students are given practice in judging horses, cattle, sheep and swine; lectures are delivered on breeding and pedigrees, feeding and management, and the history and characteristics of the principal breeds of live stock. As a result of the efficient manner in which this branch of the work has been carried on, the recent honor won at the International Live Stock show in Chicago is sufficient evidence.

Dairy Husbandry.

The herd—16 cows: Average yield of milk per cow. 9,585 lbs.; average amount of butter per cow, 399 lbs.

One cow in 365 days gave 20,778 lbs of milk, or 913 lbs. of butter. The average cow in Ontario gives less than 3,000 lbs. of milk per year. Hence the need for careful selection, proper feeding, and impartial weeding out. The cost of feed per cow varied from $25 to $45. The profit per cow, over cost of feed varied from $5 to $45 on butter, and from $37 to $140 on milk.

The improvement in the quality of butter at hotels and in the homes of the people in towns and cities may be directly traced to the traveling dairies that started from our dairy department and visited all parts of this Province.

Physics.

This department is prepared to send a representative to any farm in the Province of Ontario, to take the levels of the land, locate the drains, and give information generally on the subject of drainage; the only expense assumed by the farmer being the man's travelling expenses at the rate of one cent per mile each way, together with his keep.

To be able to conserve soil moisture is one of the most important problems confronting the farmer to-day. All plant food is available only when in solution, consequently when the land is hard and dry plant food will be scarce and crops must suffer. Experiments are being conducted in the physics department all the time along these lines.

Botany.

Treats with the subject of weeds and how to destroy them; the question of fungus growth, and when and how to spray to exterminate it; the importance of growing grasses and clovers; the identification and prevention of smut, rust, mildew, etc.

Entomology.

Comprises a study of the life history and habits of insects, in order that they may be promptly checked. Farmers' boys are taught all about insecticides, and bulletins are written and sent broadcast to the farmers of the Province.

Horticulture.

Instruction is provided in the growing of all kinds of fruit, vegetables and flowers, and experiments are conducted with the small fruits, and with cover crops for the orchard. Through the agency of the experimental union leading varieties of fruits, fruit trees, and flowers have been distributed throughout the Province. Thus each grower may select for himself and grow more extensively the varieties which give the best results on his own particular farm.

Bacteriology.

Nitrogen is one of the principal needs of a plant. It is worth, commercially, about 20 cents a pound. The air is 80 per cent. nitrogen, and yet plants cannot use it in the form in which it exists in the atmosphere. Certain bacteria, if introduced into the soil, will work on the roots of clover and other leguminous plants, take the nitrogen from the atmosphere, and convert it into plant food. Our bacteriologist propagates in his laboratory, and supplies in small bottles, millions of these nitrogen-forming bacteria, which may be spread upon the seed before it is sown, and thus introduce into the soil these nodule-forming bacteria. A crop of clover will leave in roots alone about fifty pounds of nitrogen per acre. Thus the plant food supplied to the soil by a crop of clover is $10 per acre in one year, and the farmer has the clover crop, tops, and leaves to the good. This, if practised on every farm, would mean millions each year to this Province.

Chemistry.

An analysis of water, feed stuffs, and fertilizers, such that will aid the farmer in arriving at a true idea of their value. With wheat and flour too, work is being done to determine the best milling varieties and to ascertain from the differences in composition whether some scientific basis could not be found which would make the blending of the home grown varieties of wheat more profitable.

Forestry.

By furnishing seeds, seedling trees, or cuttings free of charge, this department is endeavoring to assist farmers to improve their woodlots, plant shelter belts, and reforest waste portions of the farm.

Poultry.

Chickens used to sell on the market anywhere from 20 to 30 cents apiece. To-day they bring three times that amount, where they have been properly fed, killed and dressed. We have no trouble in disposing of our poultry here at from 12 to 15 cents a pound dressed, and our students are taught how to breed and feed so as to obtain these results. We have four different styles of poultry houses, to test the effects of heat and cold on the egg-laying proclivities; hence we find that the coldest, and therefore the cheapest house is the best, and that fresh air, not warm air, is essential to good egg production.

Macdonald Institute.

Three things are taught: Domestic Science, Manual Training and Nature Study. In domestic science there were 260 girls in attendance last year, each one being obliged to learn cooking, sewing and laundry work. In a Province where over 90 per cent. of the women do their own housework, what a blessing it would be if they were all properly trained for their daily duties. Manual training makes boys and girls handy in the use of simple tools, and nature study, which is really elementary agriculture, helps teachers to the extent that they may return and give to their pupils an education that will more nearly fit them for the earning of their daily bread.*

*See editorial on this subject, headed "Building for Business."

THE CANADIAN GROCER

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BUILDING UP BUSINESS.

The farmer, as a class, is the most generous spender in all Canada—the best customer of the manufacturer and merchant. The more money he makes the more he spends with the retailer. He is not making anything like what he should for the land he occupies and the labor he expends.

It was pointed out in these columns recently that in three items alone, beef, bacon and cheese, the revenue of the Ontario farmer alone increased $35,000,000 a year through the adoption of improved methods. This means $200 a year to each farmer in the province. Suppose each merchant has 100 farmers as customers, this means $20,000 a year increase in the money these people might spend with him. This is something worth while. It could be made double that easily by further improvements in farming methods and every merchant and manufacturer can help by encouraging the work of the agricultural colleges and departments of the Dominion and their own province, but particularly by encouraging the farmer to go in for methods that will make more money. Get him to attend the institutes and shows, read good papers, visit the colleges and experimental farms and send his sons and daughters to study there.

The college at Guelph recently issued some information for visitors about the work they are doing there, which our readers can gossip about with their farmer customers. In any province where they are not doing as well as in Guelph business men should draw the attention of their legislators to it. The article appears elsewhere under the head "What Our Different Departments Do for the Farmer."

POSSIBLY AMERICAN BUTTER.

Whether or not the butter market within the next three weeks will warrant the importation of American butter is a problem before produce merchants to-day. Recent high prices have curtailed consumption of the article, and if demand is below average for the next few weeks dealers will be tided over to the first packages of the new make arriving in about a month, which will obviate the necessity of importing supplies from the States. To bring butter into Montreal for sale at a profit a 35c market would be necessary, equal to a price of 38c or 40c chargeable to the consumer. To-day butter might be purchased in Chicago at 29c a pound, and brought on to Montreal on payment of a freight of ½c a pound and a duty of 4c a pound. It is the duty which makes it impossible to bring butter in right away to be sold at a profit. But for this protection there would be a great amount imported owing to the scarcity of the home trade article.

If butter is to be imported from the other side prices must advance to what they were recently, when 40c was obtainable from the consumer. This is possible, but not generally considered probable by dealers. But the past has been an abnormal season and improbabilities have occurred.

ASSOCIATION PROVIDES A REMEDY.

Reports from the coast tell of a struggle which has been going on for some time between retailers and wholesalers over an old and vexed question. The retailers claim that the wholesale houses are supplying hotels, restaurants, etc., with groceries at wholesale prices to the exclusion of the retail trade. Similar complaints have come in to us recently from various points in Ontario.

The matter is an old and troublesome one and yet one in which the retailer seems to be right in his complaint. He is the chief customer of the wholesale house and his interests should be considered. The question is one, however, which might be discussed interminably with no result, but a remedy is not far to seek if action will be taken.

If the grocers in any town or district in which this question was pertinent, were organized in a representative association the methods complained of need not exist long. The association could easily take such a strong stand against the wholesaler or manufacturer who seemed to be overstepping their privileges that the matter would be remedied at once.

An instance of this arose recently in an Ontario city where there is a strong grocers' organization. Complaints were made that certain outside firms were selling biscuits to hotels and cafes at wholesale prices. At a meeting of the association the matter was considered and the secretary was instructed to write the firms in question informing them that unless the procedure complained of were stopped the retailers would refuse to handle their goods. We have not as yet heard the issue but it is pretty certain to be favorable to the retailers.

This is only one of the many ways in which a grocers' association would be a practical benefit to the trade in your town. Why not proceed in the matter of organization?

TAKE TIME TO PLAN.

Too many merchants are to-day hurrying through one job and rushing into another without giving a moment's time to considering the best way to do the new task, or as to how the best results can be accomplished with the least labor. It is no uncommon thing to see a man rush into a task in this unprepared manner and after working on it for a day or so find out some method by which the same results could have been accomplished in half the time.

When business men are themselves doing these things day after day, what is to be expected of those who work for them and under their direction? Clerks are even more apt to waste their time in this manner, especially if they have taken up a regular routine of duties. Not because they want to put in their time without making anything for the employer, but because they fall easily into ruts. They will continue to carry out the daily programme week after week in the same way, without trying to simplify it in any manner.

Managers should so arrange business duties as to give themselves time to think of the best methods of doing not only the things they expect to do themselves, but also to simplify the

work of the office force, the sales force, the shipping force, etc.; in fact, in whatever part of the business simplification is needed, and once the manager starts on this kind of work he finds that every part of the business needs it, and every employe, from the delivery boy up, can be made to produce more results in the same length of time by merely taking time to first figure out the most simple way to accomplish desired results.

UNSATISFACTORY EVAPORATED APPLES.

This has been rather a troublesome year for apple buyers in Canada in more ways than one. Now we are beginning to hear serious complaints as to the quality of the evaporated apples which have been turned out by some of the factories this year. Those in the trade say that owing to the high prices for apples prevailing early last season the farmers sold all their best stock to green apple buyers and turned mostly culls over to the evaporators. It is impossible to handle such fruit satisfactorily as it will not permit of being cut in the proper rings. As a consequence a large quantity of the stock now held by the factories is said to be small and chippy, which makes it almost impossible to dispose of on either home or foreign markets.

The matter is one that should be remedied. Evaporators must procure a better grade of fruit and refuse to handle the culls. Considerable business is being built up at the present time in foreign markets in Canadian evaporated apples but a continuance of the practice mentioned above will be very deleterious to this. The sooner the matter is remedied the better for all concerned.

REPORT SHORTAGES PROMPTLY.

A thorough inspection of goods at the moment of their delivery by the transportation authorities cannot be too strongly urged upon the retail merchant. The great, and in many cases, the only disturber of those harmonious relations which exist generally between the jobber and the dealer, is the annoying claim for shortage which is occasionally made upon the consignor by the consignee. The latter will be the first to admit that nothing could be more irritating to a firm than to be informed, some time after the receipt of the goods has been acknowledged, and the whole transacted relegated to the accountancy department, that such and such an order had been sent out incomplete. The enormous amount of time and labor wasted in looking into the matter, the extent of the correspondence involved, can be understood only by those who have an inside knowledge of the clerical work of a big wholesale house. Many transactions have, in all probability, passed through the books between the dispatching of the particular order in dispute and the notification of the shortage; the whole consignment has been forgotten by the busy packing department, and a satisfactory tracing of the matter is thus impossible.

In this question of claiming for shortage we do not hold a brief for the jobber by any means. If there is a just claim against the latter, the retailer would be utterly unbusinesslike not to make it. But the great point is that that claim should be made immediately upon the arrival of the goods, and not at such an interval afterwards that the consignor is placed at a disadvantage in investigating the fairness of the claim, and in apportioning blame, if blame is to be apportioned, to those responsible. The reasonableness of this contention cannot be denied, especially in view of the railroad pilfering that apparently goes on more or less successfully throughout Canada, and of which, in many cases, the wholesale house has to stand the brunt. We are informed that there has been quite an epidemic of this species of thieving lately, and especially in regard to goods consigned west. Pilfering, of course, has to be made good by the proper authorities if the merchant refuses to accept delivery. But, as an informant writes us, merchants often carelessly sign a clean receipt without giving that inspection to the consignment which would make clear at once that the cases had been tampered with. The result is that later on the jobber is requested to make good when he is in no wise responsible.

It is essential that merchants, or their employes, should exercise the greatest care in giving receipts. When the store is busy, it is of course a great temptation to sign with but a cursory checking of the number of cases, but the short time required to give that examination to the consignment which would detect any pilfering would be time well spent. Claims for shortage are irritating, not to say distracting, alike to consignor and consignee, and are not conducive to smooth business transactions, especially if the dispatcher may have reason to suspect railroad pilfering, but, of course, after the delay in notification, is not in a position to prove the fact. The merchant, in fairness to the jobber, should pay careful attention to the condition of his cases before signing for them. By refusing to give a clean receipt he will help in the detection of the culprits, and make the authorities more vigilant over the goods given in their care, besides saving the wholesaler an unjust claim for shortage.

ADVERTISE AS YOU TALK.

Retail advertising that does not possess some of the chief qualities of a good salesman fails in its purpose. It should address the public in much the same tone as you adopt in talking to customers over your counter—a tone of reasonableness that is calculated to convince. Some merchants have utterly failed to grasp this point. They are the sensational advertisers who use up valuable space to exclaim that their entire stocks will be "sacrificed regardless of price"; that goods will be sold at "ridiculous" rates; that the "cutting and slashing" of prices at their stores is unprecedented in the history of merchandising; that they practically give away "dollar bills for fifty cents"; that theirs are the "greatest price-cutting sales on earth," etc. Imagine any one of these merchants making use of such terms while endeavoring to actually sell goods to a client! He wouldn't think of doing so. Then how in the name of reason can he justify their employment in his advertising?

COACHING THE STAFF.

The wholesalers and manufacturers throughout the country are learning that the salesmen's convention is an important force in selling goods. By getting the salesmen together periodically and threshing over selling points and every other point affecting the business with them the efficiency of the force is greatly increased and the business grows as a result.

There is no reason why this plan cannot be worked in every retail store. The progressive merchant, anxious to bring his store staff to its highest selling efficiency, will find that by getting them together for talks about goods and store problems better results are sure to come.

It is easy for members of the staff of any business institution to get sore and discontented, to think that their prices are the highest, that their house is the least accommodating, and that there would be a better opportunity with some other house.

That they get into this state of mind is the fault of the proprietor. He should talk all of those points over with them, and the best place for it is the staff meeting held weekly or twice a month, as may be thought best.

THE SITUATION IN THE WEST

Conditions in the Grain Markets, Whea t Market Strong Under Active Demand, Oats Have Graded Low—Signifi cant Consolidation of Lumber Companies—Improve ment in Real Estate.

The Western Viewpoint by our Special Winnipeg Correspondent.

Inspection returns for the first six months of the crop of 1907-8 make interesting reading in the light of the prices that have been paid and the scare articles in American papers as to the western farmers starving because all the grain was frosted. During the period mentioned there have been inspected out of the crop of 1907, 39,804,000 bushels, and of this amount 19,301,730 bushels were of contract grade. During the same period last year there was inspected out of the crop of 1906, 37,659,510 bushels and of this 18,937,930 bushels were up to grade. The difference of course lies in the fact that while in 1906 the bulk of the contract wheat was No. 1 northern and no hard, the bulk of the 1907 contract was No. 2 and 3 northern. However, the much higher prices obtained this season, even allowing for the slump at the time of the bank stringency, have made the wheat sold much more valuable to the farmers than that of the previous year. Not only is this the case, but the low grade wheats, such as Nos. 5 and 6, have sold for very high prices from time to time, making the average of the whole season a very good one.

* * *

One feature of the report which cannot fail to cause regret is the fact that so large a portion of oats have graded rejected, in all 3,328 cars, as against 148 last year. This has been occasioned by the frosting of the oats, and though many of these samples have been extremely fine in appearance and of exceptional weight, as they cannot be used for either milling or seed, they had to be classed as rejected. This has made the task of securing seed oats an exceedingly difficult one and indeed it is expected that the acreage sown to oats this season will be considerably curtailed on this account. However, though the oats have not brought as high a figure as unfrosted oats would have done the price has been good, as the scarcity of feed in Ontario has made the demand good, and prices have ruled high accordingly. Taking into consideration that 1907 was most distinctly an off year, the returns of the past six months are very gratifying, not only as to quantity but also as to quality. It must be borne in mind, however, that while last year at this time interior elevators were full to repletion, owing to the car shortage, and farmers had still enormous quantities in first hands, this season cars have been abundant, the winter has been ideal for crop movement, and there is no doubt the bulk of the wheat is out. Interior elevators are carrying comparatively small stocks at present and it is questionable if now there is even four million in farmers' hands to come forward. The government seed purchasing depots have brought out the good wheat and much that has been inspected at Winnipeg in the past three weeks has been forwarded in consignment with a view to its being used for seed and if not suitable, to be sold.

This brings us to the condition of the wheat market, which has been one of great strength for the past few days. The demand from millers for contract wheat has been steady and persistent, while offerings have been very light and in consequence a good many purchases have been made at 1 to 1¼ premium for one and two northern. Demand for low grade wheats is very active, export trade has shown considerable revival, and during Friday a bid of 1¼ premium for No. 4 failed to bring out a single bushel to the man who was trying to fill a 20,000 bushel order.

"Some day soon we will see fireworks on this market," is the verdict of some of the most conservative men in the trade and that is also the opinion of your correspondent. No one knows just how small is the amount in farmers' hands, but everyone is pretty well assured that it is small and this means that any sudden increase in demand will send prices skyward. It may not come until navigation opens, but it will come without doubt and then those who have been consistent bulls all winter will have the extreme satisfaction of saying "I told you so."

* * *

One of the events of the week that is of supreme importance to the west, in that it so materially affects building, is the application for charter of the "Union Lumber Company," with a capital of $10,000,000 and controlling 3,000,000,000 feet of standing timber. This company consolidates no less than seven of the leading lumbering plants of the Canadian west, including the "Red Deer Lumber Company," Barrows, Sask., with a new and up-to-date mill, second to none in Canada; the Elk Lumber Company, with splendid mills at Fernie, B.C., built of concrete; the Sunset Timber and Lumber Company, the Yale-Columbia Lumber Co., and other smaller concerns, with mills at Nelson, Cascade, Revelstoke and Westley, B.C. Other large mills will be erected this spring. The new company are also interested in coal lands. The object of combination is to reduce cost of production and the new company claim they will be able to handle the entire output for one-third the cost of the separate plants. This will be good news to the west. One of the raciest things said at the recent agricultural meetings was a remark of A. P. Stevenson of Nelson, Man. Someone asked him what he thought of the cost of lumber and he replied: "I bought 1,000 feet the other day and it is piled in my yard. Every time I pass it I feel like taking off my hat as only paying due deference to so small a thing which cost so much money."

* * *

The real estate situation continues to show improvement in the number of inquiries, if not in the actual number of sales. All the larger firms report an increase of inquiry from Great Britain especially with regard to sites suitable for factories or for industries already established.

Retail trade is good and one of the noticeable features of the wholesale fur trade is that stocks are better cleaned up than they have been for years, the Pacquets, the Redmonds and that ilk are well sold out. Inquiries among the fur and departmental stores, where furs are sold exclusively for cash, elicited the information that it was only the extreme fag ends which are being carried over. The winter has been the mildest for 30 years, furs were somewhat reduced in price because dealers were afraid of their stocks and it shows that furs this winter have largely been bought as a personal investment, because it was an advantageous season to buy, which does not look like very hard times.

Probably in no city of the worlds are furs worn so extensively by all classes as they are in Winnipeg. It is safe betting that any day in Winnipeg, cold enough to wear furs, one sees an investment of $1,500,000 on the streets in fur garments alone. This is a very conservative allowance. These are minor facts, perhaps, but they have their significance to the man in trade.—H.

INDEPENDENT CANNERS MEET.

Organization of Association is Being Completed—Members Entertained by Local Firm.

The Independent Canners' Association of Ontario held their second meeting on Thursday and Friday of last week in the King Edward hotel, Toronto. A large number of the members were present, and the work of completing the organization was proceeded with.

On Thursday evening the members were entertained by Rolph & Clark, lithographers, to a most sumptuous banquet and theatre party. The supper was held in room G, and it was a veritable treat. About forty sat down, the head table being occupied by President E. D. Smith, Winona, and S. Edgar Mastin, seated respectively on either side of Mr. Rolph. R. W. Ball started the ball rolling, and happy speeches were given by President E. D. Smith, Mr. Mastin, Mr. Rolph, Mr. Clark, Mr. Grew, and Mr. Lowe, St. Catharines.

The thanks of the canners were expressed to their hosts in a motion by Mr. Mastin, and seconded by Mr. Lowe, after which the party adjourned to the Royal Alexandra theatre. The Grocer's thanks are also due Rolph & Clark for a very pleasant and friendly evening.

Another meeting for further business will be held on Saturday, 14th, also in Toronto.

HOLD ANNUAL MEETING.

The annual general meeting of the shareholders of White & Co., Toronto, was held at the company's offices, on Monday, 24th ult. The statement presented showed a very satisfactory state of affairs. James Langskill was re-elected president, and W. H. Despard elected vice-president and general manager.

D. J. Jamieson & Sons, general merchants, of Vankleek Hill, Ont., have dissolved partnership, D. F. Jamieson continuing the business.

A ST. PATRICK'S DAY WINDOW

An Attractive Display for the Irish Saint's Holiday—How the Window is Dressed and Built Up.

There's nothing like timeliness in window display, and the more a grocer's windows conform to the season, provided the other necessary features of this department, cleanliness and good judgment are observed, the greater factors should they be in bringing in business.

Two weeks ago we illustrated a Lenten window. This week we show one which would be particularly appropriate for next week, in which the holiday of the good old Irish patron saint, St. Patrick, comes on Wednesday. The idea and sketch are borrowed from our contemporary, the Modern Grocer, of Chicago.

The prevailing idea is to commemorate the day by making the shamrock, its symbol, very evident. To follow this design closely a wall or background is needed at the rear of the window. This may be readily provided for by covering a light framework with cotton or paper.

In this display a large shamrock is made of green cloth and is tacked in position on the background. Upon each leaf a harp is painted in white paint.

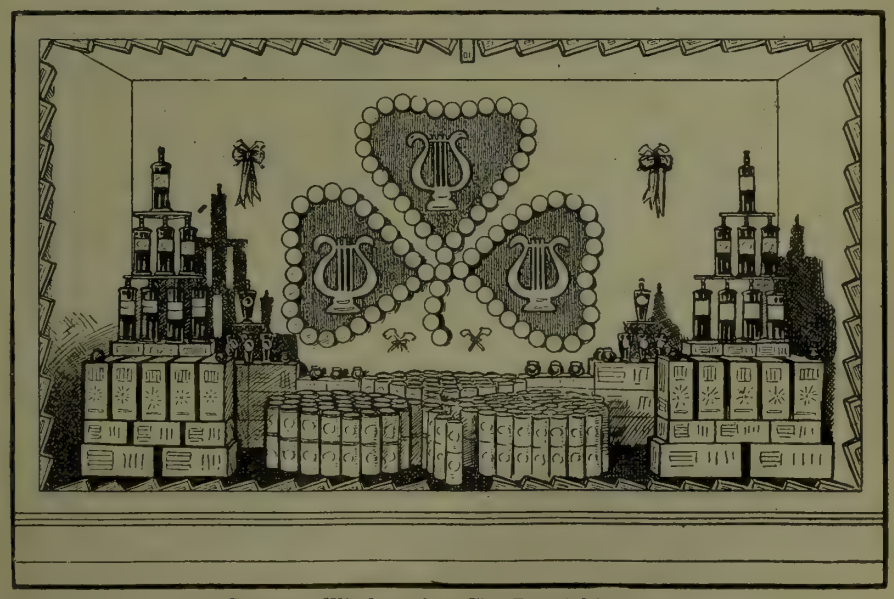
Around the edges of the shamrock runs a border of flat cans, such as contain stove polish. These cans are held in position by twisting wires around each one, that is, having two wires, and after passing them about a can twist them together and pass on to the next can, driving a tack in between to hold the wire in place. The stem of the shamrock is also made of cans.

In the floor design another shamrock is formed by stacking canned goods of almost any description into that shape.

Cartons stacked at each side and across the rear with bottled goods displayed to advantage on top complete the floor design.

Against the window pane cartons may be placed so that just a corner of each extends beyond the frame. Irish pipes tied with large green ribbons tacked against the rear half are brightly suggestive of St. Patrick's Day.

This window, which may be inexpensively built with very little trouble, is bound to cause a good deal of interest in your town, and that is what you are after. Get the people talking about your store, convince them that you handle satisfactory goods and additional business is bound to come.



A Grocery Window for St. Patrick's Day.

WINDOW DRESSING AS ADVERTISING.

In speaking of window dressing, in an address before the Ad Club, of Cleveland, recently, George J. Cowan gave out some excellent ideas. The following paragraphs are reproduced from his address:

"Every store should make some sort of appropriation for its show windows as well as for its other advertising. In a window the goods sell themselves, the customer can see the color, texture and style. Don't you think that fifty dollars spent for an attractive window will bring results far in excess of the amount expended?

"That the window trim is an advertisement of undisputed effectiveness is especially evident where the window trimmer and advertising man work in close sympathy with each other. This is not always done as harmoniously as it should be for every newspaper advertisement of particular import should present its graphic duplicate in graphic window display. Thus the merchant gets every possible ounce of effect out of his newspaper effort. The passer-by who may have noticed the advertisement carelessly is attracted to the window trim and receives the second impression that so often makes the sale. The window trim is a high-class advertisement. The most successful merchants in the country put their finest goods in their windows.

"Some stores talk price and others quality. Around the first must be marshalled the argument of price, but around the other must be summoned the charm of beauty and art. Style, price, variety, magnificence, attractiveness—you can use al these different arguments in your windows to induce people to stop and buy.

"Coincident with this great and growing interest of the retailer in better window trims you will note that the advertising methods of the most progressive manufacturers include systematic work with retail window trimmers. I believe the time is coming when every well-planned campaign will supplement its magazine, newspaper and trade paper advertising with a well defined series of window advertisements. This is already done by the most enterprising in their respective lines, and the results justify decided increase in the effort. If you are a manufacturer and show the retail trade that you appreciate his local condition sufficiently to furnish him with ideas and suggestions for window back grounds and displays, emphasizing the importance of your branded lines, you will find that he is anxious and willing to co-operate with you to the fullest extent possible."

FACTS ON FOOD ADULTERATION.

Some Statistics Handed Out As Result Of Inquiry in the Commons.

Some interesting information in regard to the adulteration of food was handed out during the regular sitting of the Dominion House on Thursday, March 5th. E. D. Smith, M.P., asked how many firms had been fined for manufacturing and selling adulterated food in 1906 and 1907, how much was the average fine and the average cost to each person fined.

Hon. Wm. Templeman, Minister of Inland Revenue, replied that seventy-nine persons, or firms, paid the cost of collecting and analyzing samples at an average cost to each person, or firm, of $10.18. Eight persons, or firms, were fined through the courts. The average fine was $10, and the average cost to each person, or firm, fined, was, so far as the department could determine, about $18.

Grocery News from Coast to Coast

Letters From Our Special Correspondents in the Principal Cities and Towns in Canada—Happenings of the Trade for the Week.

BRANTFORD.

The recent weather has been most unfavorable in this vicinity for the grocery trade. The condition of the roads leading from the country to the city is very bad. As a result the markets have been smaller and there has been an appreciable falling off in the spring business. The fact that there are many men out of work in Brantford also has its effect on the merchants, particularly on the grocers and butchers. In excess of six hundred men, who are out of work, have made applications at the office of the City Engineer for employment on the streets, shovelling snow or assisting with the sewers. These applications were all by different men. In addition there are no doubt many others who have had factory work and who found themselves laid off who did not make a demand for street labor as they considered that their former positions would soon be available to them. In all it is estimated that more than eight hundred men are out of work at the present time in this city. Some of the factories are closed. Others are running on short time and with limited hands. In still other cases a cut has been necessary in the wages in order to continue operations. It will be readily seen that under these circumstances the grocery trade will be none too brisk until conditions are bettered. Many of the men who are out of employment are single, having been laid off first while married men have been favored. This, however, does not help the situation from the standpoint of the grocer, for the great majority of these single men are in boarding-houses, whose keepers are tiding them over their difficulty, and in order to do so have to ask credit of the grocers. From the married men, with families, who are out of work, there are also daily demands for credit. In Brantford there are 4,500 of the population of 20 000 employed in local factories. It will thus be seen that the situation entailed by this industrial depression is a most serious one and probably hits the grocer financially more than any other line of business in the community. If the conditions improve in the West, to which a large part of the local manufactured goods go, it is likely that there will be renewed industrial activity in the spring with the result that operations will be resumed and trade will again be put on a good basis.

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

Local ice dealers have not as yet harvested a sufficient supply for the demands of the summer season. This will have an effect on grocers and butchers to a great extent. The weather of late has been very unfavorable for cutting. Earlier in the season the dealers, in anticipation of a thaw, took in considerable ice that was not of the best quality.

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The Matthews' Pork Packing Company, situated beyond the western limits of the city, have written the city council, asking that a fire alarm box be placed in their factory. The firm is making a contribution annually now for fire protection.

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Considerable diseased meat is being offered on the local market these days for sale. On Saturday Dr. Cutcliffe, the market inspector, seized a pig which was infected with tuberculosis. The authorities are making an effort to rigidly enforce the regulations in this regard.

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Dr. Cutcliffe has been appointed market inspector in succession to Dr. Porter, who recently resigned and went to Toronto.

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George S. Matthews, of the Brantford Pork Packing Company, known to the grocery trade throughout the province, has been nominated by Mayor Bowlby and elected by the city council to a seat on the Parks' Commission. He will make an excellent member as he has travelled extensively and has progressive ideas in matters of civic improvement.

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A business change is reported in Eagle Place, a thriving section of this city. Lewis Brothers, who have been with the Wright grocery which has been purchased in West Brantford by Reg. Welsh, have acquired the business of Mr. J. C. Henry, grocer, Superior St.

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A very considerable quantity of tea and other lines were recently damaged by water at the grocery of A. L. Vanstone, George St., the other night. His store was partially flooded by water leaking from the floor above, where it is supposed a tap was left running. The extent of the damage may be some hundreds of dollars but as yet it is impossible to tell.

WHAT ONE GROCER THINKS

The following paragraph which was culled from our London correspondent's letter this week, shows how a leading retailer in that city regards The Grocer. This is typical of letters we are continually receiving:

"At Wednesday night's meeting of the Retail Grocers' Association, Treasurer E. J. Ryan, in the course of an address, incidentally referred to the Canadian Grocer, which, he said, he found of inestimable value in his business. 'Apart from the excellent reading matter furnished by our trade Journal,' said he, 'I find it of value for the advertisements it contains. Recently I effected a saving of one and a half cents a pound in tapioca as a result of seeing one of these ads., which more than paid for a year's subscription.' Mr. Ryan believes no grocer can afford to be without the trade newspaper, and there are many others here who hold the same belief."

GEORGETOWN, P.E.I.

The wretched condition of the roads for the past two months has made business very dull on Prince Edward Island. March, however, came in with a good fall of snow, which is helping to make business hum. The spring trade, too, will be in full swing in the course of a very few weeks and the prospects for a good summer's turn-over have never been brighter. The bountiful harvest of last year and the splendid prices which prevail for everything have placed the farmers on a firm financial footing, while the prices promised for lobsters this coming season are much in advance of any previous year.

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For the first time in the history of our Island Province, we are shipping large quantities of seed oats to the Far West. The firm of Joseph Reid & Co., Summerside, have an order for $75,000 bushels. Taking it all together, the winter steamers are taxed to their utmost to handle the exports, and it was necessary to make round trips Sunday, March 1st. The price paid for oats is 50 cents per bushel on the street.

William Hobbs has opened a meat store on Water Street, and has already secured a large share of the business in his line. Mr. Hobbs is a young man with a thorough knowledge of the meat trade, and the up-to-date methods which he has adopted promise a large measure of success.

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It is high time the fruit inspectors in the adjoining Provinces became busy. A large percentage of the apples imported here, graded, say, No. 1's, are of that standard on top, but after two or three dozen are removed, almost any size may be found. It is time this sort of business came to an end, otherwise the trade here will make its objection felt.

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At the annual meeting of the Southern King's Board of Trade W. W. Jenkins, of the firm of W. W. Jenkins, Son & Co., was re-elected president.

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Considerable discussion has been indulged in regarding meat inspection, but as cattle and hog diseases are unknown on the Island, the law will be a dead letter here. Hogs of the right sort command a higher price here than if exported.

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Butter and eggs remain high. The former is worth 28 to 30 cents per pound. Eggs stand 20 to 22 for selects.

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The demand for fruit and confectionery has been exceptionally good, and grocers in general are paying more attention to this department of their business.

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The annual pie social epidemic has struck here, and, as a result, large quantities of fancy cooking groceries are moving.

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J. C. Marvel, one of our progressive grocers and lobster packers, sang with much acceptance at the annual concert given by St. James' Church recently.

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The grocers here are making the usual preparations for the Lenten season. An up-to-date cold storage plant is what is required here.

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Lobsters command such a high figure that very few grocers handle them at all. Even those engaged in the packing industry find it much more profitable to sell their entire pack than to retail any.

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As usual the grocery clerks have been after the hockey puck and a number of friendly games have been played.

INGERSOLL.

In these days of imitations and deception in innumerable forms there is nothing more pleasing to the buying public than the knowledge that they are receiving standard quality, weight or measure, as the case may be. Retailers have to be alert to guard against being victims of fraud, not only on account of personal interests, but to protect their customers. It is to be hoped that the time has gone forever when a few potatoes or apples at the top will sell a bagful of inferior quality, and it is interesting to note that throughout the country the law in this respect is being pretty well observed. Just a few days ago Chief of Police Wright made a tour of the grocery and other stores where butter is offered for sale, for the purpose of weighing all the small prints. While so far as is known there had been no reason for belief to the contrary, the announcement that none of the prints were under weight was received with much satisfaction.

In this connection the question suggests itself, would it not be well if greater attention was paid to inspections of this kind? Are not prints of butter invariably accepted as being of a certain weight? But few of them are probably actually placed on the scales in the ordinary course of events. Creamery butter appears to have supplanted the dairy article to a very great extent, and the demand is principally for the one-pound prints. It may be that the majority of merchants weigh their consignments as they are received, but if this is not done, it would seem that it would be worth the trouble to keep tab on the weight of the prints as they go out and if there was ever any cause for complaint they would know exactly where to place the responsibility.

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The advisability of handling fish seems to be a very debatable subject with many grocers. There are of course some disadvantages to be reckoned, for instance the prevention of tainting other articles, but with proper precaution this can be obviated, and if conditions are at all favorable a good trade can be established. The advent of the Lenten season is sufficient to prove the possibilities that lie in a good fish trade. Two of Ingersoll's merchants only, handle fish extensively. Both of them had a large supply in readiness for the present season, and by keeping the fish separated from their other stock, they experience no difficulty, and while there is extra work, not of the most agreeable nature, the profits are surely worth the trouble.

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S. M. Fleet, who was unfortunate in having his grocery stock destroyed by fire and water during the Christmas season, reopened his store on Saturday. Since his disastrous fire, Mr. Fleet has conducted his business in his meat shop across the street from his old stand. His old premises have been thoroughly remodelled, being bright and inviting, as well as modern in every respect. Mr. Fleet enjoys a very large patronage and it was pleasing to his customers and friends in general to know that he would continue to do business at the old stand and on a larger scale than ever before.

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When everything is as represented, originality and persistency might be termed the hand-in-hand features of successful advertising. Few merchants will dispute the fact that systematic advertising is a necessary adjunct to a successful business. The advertisements that have character and individuality, and are "catchy" in their general appearance, are the ones that fatten the contents of the till. It is not everyone who is adapted to successful ad. writing but merchants generally know a good advertisement when they see it, and many will probably be interested in the following excerpts from Mr. Fleet's opening announcement, which stood out boldly so far as originality is concerned. "Risen from the flames. On Saturday morning, March 7, S. M. Fleet will again open his store at the old stand. New store, new fixtures, new goods. Everything new and fresh but the man, and he is the same old Fleet. Make this March 7 a record day for Fleet. Come in and see the finest grocery store in Western Ontario and don't forget to bring a dollar or two in cash and buy something. I now need money. Consider Saturday and all next week a Home Mission Week and give Fleet all the cash you can." Throughout, Mr. Fleet's ad. sparkled with originality, while he never lost an opportunity to emphasize the fact that his stock was new and fresh and the prices reasonable.

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The supply of eggs continues to increase and the price has now dropped to 23 cents per doz. Poultry, however, is not plentiful, and the prices show only a slight decline.

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According to many farmers of the surrounding districts, it is doubtful if the coming season will be a favorable one for syrup making. There is said to be very little frost in the ground, which is not looked upon as a favorable indication. However, should there be a real cold spell before the snow has disappeared conditions may be materially improved.

KINGSTON.

Lent is here and the fish displays at the grocery stores are numerous.

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Alderman Jack Carson's by-law for making farmers' wives clean poultry inside and out before bringing to market was defeated at the council meeting the other day.

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James and George Crawford, after running a large grocery business on Princess street for the past twenty-five years, have dissolved partnership. George looked after the books and office work, and I tell you it is a tiresome like to keep track of all the routine and what people eat. George is going to take it easy for a time. He feels like a captive bird from cage set free.

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Alfred Simmonds, a retired grocer, displayed recently an egg layed by one of his Plymouth Rock fowls. Its length was 3½ inches, and diameter 2¾ inches. On breaking it he found besides the usual white and yolk, a perfectly formed egg.

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Ephraim Robbs has opened up a fine meat shop on Barrie street. He took a trip to Cobalt, but came back and he thinks Kingston is good enough for him. He prefers civilization.

The ice men, fearing a break-up, worked hard all day Sunday packing ice, feeling it was a necessity.

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I was pleased on turning over the pages of The Grocer to see one of our leading firm's advertisement, Fenwick, Hendry & Co. The plums mentioned are delicious and all that they claim for them.

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"Well, McDonald, you haven't Mr. Black, the genial representative of Heinz & Co., with you this trip," remarked Jin, the grocer. "How is he?" McDonald gave a sad look and said: "Poor Black is dead, and few feel his loss more keenly than I do. He was large hearted and good-natured and spread sunshine around wherever he went."

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Some travelers predict higher prices for salmon next fall. If they go any higher people will resort to some other fish and their sales, like lobsters, will be somewhat limited.

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Richard James, clerk for J. Gilbert, grocer, was removed to the hospital last week suffering from la grippe. He came out from Liverpool, leaving a good position with MacSymmons & Co. He is a fine window dresser and should command good money in a larger city.

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A great deal has been said about advertising by some of the correspondents. My experience is that it is a good thing if you do it right. Some believe in a regular space, and changing it occasionally. I generally use locals here and there. I do a little puffing now and then and give the people a genuine snap. Last week I offered 300 7-lb. pails raspberry and strawberry jam at 35c a pail. Customers came from all parts of the city, and most of them bought something else. Some would remark, "What a nice store, and I never was in it before," and so on. So it brought good results. Friend Stetson, of Pointe St. Charles, sent me a circular he sends out monthly, full of bargains, and he tells me it brings lots of trade.

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I don't think much of the gift system. It makes people suspicious of the quality of the goods you give them.

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Weather conditions here are bad. Mountains of snow are beginning to dissolve, making walking and driving almost impossible. The poor delivery drivers have to wear long rubber boots.

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The butter market is firm, but people are beginning to think it a luxury, and some are using jam and peanut butter, and the little boy with bread and 'lasses predominates once more.

LONDON.

Another advance of 10c in the price of sugar—the second within two weeks—naturally pleases neither the dealer nor the consumer, and the latter is beginning to inquire, when is this sort of thing going to end?

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The regular monthly meeting of the Retail Grocers' Association on Wednesday night last was well attended, and while a couple of matters of considerable moment were discussed, no action was taken on either. In the first place there was the proposal to hold a big union picnic in London during the coming summer. On this nearly every member present expressed his views. The chief difficulty seems to be that if such a picnic is held about the time the grocers usually hold their outings—the latter end of July—it would be too close to the old boys' reunion, to be held here the first week in August. The question was ultimately held over until next meeting, which will be the annual meeting. The matter of forming an inter-provincial grocers' association was also taken up. The suggestion is to bring grocers here from all over the Dominion, and form an association, one of the chief objects of which would be to take concerted action when legislation affecting the trade is before the Dominion Parliament or the Provincial Legislatures. There is much unanimity on this subject, the feeling being that such an organization is necessary. This will also come up at next meeting. Complaint was made that outside biscuit manufacturers are selling to local restaurants and cafes direct, and the secretary was instructed to write the offenders informing them that if they continue in this course they must look to the cafe and restaurant owners alone for business, so far as London is concerned.

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J. H. Wilkie, the east end grocer, attended the grocers' banquet on the 28th February. He is a Paardeberg hero and as it was Paardeberg day, nothing could have been more appropriate than a speech from him. By an inadventure his name was omitted from the programme, a fact which no one regrets more than the committee of arrangements.

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A leading Minneapolis flour milling company is after Canadian trade and has offered bakers here flour at a price considerably below that charged by local millers.

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There is said to be good prospect of the Horlicks Malted Milk Company establishing a Canadian branch factory in this city. The company's factory at Racine, Wis., is one of the largest plants of its kind in America. Their business has been rapidly growing of late, and they have for some time been considering the establishment of a Canadian branch. With this end in view their agents have been in the Dominion for some time looking for a location, and they have informed Mayor Stevely that they regard London with much favor. The mayor is keeping in close touch with the promoters of the enterprise, which, if established here, would need a factory to accommodate from 150 to 300 men, and of a most desirable class.

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With pork selling at $5 per cwt., and with feed so high, farmers declare there is no money in hog raising, and many of them declare they will quit the business.

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For over a week there have been rumors concerning the financial standing of Lind, Kerrigan & Co., consequently when it was announced this morning that the firm had made an assignment to the Canada Trust Co., there was little surprise. The firm has been in business for five or six years, and did a very large trade. Recently they engaged to purchase the large premises on Clarence street, vacated by Gorman, Eckart & Co. The firm was enterprising and vigorous and looked upon as a strong one. Assets and liabilities have not been made known, but the latter are said to be very heavy.

GUELPH.

We regret to have to announce the retirement of D. A. Scroggie, of Scroggie Bros., who for the past 28 years has not only been a good, keen grocer, but a beautiful example for any young grocer to follow, first as a clerk for his father, who is at present City Treasurer, and then as partner with his father and senior member of the firm of Scroggie Bros. He is at present superintendent of Norfolk Street Methodist Church Sunday School, and also a good church worker. Mr. Scroggie, although just in the prime of life, has not decided what he will do at present, but we wish him all kinds of success in his next venture. The business will be carried on by A. G. Groom, who for the past 10 years has been head clerk for Scroggie Bros., and while regretting Mr. Scroggie's present retirement, we congratulate Archie on his removal from the ranks of the Clerks' Association, of which he has been a valuable member. If good, square, honest dealing will make the business go, Archie will make it go. We heartily wish him success.

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If nothing else will convince you that The Grocer is being read and commented on by all the leading grocers, just notice the interest taken in the orange slicers. That north end grocer in Montreal who rents his at 10c. a day is not to my mind making the best use of his machine. Some of the stores here have from one to three slicers. The idea is not to allow any person to have one for a whole day, but to keep the slicers busy in as many different houses in a day as possible, and also at nights. We find that at nights the machines are the busiest when the men are at home. More marmalade oranges were sold in Guelph this year than last, and last year, in May, Seville oranges were still with us, while now it is only March, and there are no more to be had. Get a good enough profit on your oranges and keep your slicers going all the time, and 10c. a day will not be in it. Then again your customers' appreciation of the fact that your slicers are free to them is worth more than 10c. a day to any grocer. Your Kingston correspondent may well say that we will be cooking the oranges for our customers next, and right here

let me state that if we can find a scheme just as profitable as the slicers to cook them we will be right at it.

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Dressed hogs took a considerable drop in price here last week, 6¾c being the ruling price. The local dealers have also dropped the price considerably, so that there is a good profit at present in a grocer handling bacon, cooked ham, ham, pork chops and sausages.

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W. C. Benson, of Benson Bros., paid a short visit to his old home at Drayton last week.

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The Clerks' and Salesman's Association held their annual meeting on Tuesday night and already we see that Thursday half-holiday coming. Keep it going, boys.

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Time is too limited this week to say anything about those aristocratic Wyandottes and White Leghorns, but we won't forget to oblige your Kingston correspondent.

SASKATOON.

Last week our telephone system was put out of kilter by a small fire which took place at the telephone building. Although the fire itself was not of much consequence considerable damage was done by water and for a few days merchants and others had to do without this convenience. The automatic system is used here, which is described as being "cussless, girlless and waitless." It is to be feared, however, that last week there was some cussing as well as waiting.

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J. F. Cairns has gone east on a business trip.

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Mrs. Burbeck, of the Codville Co., Winnipeg, is giving a two week's demonstration of Gold Standard goods at the Cairns' store.

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A. Creighton visited Asquith this week, where he has taken over a flour and feed business. Mr. Creighton will still conduct his grocery business here.

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This week there are some changes to be noted on the local market. Dairy butter is 25c to 30c per lb., and creamery 30c to 35c. Eggs are 30c to 35c per dozen. Potatoes are 65c to 75c per bushel. Onions are 5c per lb.

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Wheat continues to come in, but only in small quantities, owing to the unfavorable state of the country roads. At the mills No. 3 northern is in most demand.

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Some of our merchants are displaying quantities of stock and cattle foods, worm, cold and distemper powders, colic remedy, liniment and poultry foods.

Stricklands' Limited, a joint stock organization, has just been formed here for the purpose of taking over the liquor department of the Saskatoon Storage and Forwarding Co. C. E. Strickland will be general manager, and liquors and cigars will be handled by the concern.

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It is probable that the Government will establish a cleaning station here for thoroughly cleaning all seed grain before it is distributed to the farmers.

STRATFORD.

The first two months of the new year —January and February—have passed off without any great disturbance. Last month was a rather hard one for the business men, grocers included. The very disagreeable weather conditions wrought havoc in more ways than one. Not only were the railway lines tied up on several occasions, but the country roads were in an untrafficable condition, and the tillers of the soil found it impossible to get into the city, by rail or road. The roads were blocked for days and when they were excavated out again they became so full of pitchholes that traveling was rendered dangerous. However, last week's thaw and following frost put the roads in good condition again, and on Friday and Saturday of last week the grocers did a tremendously big business. Previous to that trade was none too brisk or too good. Business on the whole has reached a pretty fair average for these two winter months and it looks as though the season was going to turn out even better than some of the "wise ones" predicted. Grocers are beginning to think that the trade from now on will improve. Payments are fairly good, but the hard times has hit Stratford good and hard this winter. Many men have been out of work for weeks now, and others have been working spasmodically—just whenever there was work to do. The laying off of several hundred men at the Grand Trunk shops did not help matters. Most of these were chiefly emigrants, but they were in many cases the bread winners, and their usual weekly or monthly pay envelope has not been very bulky lately. It did not burn a hole in the pocket, so to speak. A great many people are using the prevailing excuse for asking leniency with regard to their obligations. This to a certain extent has been a losing proposition to a number of merchants, but with an early spring, much is expected to be accomplished in restoring business to normal conditions and putting on their feet again those who have fallen.

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There was a good market Saturday morning, there being a good attendance of both farmers (the sellers) and citizens (the buyers). The good condition of the roads, which were frozen over tight during the night previous, brought the farmers out in quota, and as a consequence the produce of the dairy and the farm was plentiful. There was an abundance of dairy produce. Butter sold at 26c. to 27c. and eggs, which were very numerous by the dozen, sold at 25c., a drop of two cents. Apples per bag sold at 85c. and $1, a slight advance. Potatoes remained at 90c. and $1 per bag. Small garden produce was plentiful, selling at the customary prices. Beef dropped to 6c. and 7c. per front and hind quarters, while pork dropped to 6½c. There was no change in the grain market, and the price of hogs also remained the same.

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"There is only one cause of grocery depression," remarked a business man the other day. "The merchants do not advertise. They cannot hold the trade. The corner grocer is nearer to the people and they get a large share of the business." When one thinks this over does it not strike one as about the right and correct solution of the problem? It is simply another case of "It pays to advertise." There is not a question of a doubt but that the corner grocery does not carry a very full line of goods and naturally they would be continually without. Probably without the very article that some housewife chiefly desires. The only way to get that housewife's trade is to advertise that you have such and such an article for sale, that it is fresh, etc., and wind up by adding "Have our delivery rigs call at your door with the desired article within the half hour." Many a woman will walk to the corner grocery for an article, but not down town, and many a woman, if she knew that the article she wanted could be delivered to her at her front door within one hour, would be only too glad to leave her order at your store. Try it—a little bit of ink.

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Another thought. How many of our grocers have their delivery men or their clerks call every morning at houses on a certain route or routes, and canvass for orders. This is done by a merchant in this city, who has discovered that the plan pays, and that he has gained many a new customer by calling at the rear door and obligingly inquiring if "Madam wanted anything in his store delivered at her house before noon hour." Try it—a little bit of push and enterprise.

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This is the way one grocer in this city advertises: "Heard the news? We've got the greatest line of goods on earth. Don't fail to see the —— blend. It satisfies the palate every time."

Another: "Pardon our pride in the new samples. We can't help it and they deserve it."

VANCOUVER.

One of Mooney's special carloads of biscuits arrived yesterday from Stratford, Ontario. The ordinary biscuits from Ontario have the second field out here in comparison with the article made in Vancouver and Victoria. The Ramsay soda and that manufactured by Smith of Victoria, are thoroughly first-class, and being made right at hand are not only a little cheaper but fresher. There are some who would not forego the old reliable Christie's for anything, but with a difference of five cents in the box, and a little bigger box, the trade is inclined locally. That a carload of Mooney's should arrive is an indication that the local agent is getting busy.

The California vegetables which arrived this week are about the best yet, and are up to the mark in every way. They are a trifle dearer, but this is hardly noticeable in the retail price.

Lemons are 25c a case cheaper, but there is nothing to note in other lines.

Eastern eggs may be had at your own price. The figure is away down in the twenties, and if a bargain is wanted one has not to look far for it. California eggs are coming in freely, and as before pointed out, the quality is better than in former years.

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Advices from Dawson are that never was there a better supply of general commodities at this time of the year. No shortage exists in any lines, and there is a promise that there will be none of the usual pinches before navigation opens. The possibility of some of the big enterprises starting and drawing heavily on the market always exists, but nothing of such magnitude otherwise than what has been provided for in advance, it seems, is now in sight. Last year at this time several lines were short. Onions were 15c a pound, and very scarce. The same thing took place the year before. This season they are plentiful. Cream which was expected to be a shortage before spring, is long, and speculators in some instances are trying to push their goods into the market. Eggs, butter and finnan haddies are being taken in over the ice.

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At Fairbanks, even more remote than Dawson, the market is reported steady, with no shortage except in a few lines of perishables, and then only to a slight degree. Eggs are listed at $16 and $18 a case, or 75c retail; cream, $7.50 a case; hay and oats, 7c a pound; potatoes, wholesale, 8½c; apples, $8.50; oranges, $20; lemons, $17; flour, $7 to $8.

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With the building of the market in the city which after years of talk, is now assuming definite shape, the buildings being under way, proposals are being made for running a direct line of communication between this city and the district on the south side of the Fraser. This district, between Chilliwack and points comparatively close to New Westminster, can raise any amount of farm products, but the great difficulty has always been to get them into a market at a cheap rate. The only market heretofore has been at New Westminster, but now with one at Vancouver the scheme is to bring what is raised direct to this city and place it before the consumer. It is not so very long ago, that a resident on the south side of the Fraser, thirty miles above New Westminster, had a young beef to dispose of, and he was offered three cents by city buyers, while beef was retailing at from 15c to 20c. He was so disgusted that he killed it himself, and sold it around at 5c and 6c, and considered that he did pretty well. Consumers in Vancouver would hardly expect to get it less than 10c, but in winter the whole quarters could be taken. In summer, the question of keeping comes in. However, the experiment of the market is awaited with a great deal of interest, and there are different ideas as to whether it will be a success or not.

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The cheapness of hams in the local market is very marked in comparison with the high prices which have prevailed for a long time past. A dealer remarked that it looked as if the big houses had taken advantage of the general good conditions prevailing last year to keep prices as high and as firm as possible, for although the quotations were at least 25 per cent. above those at present there was no scarcity of the article. Now they are sold as low as 16c, while before they went as high as 22c. The same depreciation is not noticed with bacon. The best grades show no reduction, though the others are a little cheaper.

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Oranges show a slight increase, and the best stock is being quoted at 25c per case more.

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It is expected that the last of the butter from New Zealand has arrived. The seasons fit in well, for the New Zealand would soon have to give way to the article from California, which will be here soon. This being closer to hand does not lose so much of the needed freshness in storage during carriage. The Alberta butter will be on the market sooner this year, too.

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With the prospect of the breaking up of the ice trail between White Horse and Dawson, the spring stocks are being rushed in. From the time the ice weakens until navigation sets in there is an interregnum of isolation for which stocks have to be piled up. Oranges, lemons and eggs will cut a big figure during the next month or so in the shipments from White Horse, and the first boats following the going out of the ice will carry the best of the year, for it will be the freshest after the winter stuff has gone.

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The supply of potatoes has held out well this season, and prices have continued reasonable. It does not look as if there will be a shortage, nor will there be any unloading to do. The case is not unusual for those who have good stocks to hold on to them in the hope of a good demand in the spring. There is talk of the new potato coming soon from California, following the green vegetables, which are already here. The first arrivals, though, are luxuries, but even at high prices are eagerly snapped up, for they are a dainty bit.

* * *

Fruit canning is beginning to be a feature in British Columbia, and in the next year or two great activity will be noticed along this line. The orchards planted two and three years ago are now getting near their time to bear, and there will be plenty of fruit available for packing. A joint stock company is being organized at Penticton by farmers and business men with the idea of starting a cannery, and it is likely that the plant of the Farmers' Exchange there will be taken over and additions made. With the equipment contemplated, it would be possible to turn out 4,000 cans daily. The same proposition is being considered at Chilliwack. It is almost a necessity at this place, as, shut off from the means of rapid transportation by the Fraser river, large quantities of good fruit cannot be shipped out in time. The product of this valley is second to none, and with a canning and evaporating plant it is expected that the industry may be carried on with profit.

* * *

People in the Okanagan complain of one drawback. At the last meeting of the Okanagan Board of Trade held at Vernon, one of the matters that came up for discussion was that of rates. The secretary of the Board of Trade at Penticton asked co-operation in the effort to secure a reduction in rates from the C.P.R., between the Okanagan and the coast, it being contended that there was discrimination against shippers from this district in favor of those in the east. This, it is claimed, made it difficult to ship canned goods here. Specific information is being asked for, when the matter will be taken up again.

* * *

Cannerymen, that is, those who put up salmon, are turning their attention to the north this year. During the "off" years, the traps controlled by the Americans take the small fish before they ever reach the Fraser river, it being one of the peculiarities of the salmon to take a route through American waters first before reaching the Canadian river. As individual results are small for this reason, it is estimated that not more than ten canneries will be operated this year, and that attention will be directed to the plants in the north.

* * *

At the same time, word comes that the Northwestern Fisheries, of Seattle, plans to operate its eight canneries in southern Alaska, with an increased force, and already another ship has been added to the fleet of four vessels. About 400 white men and as many Chinese and Japanese will be employed.

CHATHAM.

With the coming of Lent, which opened on March 4, fish—fresh, salt, and canned—are occupying a prominent place in grocery windows. The fresh fish in the groceries, and even in the Saturday fish market, are practically all imported. Catfish, carp and pickerel are the main fish products of the Thames.

* * *

Harry A. Andrew has installed a new Sterling meat cutter in his store. This is the first in operation in Chatham, though John McCorvie & Sons are rapidly following suit. The meat cutter is a great convenience.

* * *

Considerable counterfeit money is reported to be in circulation here. The counterfeit is mostly an imitation of American silver currency, quarters and fifty cent pieces. The bad money can be detected in some cases only by being brought to a hard surface, when it refuses to ring. In weight and appearance it can scarcely be distinguished from good money.

* * *

Ridgetown is to have a new general store. W. G. Cameron, of Hamilton, has rented the Snively & Sauvey stand and

will open up on March 28 with an entirely new stock.

* * *

Michael Tony has opened a new fruit, tobacco and confectionery store in Leamington, on Erie Street south.

* * *

At the annual meeting of the Tilbury Canning Co., Limited, last week, the following directors were re-elected: President, W. J. Moffat; first vice-president, H. H. Shaver; second vice-president, J. S. Richardson; third vice-president, J. A. Tremblay; secretary-treasurer, W. C. Crawford. Despite the small yield of fruits and vegetables, last year was a very successful one, and the directors look forward to a good business for 1908. President Moffat was in Leamington last week closing for the purchase of 200,000 tomato plants for the coming season. H. H. Shaver is representing the company at the meeting of the Independent Canners' Association in Toronto.

* * *

J. F. Cairns, a prominent general merchant, of Saskatoon, Sask., visited old friends in Chatham last week.

* * *

E. Omstead of Wheatley has moved his grocery department to the west side of his store.

* * *

A. M. McCormick & Son, of Pelee Island, are getting out timber for the erection of a large new store in the spring, to replace the premises burned down last fall.

* * *

A confirmation of general fears expressed as to the passing of the small grist mill is apparently found in the final winding up of the Tupperville Milling & Elevator Company, Limited, which took place at Tupperville last week. The concern has been running for some years, but latterly has not been sufficiently profitable to justify continuing. After paying 100 cents on the dollar there was still a cash balance of $195.05.

* * *

Down on the lake shore about a year ago, everybody and his boys were figuring on how many acres of tobacco they would grow in 1907. Things are reported very different this year. It is stated that a majority of last year's growers intend to skip the crop this season, on account of unsatisfactory prices. Spring has come and there are still few buyers in the field. Some growers have sold at 3c. or 4c. per pound, but all who can do so are holding on. Regular crops will be grown this year, and quite a few will grow tomatoes for a change. The experience is no unusual one in tobacco in Kent and Essex, one year small crops and high prices, the next year large crops and low prices.

* * *

A noteworthy selling campaign was concluded on Feb. 29 at W. C. Crawford's big store in Tilbury, when ten substantial prizes were given away to purchasers. Each purchaser of $1 worth of goods received a coupon. From a box of duplicate coupons, ten were drawn, those holding the numbers receiving the prizes. Three gentlemen were picked by the Saturday night crowd for this ceremony. Three extra coupons were drawn in the event of winners not being heard from in three weeks.

* * *

Mr. and Mrs. John McCorvie contemplate a trip to Scotland this year. They intend to sail July 1, remaining in the Old Country two months.

* * *

The break has at last come. On Saturday's market eggs dropped to 25c., while butter could readily be procured at 28c. per pound. On the contrary, potatoes and apples have taken the inevitable advance, $1.25 per bag being asked.

* * *

"No cash, no meat" is understood to be the watchword of a movement just inaugurated among Maple City butchers. Bad credit accounts have been the bane of a good many of them in times past, and the movement now on foot aims to put the business on a strictly cash basis. The scheme originated in North Chatham, from all accounts, but it does not seem to have been taken up by the entire trade. It is understood the original movers are willing to make a concession in favor of granting a limited amount of credit to tried and true customers. The success of the move is as yet problematical.

MONTREAL.

Montreal grocers are happy. The City Council has very substantially given their support to the movement inaugurated by the grocers to have the peddlers' license increased from $50 to $200. The question has been brought before the Council several times, and this week they got to work in earnest in the matter, and on a vote it was decided that the support of the body should be given to the project.

* * *

It now remains for the Quebec Legislature to pass a law raising the license to the desired figure. The Montreal Retail Grocers' Association, which has had the matter in hand, does not expect to have much trouble in securing the legislation they have been working for so long.

* * *

A meeting of the Montreal Retail Grocers' Association took place Thursday, March 5. It was the usual monthly gathering to dispose of the business of the association. The discussion of the liquor license as it exists at present was the chief topic of the evening, aside from the matter of the peddler's license.

A committee composed of A. Laniel, J. A. Dore, A. Sarrazin, J. D. Boileau, H. Laniel and J. A. Beaudry were appointed to look thoroughly into the question of liquor licenses and the peddler's license. Last year, just a few days before the Quebec Legislature prorogued, a law was passed raising the liquor license from $200 to $300, and from $400 to $450. Afterwards, at the earnest solicitation of the Montreal Retail Grocers' Association, Premier Gouin granted, for the one year, a reduction of 50 per cent. on the increase, which made the licenses $250 and $425. This is considered a satisfactory arrangement. But it is not the law. A delegation will likely be appointed shortly to journey to Quebec to put before the Government reasons why legislation should be passed making the licenses $250 and $425. The same delegation will have a couple of other matters to try to arrange with the Government.

* * *

Both questions were discussed at the last meeting of the Grocers' Association. One is the peddler's license question, already referred to, and the other deals with the license of brewers. At present brewers are allowed to sell liquor to any party buying at least a dozen bottles. The Retail Grocers' Association thinks this is unfair to those who pay big money for a license to sell liquors, and they will endeavor to have a law passed making it illegal for brewers to sell to any person, or persons, not having a regular license.

LIEUT.-COL. A. E. LABELLE.

Montreal Manager Ogilvie Flour Mills Company, Appointed Commander of Bisley Team for 1908.

President Laniel thinks the Government will recognize the justice of their claims. As for the liquor license being made $250 and $425, he thinks there will be no trouble at all. He said that even at this reduced increase the Government would be annually $20,000 the richer.

* * *

Lieut.-Col. A. E. Labelle, local manager of the Ogilvie Flour Mills Company, has been appointed commander of the Canadian Bisley team, which will uphold the honor of Canada at the next competition of marksmen, which will be held in England this summer. Lieut.-Col. Labelle is widely known in grocery circles, in Eastern Canada particularly, while as a military man he is known in most parts of Canada where interest is taken in soldiery. He is commander of

the 65th Battalion, Mount Royal Rifles, a post he has filled since 1897.

* * *

F. Riley has taken over the grocery business formerly carried on in the annex by Burns Bros.

* * *

W. F. Leonard, of Leonard Bros., St. John, was in Montreal last week.

AURORA.

James Whimster has taken into partnership with him J. D. Wilcox, the firm name to be in future known as Whimster & Co. Mr. Wilcox has been in Mr. Whimster's employ for the past twenty-four years and has reached his present position through hard work and an attentive manner.

* * *

Underhill Bros. have secured the services of Mr. Saddeleir, of Wiarton, to manage their business. Mr. Saddelier has a long experience in general business and should be an able manager for the firm.

* * *

W. C. Towns and Mrs. Towns have just returned from a week's visit to their daughter in St. Mary's. Mr. Towns has some thrilling adventures to tell of snow blockades and narrow escapes but he does not look as though he had lost many meals in the snowbanks.

* * *

Archie Murray, the new east-end grocer, reports business on the increase every month.

* * *

"Ray" Bond, son of John Bond, has been ill with rheumatism for the past week. Last reports are quite favorable to a speedy recovery.

INSERT IN LOCAL PAPERS.

Ask your local editor to give space to the following bit of poetry. He'll print it if you ask him and show him how it will help him as well as you.

A farmer out in Kansas,
  About five years ago,
Went into town one day to spend
  Some of his hard earned "dough."
"And in a merry jest," and just
  To show his printing skill,
He printed his initials on
  A brand new d-o-l-l-a-r b-i-l-l.

He spent that dollar that same day
  Down at the village store.
He thought 'twas gone for ever then,
  And he'd see it no more.
But long before that year rolled by
  One day he went to fill
A neighbor's order, and received
  That same one d-o-l-l-a-r b-i-l-l.

Once more he spent that dollar bill
  In his own neighborhood,
Where it would do himself and friends
  The most amount of good.
Four times in two years it came back,
  As some bad pennies will,
And each time he'd go out and spend
  This marked one d-o-l-l-a-r b-i-l-l.

Had he been wise that dollar might
  Be in his town to-day.
But just about two years ago
  He sent it far away.
The people who received it then
  I know have got it still,
For 'twas to a mail order house
  He sent his d-o-l-l-a-r b-i-l-l.

No more will that marked dollar come
  Into the farmer's hands,
And nevermore will it help pay
  The taxes on his land.
He put it where it never can
  Its work in life fulfill.
He brought about the living death
  Of that one d-o-l-l-a-r b-i-l-l.

NEW OFFICES AND WAREHOUSE

Laporte, Martin & Co., Montreal, Move Into New Premises.

The reproduction given herewith is from a photograph of Laporte, Martin & Co.'s new offices and warehouse, which are situated at 562 to 568 St. Paul street, a few doors west of McGill street, Montreal. The building has a frontage of 70 feet, and a depth of 100 feet. It is constructed of soild stone and brick, and is seven storeys high. The framework is of steel, and each floor is tested to stand a weight of 400 pounds to the spare foot. Three powerful elevators, operated by electricity, and a special freight hoist, connect with each of the seven floors.

The building is effectually protected against fire by a water curtain system, and is so situated that access can easily be had from the four sides. The interior, with its columns and beams of steel and its complete system of sprinklers connected with a water tank, the capacity of which is 20,000 gallons, is a splendid example of modern fire-proof construction.

All the different departments of the firm have been broadened and modernized. The offices, sample rooms and shipping rooms, are commodious, attractive and up-to-date in every respect.

Many large windows ensure excellent light. The building is fitted for electric and gas lighting.

A modern ventilating system has been installed and also a perfect telephone system, connecting each department with the main offices, thus facilitating the quick handling of business. A system of low pressure steam heating ensures a regular and even temperature in each of the different flats, according to the requirements of the class of goods they contain.

The cellar, various flats and bond warehouses are ample in size, and designed primarily to increase the facilities of quick and systematic handling of orders.

The firm of Laporte, Martin & Co. was established in 1870 by Hormisdas Laporte, who is still at the head of the business, which from a modest beginning has gradually grown to its present proportions. Mr. Laporte occupies an enviable position in the commercial world. President of one of Canada's large banking institutions, he is also a director of many important companies, and for two years was mayor of Montreal, after having served the city as alderman for a long time as chairman of the finance committee of the council.

Mr. Laporte has with him as co-directors three business men who have made their mark in the business world; Joseph Ethier, Adhemar Delorme, and Hormisdas Delorme. The first directs the buying and sales department, while A. and H. Delorme are at the head of the finance and accounting departments.

Laporte, Martin & Co.'s New Building in Montreal.

E. D. MARCEAU ASSIGNS.

E. D. Marceau Company, Montreal, voluntarily assigned last week. In a circular to the trade the company states that they will be pleased to receive orders for the various lines they produce, and lines carried by them, as they feel confident that they will be able to reorganize the company and continue operations on a broader scale than before.

J. S. Carmer, manager of the Sanitary Can Co., Limited, Niagara Falls, Ont., was a caller at the office of The Grocer last Thursday.

Markets and Market Notes

Grocery Staples and Specials in the Canadian Centres of Trade—Notes From the Primary Markets.

QUEBEC MARKETS

Montreal, March 12, 1908.

POINTERS—
Sugar—Advanced 10c.
Butter—Easier.
Eggs—Easier.
Molasses—Scarce.
Beans—Declined 5c.

The feature of the market this week is the advance in sugar. It will be remembered that an advance of 10c occurred just recently. The last advance is largely a reflection of the firmness in the American markets. Beans are a little easier this week, quotations from the west being lower. New laid eggs are being received more freely now, and prices have declined slightly. Pickled eggs are becoming scarce and the prices have advanced. There has been a good increase in the canned goods business since Lent set in, and all lines are selling well, especially canned fruits, and canned fish. There is a brisk business being done in fish for Lent, and larger orders were received this week owing to there being three fish days. Fresh fish are more plentiful at present, and prices for several lines have declined slightly.

The coffee market is firm, Maracaibos and Santos are very scarce. The French macaroni prices are very strong, and there is every possibility of their being still firmer. This is owing to the high price of wheat, and the scarcity of Russian wheat, which is required for the best class of macaroni made in France.

SUGAR—The steady advance in the New York markets has been reflected in another advance on the local market, sugar having gone up 10c last Friday. The local market is very firm at the advanced price, and is likely to remain so for some time. Demand is good.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 45
" " " 50 lbs	5 55
" " 25 lbs	5 75
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES — There has been a good increase in demand for syrups since Lent began, and all lines are selling well. The demand for molasses is good, but the article is very scarce, refiners having bought it in large quantities. Prices are the same as last week.

Barbadoes, in puncheons	0 31	0 33
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 ■
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—There is a fair amount of business being done this week in maple products at unchanged prices.

Pure maple syrup, bulk, per lb	0 06	0 08
Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 10½	0 11

TEA—The tea market remains firm this week and a fair amount of business is being done, especially in Japans and blacks. Prices are the same as last week.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The coffee market is firm. Maracaibos and Santos are very scarce. The demand for all lines is fair at unchanged prices.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—There has been no change in dried fruits this week. Dates are in good demand. Currants are firm, but the demand for this line is slow. Other lines are in fair request at the old prices. Prunes are considerably firmer this week. Advances which were accepted by coast packers two weeks ago are turned down as being ¼c to ½c too low.

Currants—		
Filiatras, uncleaned, barrels		0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons		0 07½
Finest Vostizzas "		0 08½
Amalias "		0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07½	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 05½
Selected, per lb.		0 06½
Layers, "	0 06¾	0 07
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb.	0 04	0 04½
Packages "	0 05½	0 06¾
California Evaporated Fruits—		
Apricots, per lb.		0 32
Peaches, "		0 18
Pears, "		0 18
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ½'s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs		0 11
Choice seeded, 1-lb. pkgs	0 11	0 11½
Loose muscatels 3 crown	0 10	0 10½
" " 4 crown	0 11	0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 10
" " " 50-60s	0 09½
" " " 60-70s	0 09
" " " 0-80s	0 08½
" " " 90-100s	0 08

SPICES—Spices continue firm this week, especially peppers, which are very strong. Prices are unchanged. Demand is fair.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—The market for rice is still firm. Demand is fair at unchanged prices. The tapioca situation is unchanged since last report.

B rice, in 10 bag lots		3 20
B rice, less than 10 bags		3 30
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 06½	0 07

BEANS—The bean market is a little easier this week. Quotations from the west are lower, but business in this line is slow.

Choice prime beans	1 80	1 90

EVAPORATED APPLES—There is an easier feeling in evaporated apples this week, and stocks are selling at 8c to 8½c. Demand is fair.

Evaporated apples	0 08	0 08½

RAW FURS—There has been no change in the raw fur market this week. Until the March sales take place no price changes are likely to occur.

Mink	5 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	9 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 28
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—There is a good increase in demand for canned goods, this week, especially for fish and fruits. Other lines are selling well also owing to the Lenten season.

TORONTO—Wholesalers report canned goods as moving well, particularly fruits and fish. The Lenten business has stimulated demand for canned fish as well as for the other lines.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals. Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted		8 92½
" " not pitted		7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
2's, white, pitted	2 45	2 42½
2's, " not pitted	1 95	1 92½

Currants—		
Gals., red, solid pack	....	7 67½
Gals., red, standard	....	5 42½
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard	....	5 92½
Gals. " solid pack	....	8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard	....	6 77½
Gals., solid pack	....	8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 62½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's	....	1 42½
3's, " "	....	1 97½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 15	2 12½
whole	2 85	2 82½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 85	1 82½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 65	3 62½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 9;
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLE

Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	....	1 12½
2's, whole, " "	....	1 02½
3's, sliced, " "	....	1 3.½
3's, whole, " "	....	1 2.½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob	....	4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	0 9 ½	0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

ONTARIO MARKETS.

POINTERS—

Sugar—Advanced.

Canned Goods—Moving well.

Evaporated Apples—Easier.

Beans—Easier.

Collections—Fair.

Toronto, March 12, 1908.

Business is assuming a very encouraging volume. Wholesalers generally are thoroughly optimistic in their reports and look forward to a record year in Canadian business. So far from any depression being felt several of the wholesalers affirmed that their business for February, and for that matter, for the part of the year already past was greater than that done in the same period during last year. The quietness felt at the holiday season in wholesale circles has disappeared, and a cheerful briskness is rapidly taking its place.

Financial matters do not seem to be altogether satisfactory as yet. Collections are a little slow and renewals are requested to some extent greater than usual, but this condition is gradually becoming less troublesome and will remedy itself in time.

The feature of the week has been the advance and the exceedingly strong position in the sugar markets. Evaporated apples are easier and the market seems to be in somewhat of a critical position. Dried fruits are selling freely, and cocoa shows more firmness, but otherwise there is little to report.

SUGAR—Another advance of 10c on all lines occurred on Friday, 6th, bringing the market to a high basis. The advance is the result of the strong statistical position of the raw and refined markets and was not unexpected. Local wholesalers have been buying heavily the last couple of weeks and there are now larger stocks of sugar held locally than for some time. Willett & Gray say of the situation in raws :

"During the early part of the week under review the market hesitated, but at the close resumed its strength and upward tendency. The pause in the advance at 2½c c. & f., enabled buyers to secure a considerable quantity of Cuba centrifugals in a quiet way which they might not have obtained otherwise. The quantity wanted at 2½c c. & f. for March shipment proved greater than the supply and quotations at the close show an improvement of 1-32c per lb. for March and 1-16c advance paid for April shipment, say 2 9-16c c. & f. 96 degrees test.

Spot quotations declined from 3.885c to 3.86c, recovering to 3.89c at the close for 96 degrees test Cuban centrifugals, on sales of 9,000 bags nearby parcels to the Federal refinery at 2 17-32c c. & f.

It is reported that 2⅝c c. & f., equal to 3.98c landed 96 degrees test, has been bid and refused for second half April shipment.

Europe again leads in the advance, beet sugar rising from 10s 0¾d to 10s 3d for the week. Unfavorable weather for field work is reported by Mr. Licht. Beet futures are quoted at 10s 5d for May and 10s 7d for August.

Beets now are .27c per pound above centrifugals at New York, The closing of this difference is likely to come sooner than usual this season. Cuba has now sold so much of the crop and at so much more profit than last season, that the planter is much more independent of the buyer than heretofore.

Brazil is no longer a source of supply for our market. The crop, now largely centrifugals, goes to supply the deficiencies south, and as high as 5c per lb. c. & f. has been paid, regardless of test.

The next season's crop of Brazil promises to be larger tnan the present. The Brazil sugar planter is reaching a very prosperous condition from such prices, and in instances is a loaner of money instead of a borrower.

The Cuba crop receipts declined 4,000 tons for the week, which may or may not be a crop indication of less outturn.

Two years ago receipts fell off and afterwards increased again.

Porto Rico now indicates a smaller crop than estimated. Java has contributed some ten cargoes of June-July and July-August shipment for our later supplies. The price for these is at or near 10s 6d to 11s 1½d per cwt. c. & f., equal to 4.02c to 4.16c duty paid, New York, Boston and Philadelphia each taking part of these.

Further purchases of Javas are out of reach of our refiners at the moment by the advance on the London market, and 11s 6d c. & f. is now asked for June shipment to United States, equal to 4.24c here, but will come into available supplies later on if beet sugar continues to hold above the parity of our market for centrifugals.

Prices quoted at time of writing were as follows :

Paris lumps, in 50-lb. boxes	5 65
" in 100-lb. "	5 55
St. Lawrence granulated, barrels	4 70
Redpath's granulated	4 70
Acadia granulated	4 60
Berlin granulated	4 60
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business is only fair at prices quoted below.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¼
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

TEA—Considerable speculative business has been done locally recently though stocks held here are light.

Slight declines in the common grades have been noted on the London market though the general position still remains as strong as ever. Thompson Bros.' weekly circular, dated London, Feb. 27, says of the conditions then ruling :

"The figures for the distribution of tea from all India during the nine months ending 31st December are remarkable for the expansion in the shipments to Ceylon—nearly all of which took place during the last three months of the year—which show an increase of no less than four million lbs. Presumably a large proportion of this ultimately found its way to Russia, which may account for the falling off in direct shipments, so that if we add these figures to those for Russia and China there is an excess in the former country's takings of six millions over the previous period, in addition to the larger quantity sent via Turkey—also destined chiefly for the same market.

"Although some of the commoner grades have shown a further easier tendency, on the whole a better feeling has pervaded the Room and more inclination to buy has been noticeable. The good value now obtainable in some of the medium sorts should before long force attention on buyers, and already there seems to be more disposition to deal in the grades just above common."

COFFEE—Business locally continues very good.

Willett & Gray sav of the general situation in their weekly review :

"The decrease in the world's visible supply for 1st of March is about 300,000 bags, compared with an increase of 70,000 bags a year ago. Different cables have been received here regarding receipts, predicting for the month of March 300,000 bags, and at the same time stating that the coffee was coming forward as quickly as possible and that the amount left in the interior after the 1st of April, in Santos, would scarcely exceed 400,000 bags. Another cable received stated that the receipts for March would be 250,000 bags, April 200,000 and May 150,000 bags."

"It has also been reported that the crop is late and that the new crop receipts in July were not likely to exceed 300,000 bags, owing to the fact that the flowering this year has been exceedingly late and that the weather has not favored the development of the crop. It is further stated that the storms and rainy weather have injured the early fruit and might decrease the outturn. However, all of these predictions are too uncertain and the general estimates continue to be about 8,000,000 bags of Santos Coffee for the next crop.

"Trading has been light, for the reason that the fear of the government stocks has constantly been repeated to the dealers all over the country, notwithstanding the government adheres to its policy that it will only commence to sell when consumption claims the coffee, and if the government persists in adhering to its policy, the fact that consumers need supplies should dispel absolutely any fear of a decline when the merchandise is sold, for the reason that it is urgently wanted for immediate trade.

"March options, week ending March 5 : Highest, 5.90 to 5.95; lowest, 5.80 to 5.85; closing, 5.80 to 5.85, against last year closing 6.45 to 6.50."

DRIED FRUITS—Prunes continue to sell freely and some specials are offered at as low as 6 cents on 90-100's. Generally, however, they remain firm. Peels too, are in good demand, and dates are having some call. Several cases of apricots were offered during the week at 33c but that figure is almost completely forbidding.

Prunes, Santa Clara—	Per lb			Per lb
100-120s	0 06		30-40,25's, 50-lb. boxes	0 09½
90-100s,50-lb boxes	0 06	0 07	70-80s "	0 07
80-90s "	0 07½	0 08	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—				
Lemon	0 11	0 11½	Citron	0 21 0 22
Orange	0 11	0 12		
Peaches, "				0 18 0 20
Figs—				
Elemes, per lb				0 08 0 15
Tapnets, "				0 03½ 0 04
Bag Figs				0 04½ 0 05
Currants—				
Fine Filiatras	0 07	0 07½	Vostizzas	0 09 0 09½
Patras	0 08	0 08½		
Uncleaned, ½c less.				
Raisins—				
Sultana				0 09½ 0 13
" Fancy				0 11 0 12½
" Extra fancy				0 14 0 15
Valencias, new				0 06½ 0 07
Seeded, 1-lb packets, fancy				0 11½
" 16 oz. packets, choice				0 11
" 12 oz. " "				0 09
Dates—				
Hallowees	0 05½	0 05½	Fards choicest	0 08 0 09
Sairs	0 04½		" choice	0 08½

RICE AND TAPIOCA — There is nothing new to report. Prices are steady.

	Per lb.
Rice, stand. B	0 03½
Rangoon	0 03½ 0 03½
Patna	0 05 0 06
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07
Tapioca, medium pearl	0 05½ 0 06

NUTS—Business continues quiet at steady prices.

Almonds, Tarragona, per lb		0 13½
" Formigetta	0 13½	0 15
" shelled Valencias	0 28	0 32
Walnuts, Bordeaux "	0 10½	0 11
" shelled	0 27	0 28
" Maxbot, "	0 12½	0 13
Filberts, per lb		0 11

SPICES—Business is still dull with slight variations in one or two lines. Pepper continues firm. Cocoa beans are advancing again, and this, in the face of the recent decline, is rather a surprise.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon		0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 22	0 25
Allspice		0 16
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

BEANS—The bean situation is about the same as at last reports. The presence of American buyers in Kent County again have made the market fairly active.

Beans, hand picked, per bush	1 80	1 95
" prime No. 1, "	1 75	1 85
" Lima, per lb		0 07½

EVAPORATED APPLES—The market is easier and in a somewhat critical condition. Stocks generally are of somewhat unsatisfactory quality.

Evaporated apples	0 0 07½ 08

HIDES AND WOOL—The situation still remains precarious and business is very quiet. Prices ruling are as follows:

Hides, inspected, cows and steers, No. 1	0 05
" " " " No. 2	0 04
Country hides, flat, per lb.	0 03½ 0 04
Calf skins	0 8 0 09
Kips	0 06 0 07
Lamb skins	0 80 0 90
Horse hides, No. 1	2 75
Rendered tallow, per lb.	0 04½ 0 05½
Horse hair, per lb.	0 24 0 25

BROKE HIS KNEE.

W F. Sexton, of Toronto, the Victim of An Unfortunate Accident.

Wm. F. Sexton, of Sexton & Co., Toronto, manufacturers of store fittings, etc., met with a painful accident last Sunday, the 8th inst. While coming down the steps of his factory he slipped and fell, breaking his knee and badly cutting his face and chin.

Mr, Sexton had been down at his factory, at 58 Terauley street, to see if the heating arrangements were in good order. It was while coming out that the accident happened. He was removed to his home, where it was found that his knee was broken. The cuts on his face and chin are not serious. He will be confined to his home for some time. His many friends regret the unfortunate accident.

BLACK PAINT BREAKS GLASS.

The hazard of black paint on plate glass is, it appears from the insurance press, by no means inconsiderable.

Signs painted on plate glass done in solid black paint are in point of fact extra hazardous, as plate glass insurance companies have discovered to their cost. The practice of painting signs of this kind seems innocent enough, but the experience of conservative casualty companies fully justifies them in refusing to write such windows.

The explanation of the hazard under consideration is to be looked for in the property of a black surface to absorb the sun's rays, by means of which an unequal expansion is produced throughout the plate and under the influence of a sudden gust of cold air or any other sudden change of temperature, a strain is developed which shatters the plate glass bearing the black paint. All black painted signs on plate glass, no matter with what exposure. must be considered as hazardous risks.

TO SUCCEED PARMELEE.

W. G. Parmelee, Deputy Minister of Trade and Commerce, has applied for superannuation. An order-in-council will likely be passed this week releasing him from his duties. He will be succeeded by F. T. C. O'Hara, superintendent of commercial agencies.

FOR SALE.

TWO-HORSE power electric motor and power sausage meat cutter, with filler, shafting, etc., complete. Cheap price for quick sale. A. J. Groom, Guelph, Ont.

I GET HIGHEST PRICES
for
BUTTER and EGGS
SELLING DIRECT TO CONSUMER
Will handle your produce on commission —prompt returns
Correspondence Solicited.
L. A. HEATH
332 Ellice Ave., WINNIPEG, Man.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Mar. 12, 1908.)

A steady movement of all general lines is reported by the wholesale houses. Business continues to improve and the outlook for spring and summer is becoming brighter.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Rasyberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 80
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¼'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	7 55

SUGAR—No changes are noted since the advance noted last week. Prices continue as follows:

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 10
" in sacks	5 05
Berlin, granulated in bbls	5 00
" " sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 25
" " 5-2's " "	5 25
" hard pressed lump, 25's, per cwt	6 35
" " half bbls., per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 40
Powdered sugar, in bbls	5 60
" " in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 16

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ¼ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07½
" 70-80 "	0 07½
" 60-70 "	0 08½
" 50-60 "	0 09
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 16
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	01 4½
Nectarines, choice	0 16

EVAPORATED APPLES—Selling to the retail trade at 8½c to 9c per lb.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS —

Rolled oats, 80 lb sacks, per 80 lbs				3 00
" 40 " "	80			3 05
" 20 " "	80			3 10
" 8 " "	80			3 40

CORNMEAL—Quoted at $1.90 per sack.

POT AND PEARL BARLEY—Pot barley, $3.60 per sack; pearl barley, $5 per sack, and $2.55 per half sack.

BUTTER—No. 1 dairy is selling to the retail trade at 24c per lb, and No. 2 at 21c to 22c. Supplies are not so liberal this week as last, and, consequently, the market is firmer. Creamery solids command a price of 26c per lb., while bricks are costing the trade 28c to 30c per lb.

EGGS—Storage eggs are selling at 18c to 20c per dozen. Fresh eggs are selling to the trade at 26c to 27c per dozen, while produce houses are paying about 24c per dozen, f.o.b., Winnipeg. Supplies from the country are very small, and eggs are being brought in from the South and East.

CHEESE—

" Ontario, large	0 15
" " twins	0 15½

POULTRY—

Fancy spring chickens, fresh killed frozen	0 15
Fancy Ontario turkeys, frozen	0 17

GREEN FRUITS AND VEGETABLES—The regular heated car service from Winnipeg is being discontinued after the 15th, and after that date specials will be sent out each week until the arrival of warm weather. The first cars of Seville marmalade oranges have arrived.

Winter Apples—	
Straight grade No. 2, per bbl	5 00
North ra spies No. 2, "	4 50
do. No. 1	5 50
Oranges and Lemons—	
Washington navels, 96's, per case	3 50
" " 112's to 126's per case	3 75
" " 176's to 250's	4 00
California lemons, 300's, 360's, per case	5 50
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes, kegs, per keg	5 50
Pears—	
Fancy Columbia, "	4 00
" " half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03½
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb.	0 3½
Cabbage (native), " " "	0 02½
Lettuce, 1½ doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

TRADE NOTES.

James Marr, Red Deer, Alta., has taken over the grocery business of M. Patterson.

S. C. Mulhall & Co., grocers, of Middleton, N.S., have sold their business to N. W. Baker.

W. B. Woodhul, general merchant, of Lambeth, Ont., has sold his business to Geo. G. Earley. The new proprietor for ten years was shipper for the McCormick Manufacturing Co., of London, Ont., and has been also with Messrs. C. R. Somerville, gum manufacturers, for nearly two years.

The man who has two mothers-in-law may take heart of hope, for he might have had three or four or half a dozen.

NEW FIRM OF BRACEBRIDGE GROCERS

Peter Hutchison Retiring After Eighteen Years of Profitable Business—Something About the New Partners.

On the first of April Peter Hutchison, one of Bracebridge's oldest and most successful grocers, will hand over the business in which he has spent eighteen years, to D. T. Hodgson and J. W. Reid, two of his present employes, and will retire. The store in which the business is being conducted, the retiring proprietor, and the new partners, are shown in the photographs reproduced herewith.

Hutchison Bros.' Store, Bracebridge.

It is eighteen years since the business was established under the present management. Previous to that time it was owned by R. J. Watson, now of Burk's Falls, with whom Mr. Hutchison worked for a while. He had formerly been for a short time with the Meinardus Co. in Gravenhurst. Fourteen years ago the business was transferred to its present stand, which has been improved from time to time, until it now takes rank as one of the finest stores in Bracebridge.

PETER HUTCHISON.
The Proprietor, who is Retiring April 1

Since Peter Hutchison took the business over it has increased by several times the original value and is now one of the most successful in the Muskoka district. In all his dealing Mr. Hutchison has been noted for his straight businesslike methods and he can be assured that in retiring from his trade connections he carries with him the respect and esteem of all who have been customers of the store as well as the wholesale men.

Both the members of the new firm are familiarly known in Bracebridge and vicinity. It is fourteen years since D. T. Hodgson came to town, during which time he has been in the employ of Hutchison Bros. Having always followed the grocery and provision business since boyhood, "Dave" is thoroughly conversant with it.

His partner, J. W. Reid, has spent seven years in the grocery business and for the last two years has been in charge of the books for the firm. Both have a thorough knowledge of the wants of the people of Muskoka and, possessing marked business ability, may be expected to keep up the good reputation the store enjoys. The Grocer extends its best wishes for the success of the new firm.

A COLD STORAGE CONGRESS.

Of International Character Will Be Held in Paris in July.

In a consular report of recent date Frank H. Mason, the American Consul-General at Paris, announced the holding of an international congress on cold storage early next July in Paris. In his report Mr. Mason says in part:

"The purpose of the congress is to bring together leading experts and representatives of the principal industries and enterprises of all countries in which refrigeration is used as an agent for facilitating the preservation and transportation of food materials by land or sea.

"The work of the congress has been laid out in six sections, each of which is under the control of a special committee, headed by a president, chosen from the most eminent specialists of France. Great Britain, Germany and Russia will take an active part in the proceedings and will be represented by full commissions made up of eminent specialists and government officials.

"America is recognized as the pioneer in the application of cold storage on a large scale to food preservation and transportation, and as the work of the congress will be along lines in which a vast number of American citizens—growers of fruits, vegetables and meat producing animals, packers and shippers of a wide range of food products, railway and steamship managers and the owners of cold storage plants throughout our country—are more or less directly interested, it is to be hoped that the American delegation and its work during the congress will be representative and worthy of the importance of the occasion.

"America is the natural source of supply of many food materials for densely populated Europe, and the influence of the coming congress, if rightly directed, will be to break down technical barriers and smooth the way for mutual understanding and for an enlarged trade. The Compagnie Transatlantique offers to delegates a discount of forty per cent. in the cost of passage between New York and Havre."—New York Herald.

D. T. HODGSON.

J. W. REID.

LIFE STORY OF A SUCCESSFUL GROCER

Some Interesting Facts in the Career of Fred. T. Smye, of Balfour, Smye & Co., Wholesale Grocers, Hamilton—Principles Which Brought Success.

Hamilton, Ont. is deservedly acknowledged one of Canada's leading manufacturing and commercial centres. Its suitability for manufacturing purposes over other places has secured to itself some of the largest iron, steel and industrial works of this country. Aside and above, and before all these advantages were properly recognized, 'way back as far as the "50's," Hamilton was a grocery and food distributing centre. Its wholesale grocers were famed and its business men princes in their line. Many names, however, not only in their own city but throughout the Province of Ontario and beyond, might be mentioned by The Grocer, names that would recall to the older grocers of Canada the days of hogshead sugar, molasses puncheons, codfish in quintals, block matches and United States sugars, days when the little valley city of Dundas was looked upon as a lively competitor and when the now weed-grown Desjardines Canal was a busy thoroughfare. It is not, however, of the glorious names of the nineteenth century, nor of the trade builders of the "50's" to "70's" that we wish to write. Our efforts are directed towards a brief sketch of the commercial career of one of Hamilton's leading wholesale grocers of to-day, Fred T. Smye, of Balfour, Smye & Co.

Mr. Smye is a young man, and though born in Hamilton on July 4, 1868, is a loyal Canadian subject. Young Smye was educated in the public schools and collegiate institute of his native city. After leaving school at the age of 14, he entered an insurance and real estate office, where he served three years. His first experience in groceries was with Alexander Harvey & Co. and he entered the employ of this company when the writer was perched on a high stool making out invoices, so anything that is written here about Mr. Smye is incontrovertibly so.

After a sample room training, Fred Smye in 1866 tried city traveling and his pluck, energy, push and business perception made him popular and successful. When A. Harvey & Co. amalgamated with John Stuart, Son & Co., under the title of Stuart, Harvey & Co., Mr. Smye went with them. On Balfour & Co. buying out Stuart, Harvey & Co. in 1893, Mr. Smye was retained on the traveling staff and was counted one of the best men on the road, his territory comprising all the leading points around Hamilton, Guelph, Galt, St. Catharines, Oakville, Berlin, Preston, Fergus, etc. This territory was regularly and systematically worked until the formation of Canada Grocers, Ltd., when he, with Jas. Somerville, were appointed managers of the business. After dissolution of Canada Grocers, Ltd., he bought the business and formed a new partnership with St. Clair Balfour, son of the late head of Balfour & Co., and Chas. H. McIlroy, an old business associate of his. The present company has made great strides in business as the members are all young, hustling and active. The business work is systematically divided, Mr. Balfour looking after the northwest business and Mr. McIlroy the Niagara Peninsula. Mr. Smye has specialized certain lines and their brands are known throughout the land.

In speaking to The Grocer in answer to the question as to what facts in his career he attributed his success, Mr. Smye said, boiled down in a few words:

1. Hard work.
2. Common horse sense.
3. By always giving the trade I looked after my honest opinion in all things sometimes to my immediate loss and disadvantage.
4. By posting myself thoroughly on the goods I was selling.
5. By always treating every clerk of my customers with proper consideration. I think it is just as important as

FRED T. SMYE.

it is decent to treat the man behind the counter square. I can safely say that at least half of the men in business on my old ground were clerks when I started on the road; from nearly all of whom we get a large share of trade.

These sentiments may well be copied and too often are neglected by those whose training and experience should lead them to exercise these lines of business without prompting.

Mr. Smye is a hard worker and is active and energetic in all he does. Active as he is in his business, he still has time to devote many hours to rowing and yachting, and has taken an active interest in the affairs of the Canadian Travelers' Association, being a director for Hamilton ten years, and elected first vice-president for two years by acclamation. He is a presiding officer and director in several of Hamilton's important manufacturing concerns. In masonic circles, Mr. Smye is W.M. of Strict Observance Lodge 77. He is also president of the Hamilton Wholesale Grocers' Guild.

This is the story of a man who has worked his way up, who has made a success of the grocery business, and a success of life. His example is a worthy one for younger men in the trade to follow.

CANADIAN APPLES IN AUSTRALIA

Trade Commissioner Believes Market Could Be Developed.

In a review of Australian trade for the year 1907, recently published, J. S. Larke, Canadian trade commissioner, in Australia, gives an interesting review of the Canadian-Australian apple trade as follows :

"There were imported into Australia by the Canadian-Australian steamers 19,831 boxes of apples in three shipments, the receipts being for October, 6,772 boxes ; November, 8,163 boxes ; December, 4,896 boxes. There were, in addition, a few boxes that came by freight steamers from San Francisco, but the shipments on these slow steamers were a complete failure. Nearly all the apples arrived, apparently, in good condition. A quantity were carried on deck and where these were sound they had lost their flavor. Those carried in cool storage were prime on receipt. Some of the apples were first-class fruit, free entirely from disease and passing without difficulty. Others from California were affected with Codlin moth and had to be treated. It is stated that any future shipments affected in this way will be destroyed on arrival at this port. The apples suited to the market, especially those from one orchard in Oregon, brought high prices, varying from 15s to 20s per box. Those unsuited to the market brought from 10s to 12s per box. It is said that a few of these apples were of British Columbia origin, but of this I have no evidence and was unable to locate them. The fact that one United States shipper continues to send such large quantities of apples to this market supports the statement that I have made in previous years, that the Australian market is the most profitable market for the British Columbia grower open to him. A Canadian paper informs me that buyers were paying a very high price for shipping Ontario apples to the eastern United States. The prices there had been so high that western United States apples were also being sent there. Nevertheless, the finest grower in Oregon found it to be still more profitable to send his fruit to Australia. The price stated to me paid for first-class British Columbia fruit was from one dollar to one dollar and a quarter per case at Vancouver, which was certainly a dollar a case less than the fruit would have brought by shipping to this market under proper conditions. There is, however, this objection to the British Columbia apple, that the average of the best fruit is too large in size, giving too few to the box. Nearly 20,000 cases of apples were disposed of at different points at the prices I have named, and more than justifies my statement, that this market would take 15,000 cases when properly handled."

Good Tea vs. Rubbish
which will it be?

Now is the time to decide whether it will pay you best to push the sale of **good tea** at a very fair profit or **rubbish** at a very small profit.

The difference in price between really good tea and tea that can only properly be termed "rubbish" is so very little, that it seems almost a crime to even offer people the cheap trash.

Right now, when the price of tea is attracting some attention, is your opportunity to push the sale of good tea.

Let your competitor sell the rubbish you will soon get his customers.

T. H. ESTABROOKS
St. John, N.B.

TORONTO OFFICE:
3 Wellington Street, East
WINNIPEG OFFICE:
355 William Avenue.

Facts and Figures

We have just completed our Inventory. We take stock on February 1st, but it takes a **full month** to figure out and extend every item of it.

Yes, it is a huge piece of work, this inventory of ours, and it proves the truth of our contention that we carry

THE LARGEST STOCK

Now, just think, we have at present in our various warehouses a stock of goods amounting to

$572,043.58

Do you realize what these figures mean? What a vast aggregation of products from all parts of the world, we hold at your disposal, thus justifying our ad.

THE LARGEST VARIETY

Nor is this mamoth stock allowed to remain on our hands, very long. We sell out and replenish about **six times** a year! How's this for

QUICK TURN OVER

AND

BIG BUSINESS

A trial order from you will be much appreciated. Just test

OUR RELIABILITY,
BEST EQUIPMENT,
COMPETENT STAFF
and PERFECT ORGANIZATION

HUDON, HEBERT & CIE.

LIMITED

MONTREAL

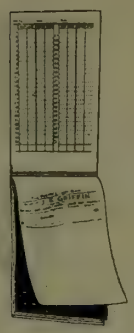
The most liberally managed firm in Canada.

Many Dollars a Week

are lost by grocers, through disputed items in the statements. By using our simple

"DUPLEX"
COUNTER CHECK BOOK

you can prove your case and get your money every time. No friction, no loss, when our "Duplex" is used.



A Post Card will bring full particulars

The Carter-Crume Company Limited,
Toronto, Ontario

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

Lombard Plums 2s
HEAVY SYRUP
$1.00 Per Dozen

"CANADA'S PRIDE" BRAND

We have a limited supply of the above which we offer to the trade at $1.00 per dozen F. O. B. Kingston. These goods are HEAVY SYRUP, LAST FALL'S PACK, and are really worth $1.40. We guarantee every tin.

FENWICK, HENDRY & CO.

Wholesale Grocers and Importers
KINGSTON, ONTARIO
Established 1846

We are offering some exceptional "SNAPS" in Ceylon Greens, Blacks and Japans at present.

TO SEAL

A slight downward pressure

That's All

SCHRAM AUTOMATIC SEALER

The Perfect Fruit Jar.

TO OPEN

Insert blade of knife under cap, raise up

That's All.

WRITE FOR PRICES

SCHRAM AUTOMATIC SEALER CO.

OF CANADA, LIMITED

WATERLOO, - - - - - ONT. 848

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

Choicest Cured Meats
AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham — **Rolled Bacon**
Boneless Prepared Bacon — **Pure Lard**
Skinned Boneless Backs — **Lard Compound**
Finest Baker's Shortening, etc.

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BACK BACON

is very much in request at the present time and owing to the fact that this cut is also used fresh for roasting and for pork chops it is difficult to keep up with the demand. We shall be glad to have your orders. We have a good stock of new cured, either out of pickle or smoked and can ship promptly.

F. W. Fearman Co.
Limited
Hamilton, Ont.

Selling More

Ham and Bacon is only possible by selling a brand which creates a desire for more. And that's just why it will pay you to sell

CORONA BRAND
HAM AND BACON

It's flavor is deliciousness itself. It is tender and sweet—not too lean and not too fat. Your customer will never tire of Ham and Bacon if you sell him Corona Brand.

PRICES ON REQUEST.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
WE HAVE NO RETAIL STORES.

Ryan Brand Provisions

mean more profit for you. There is no denying the fact that clean, wholesome provisions appeal to the best class of trade. Neither can anyone deny the fact the Ryan Brand provisions are uniformly clean, wholesome and delicious in flavor. The government inspector has declared that

Ryan Brand is Pure.

Prices on Request.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

A Slightly Easier Tone is Noted in Produce, With Changes in Several Lines—Canadian Hog Markets in Rather More Satisfactory Condition With Higher Prices.

CHEESE AND BUTTER BULLETIN

Montreal, March 11, 1908.

Just a shade firmer are cheese prices this week. White is offering from 13c to 13½c, while colored brings 13¼c to 13⅜c, when buyers are to be found. Last week ⅛c less was asked for colored.

Old Country houses are still backward in placing orders, though the general opinion is that they will have to come around pretty soon, as English holdings are dwindling week by week under a steady demand. Those who are n possession of any stocks worth while, on this side, while they are willin~ to make slight concessions in some instances, are not thinking of letting go at lower prices than now rule. Offers have been made to some English houses, of finest colored at 13c. This is the exception, however, not the rule, for it is a case of necessity for dealers to get what they ask in order to get out without a loss.

Everyone is looking forward with interest to the arrival of the first new cheese. This will enable merchants to fill orders without so much wear on their grey matter in endeavoring to judiciously distribute small stocks over a large area.

Receipts are very small. Last week but 65 boxes of cheese arrived; against 70 boxes previous week, and 136 boxes same week last year. Total receipts for the season are 2,053,905 boxes, against 2,349,705 boxes same period a year ago.

There has been a steady falling off in demand for butter, owing to the continued high prices asked by the trade. As a result, the quotations given out this week by produce dealers are lower than those quoted for butter for many days. Finest creamery is selling at 30c to 31c, sometimes 32c, according to the transacting parties, and the amount sold.

There has been some talk of the possibility of bringing butter in from the States. Whether this will come to pass or not is entirely problematical. It is possible that there may yet be some importations from the south. To-day creamery is selling at 29c in Chicago, which would mean 33½c laid down here, freight and duty 4c. This would necessitate a 35c market, which is hardly likely to rule agan before the new make, unless steady demand eats up the small supply on hand. There is hardly two week's supply of butter in the hands of dealers in Montreal to-day and should this be all consumed before the middle of April, when express creamery will begin to arrive in small lots, we shall have to get butter from somewhere, and Chicago is the logical market.

Stranger thngs have happened. The past has been an abnormal season. Anticipating increased consumption of butter, dealers bought more heavily than usual, many purchasing in New Zealand for shipment to Canada. Contrary to expectations, demand for butter was not such as to require larger supplies than in previous years, chiefly because of the financial crisis which threw many out of work and tied up money generally. The London and other English markets were short, however, and instead of having an embarrassing surplus on their hands dealers recognized the good thing there was for them across the water, and exported for a good profit. Much butter was sold while in transit from New Zealand to Canada. Some of this got as far as London where it was profitably disposed of, while some came as far as Portland, and was then sold in London, and taken back without ever having left the ship. When this last mentioned butter had been in London the market was not favorable to its sale then (it was an early shipment), but on its arrival at Portland the Old Country market had advanced sharply, and the English purchasers anticipated a ready market, at a high price, for the butter when it arrived once more in London. Unfortunately for them a slump occurred in the London market, and, to their sorrow, they lost money.

Dairy butter arriving is chiefly in roll form, few solids being made. For rolls 26c to 27c is obtainable.

Receipts of butter last week amounted to 796 packages, against 1,539 packages previous week and 542 packages same week last year. Total receipts for the season amount to 415,483 packages, against 609,255 packages same period 1906-07.

THE PROVISION SITUATION

Toronto, March 11, 1908.

Conditions are somewhat more encouraging in the Canadian hog markets this week, though matters yet are far from normal.

In spite of extraordinarily large shipments, both from Denmark and the United States, last week, the English market has recovered somewhat, and is this week in a slightly more receptive mood, standing one shilling above the Canadian market. This has provided some encouragement for Canadian packers, but with the large stocks held in storage, there is not as yet any hope for brisk business.

A cable to a Canadian packer this week states that the Danes last week set a new record in shipments of bacon to the English market. Danish "killings," too, continue to reach an enormously high aggregate, the figures for last week reaching 42,000. Denmark's supremacy in agricultural products is certainly made evident in the British market. American shipments last week were large also, aggregating 22,700.

Deliveries at Canadian points have been moderate during the week, but have been plenty heavy enough to satisfy the packers. Prices offered this week are on a basis of 15c better than a week ago, viz., f.o.b., $4.90 ; fed and watered, $5.-15 to $5.20, and off cars. $5.30 to $5.-35.

The continuance of the low prices offered for stock, together with the high price of feed during the winter, has been rather discouraging to Canadian hog raisers and many are talking seriously of going out of the business.

Conditions prevalent last week in the American markets are evidenced in the weekly review of the New York Journal of Commerce, as follows :

"The past week has witnessed a considerable increase in activity of future hog products at quite an advance in prices, owing to the manipulation by packers, which was started by Armour buying early in the week, followed by a reaction on Cudahy selling, after which there was a further advance on Cudahy buying of the whole list. There seems to be two parties working for control of these markets, the same as in wheat. This advance was in face of large receipts most of the week at all points, except for a day or two at Chicago ; and the buying of hogs has been sufficient to prevent much decline in the raw material, notwithstanding the big excess over last year's receipts, it being the greatest of any week on the crop. Shipments out of the country have been large for the week, but mostly on consignments by packers ; and these have been sufficient of late to keep the exporters out of our market. The home trade has not followed the advance in futures, though cash speculative articles have been held higher with futures, bringing business almost to a stop."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market continues firm this week, lard is a little firmer in feeling. Hams are in fair demand at the old prices. Other lines are the same as last reported.

Lard, pure, tierces		0 11½	0 11¾
"	56-lb. tubs	0 11¾	0 12
"	20-lb. pails, wood	0 12	0 12¼
"	cases, 10-lb. tins, 60 lbs. in case	0 12	0 12¼
"	" 5-lb. "	0 12¼	0 12½
"	" 3-lb. "	0 12¼	0 12¾

Lard, compound, tierces, per lb.	0 08½	0 09½
" " tubs	0 08¾	0 09¼
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin	....	0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " " 5-lb. "	0 08¾	0 09¾
" " " 3-lb. "	0 08¾	0 09¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The butter market is a little easier this week. Roll butter is very scarce, due to the present being between seasons. There has been no fresh made creamery to speak of received lately, while the demand for it is strong.

Creamery, fall make, boxes	....	0 31
Creamery, winter make, boxes	....	0 32
Dairy, tubs	....	0 25
Fresh large rolls	0 26½	0 27

EGGS—The market for eggs is easier this week, as the receipts of new laid are increasing from Ontario points, and prices are lower, as dealers can procure stocks from American points to compete with the prices being quoted locally. Pickled eggs are scarce and the prices are higher. A good increase in business is noticeable since the Lenten season set in.

New laid	0 25	0 26
Pickled	0 23	0 23½

CHEESE—There is a good local demand for cheese this week at unchanged prices. The market remains firm.

Cheese, old	0 14½	0 16
" new, large	0 14	0 14½
" " twins	0 14½	0 15

HONEY—The honey market is unchanged. There is a good demand for buckwheat honey, while other lines are selling fairly well at the old prices.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk	0 10	0 11½

POULTRY—The poultry market is still quiet, there being no receipts of new stock until Easter. Prices are the same as last week. Demand is fair.

Turkey, per lb.	0 16	0 18
Chickens and fowls, lb.	0 13	0 14
Geese	0 11	0 12
Old fowls	0 10	0 11
Ducks	0 12	0 13

POULTRY

MONTREAL MARKET FIRM.

Consignments to

P. POULIN & CO.

MONTREAL

are solicited. Prompt returns. No commission

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

? HAVE YOU SEEN THEM

Our Special Value 4 string Fancy Finish

25 Cent Brooms

ORDER NOW.

Freight allowed up to 40c. per 100 lbs.

3 doz.,.... $2.25

2 doz.,.... 2.60

1 doz.,.... 3.00

Goods will be shipped in turn as order is received—(say ten days.) Only a limited quantity to sell at this rate.

WALTER WOODS & CO.

Hamilton and Winnipeg

TORONTO.

PROVISIONS — Business continues fairly steady, though the consumptive demand is none too brisk. An easier feeling pervades the whole market. Lard has dropped ½c all around. The arrival of large American shipments has had a weakenng effect on prices. Fresh meats are active.

Long clear bacon, per lb.	0 09½	0 10
Smoked breakfast bacon, per lb.	0 14	0 14½
Roll bacon, per lb.	0 10	0 10½
Small hams, per lb.	0 14	0 14½
Medium hams, per lb	0 13	0 14
Large hams per lb.	0 12½	0 13
Shoulder hams, per lb.	0 09½	0 10
Backs, plain, per lb.	....	0 16
" pea meal	....	0 16½
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb.	....	0 11
" tubs "	....	0 11½
" pails "	0 11½	0 11¾
" compounds, per lb.	....	0 08½
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	6 70
Veal	0 08	0 09

BUTTER—The market continues fairly steady. Supplies are short. Dairy is very scarce. Prices remain high. Baker's butter has advanced 1c.

	Per lb.	
Creamery prints	0 31	0 34
Creamery solids	....	0 31
Farmers' separator butter	0 28	0 30
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 21	0 22

EGGS—The market has been active during the week. New laid are arriving in good quantities. Big shipments of American eggs continue to come in. Prices of new laid are off 1c. There has been a good Lenten demand. Candled and selects are not being quoted.

Eggs, new laid	0 27	0 27
" limed	....	0 22

CHEESE—There is no material change in the situation. Prices continue firm with a stronger demand noticeable.

Cheese, large	0 13	0 13½
" twins	0 13½	0 14

HONEY—Prices rule about the same. There is a fairly good demand for some lines.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz.	2 50	3 00
Buckwheat honey, per lb.	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Business has been quiet. There is a good demand for good chickens and hen turkeys. Supplies of fresh fowl are scarce. Ducks and geese are done.

Chickens	0 15	0 17
Turkeys	0 21	0 23

TRADE NOTES.

P. J. Farr grocer, of Goderich, Ont., has made an assignment.

J. Z. Rouleau, grocer, of Montreal, has made an assignment.

Pierre Godreau, grocer, of St, John's, Que., has made an assignment.

F. Munro, general merchant of Elgin, Ont., has sold to L. C. Ripley.

Scroggie Bros., grocers, of Guelph, Ont., have sold their business.

A. A. Grenon, general merchant, of Chicoutimi, Que., has assigned.

H. Bellinger, general merchant, of Bamberg, Ont., has assigned.

W. J. Norfolk, grocer, of Stratford, Ont., has made an assignment.

J. S. Gibson, grocer, of Gravenhurst, Ont., has sold to Thos. Fielding.

St. Aubin & Brunet, grocers, of Montreal, have dissolved partnership.

Kennedy & Son., Fort William, Ont., have opened up a new grocery store.

Jas. Clay, Galt, Ont., has taken over the grocery business of Chas. Cummings.

Mr. Pumfrey, West McGillivray, Ont., has started a grocery and butcher business.

W. D. Woodhull, Lambeth, Ont., has sold his general store business to G. G. Earley.

Nap. Therien and L. Robitaille & Co., two grocery firms of Quebec, have assigned.

H. A. Fenly, Newbury, Ont., has taken over the general store business of E. Gage.

W. C. Shaw, general merchant, of Sombra, Ont., has sold to Hamilton Waddell.

Lind, Kerrigan & Co., wholesale grocers, of London, Ont., have made an assignment.

F. P. Watson, grocer, of Victoria, B. C., has sold to Jallard Bros., late of Sandon, B.C.

J. G. Canning, Lost River, Sask., has taken over the general business of the Lost River Trading Co.

H. J. Vaughan, Hamilton, Ont., has purchased the grocery business of H. M. McGregor, 475 King street west.

The Star Grocery, 665 King street east, Hamilton, which has been conducted for some years by Henry Cox, has been recently purchased by H. S. Hunter, late of Regina, Sask.

THE PORK AND BEANS SITUATION

Retailers throughout Canada know how hard it is to persuade their customers to accept any Pork and Beans other than **Clark's.**

They have tried them, and come back time and again for more. Retailers know the amount of time and talk it will take—and the sales which will be lost—in an effort to push other Brands. Jobbers can have any orders for Clark's Pork and Beans filled promptly and completely, so if you specify Clark's Pork and Beans you will get them. It is wise to insist.

Wm. Clark, Montreal

Manufacturer

SIX REASONS WHY YOU SHOULD STOCK

O'MARA'S BACON

1. It is in great demand by the public.
2. It allows you an excellent Profit.
3. Your neighbors have it in stock.
4. Customers are pleased and come again.
5. It is made in an up-to-date inspected factory.
6. It is easily the best Bacon on the market.

TRY IT YOURSELF

JOSEPH O'MARA

Pork Packer PALMERSTON, ONTARIO

Tasty and Tender, Clean and Wholesome

The Horseshoe Brand

HAMS AND BACON

will build up your provision trade wonderfully. If you want to prove the flavor, just try a slice of Horseshoe Brand for breakfast to-morrow morning. It will show you why Horseshoe Brand pleases the people.

Write for Prices !

JOHN DUFF & SON

Hamilton, Canada

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
308 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

SALT MEN DINE.

Annual Dinner of the Canadian Salt Co. at Windsor.

The Canadian Salt Co., held its annual dinner at Windsor, Ont., on Saturday, Feb. 29th. It is just a year ago since the company inaugurated the custom of giving an annual dinner to the office staff and heads of the various departments. By this means it was thought that everyone would benefit. That their best hopes have been realized was proved by the splendid success of this year's dinner.

During the evening speeches were delivered by various members of the firm. From these it was learned that the salt company, notwithstanding the general business depression, had completed the best year in its history. As an evidence of the popularity of their salt, it was authoritatively stated that in Toronto ninety per cent. of the salt used was Windsor salt.

E. G. Henderson, general manager, was chairman. Among prominent salt men present were Messrs. Sutherland and Wilson, of Montreal, and C. R. Cooper, of the Toronto Salt Works.

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

BUTTERFLY BRAND

FUSSELL'S

'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

being mechanically prepared without the addition of sugar or any preservative, is very easy of digestion, and has saved many lives all over the world, as it is retained where all other food is rejected. Insist on Fussell's.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents

John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.
S. Fairall Fisher - - Montreal
Sol. Oppenheimer - - Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO. HALIFAX, N.S.

MOTT'S: No better Chocolate

If you are not well stocked with

Mott's

"Diamond" and "Elite"

Chocolate

get them in—Lent is a good time for consumption of Chocolate and Cocoa. Your customers should be supplied with the best. The best is

Mott's

Every jobber sells it.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

A Chance for You

Send me an order for a car lot of

BUDA

"The Flour of Quality," and if it is the first car lot order from your locality, I will give you the sole control of Buda for that locality. Buda Flour is blended from Eastern and Western wheat by millers of a half-century of experience. It is the best value in flour at present on the market.

Act now! Send for Prices at my Expense.

J. B. HARTY
PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

A Firmer Feeling is Noticeable in All Lines—Prices Remain Steady at Ontario Points—Changes in Montreal.

A firmer feeling seems to be evident in flour and cereal markets generally this week, though there is nothing particularly new to report.

In flour this is, perhaps, attributable to an active demand from the Eastern Provinces, where stocks are said to be exceedingly light. Wheat is coming in quite freely with the improved condition of the country roads and business generally seems to be on a more favorable basis.

Cereals also have shared in the general firmness, and supplies are coming in more satisfactorily.

FLOUR—There is a little firmer feeling in the flour market this week, although there has been no noticeable change in prices, except in the case of Glenora, which is up 10c. Local demand is very good.

MONTREAL.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 60	4 10
Royal Household,		6 10
Glenora		5 60
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

ROLLED OATS—There has been no change in rolled oats since last report. A fair business is being done at unchanged prices.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 90	3 02½
" 80-lb. bags	2 75	2 87½
" bbls	6 10	6 35

FEED—The feed market remains firm at the advanced prices. Manitoba shorts are up this week. A fair amount of business is being done.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	24 00	27 00
" bran	23 00	24 00
Moullie, milled	26 00	31 00
" straight grained	27 00	33 30
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market is firmer this week with good demand from the Eastern Provinces. Wheat is coming in much more freely on account of the improved condition of the roads, and business generally is better. Last week's prices still prevail.

Manitoba Wheat.

90 per cent. patents	5 50
85 " "	5 30
Strong bakers	5 20

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Business is fairly good with a firmer tone evident. Supplies have been coming in much more freely during the week in consequence of better country roads. Prices are on the same basis.

Rolled wheat in barrels, 100 lbs	2 85	3 10
Rolled oats, in wood, per bbl		6 55
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		6 40
" " " " in bags, 98 lbs.	2 90	3 25

HOW TEA LEAD IS MADE.

In a conversation the other day with a member of the Salada Tea Co., a representative of The Grocer got some interesting information in regard to the manufacture of lead. The lead is really tinned, since there is tin, both on the inside and outside of each sheet, and the process is as follows :

A plate of lead is cast about one inch thick, two feet long, and about one foot wide. Two similar sized sheets of tin are cast, but only about ⅛-inch thick. One sheet of tin is placed on each side of the block of lead, and as it is passed through rollers the tin adheres to the lead, and the sheet spreads out only in one direction, that is, it never gets any wider, but simply becomes longer. After it is passed through the set of rollers, it is doubled over, and passed through again, and then doubled again, and so on, until the requisite thickness is obtained. All this time the tin is thinned out in exactly the same proportion as the original blocks were to the lead, but has become an integral part of the lead, as in the doubling process tin always comes into contact with tin it does not adhere. When this folded sheet has become the desired thickness, it is brought to the guillotine, and cut into the desired sizes ready for the packets, and this, it is claimed, preserves the quality in tea to ten times the cost of the metal.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Mooney and Money

Sell Mooney's and you will make money. This is a fact which has been proven true by many successful grocers who handle

Mooney's Perfection Cream Sodas

The reason is plain: Mooney's Perfection Cream Sodas never fail to please the refined housewife, by their dainty and lasting freshness.

Order Some Now!

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents

C.E. Colson & Son, Montreal

D. Masson & Co., "

A.P. Tippet & Co., "

J. & G. Cox, Ltd.

Gorgie Mills

EDINBURGH.

A VISIT TO EUROPEAN MARKETS

Representatives of Canadian Firm Visit Centres of Interest to Trade During Continental Tour—Grocers and Groceries in England, France, Spain and Portugal.

C. L. Marshall, Canadian manager of the MacLaren Imperial Cheese Co. and Mrs. Marshall have recently returned from an extended business and pleasure trip to England, France, Spain and several Mediterranean cities. In the course of a conversation with a representative of The Grocer this week Mr. Marshall told some interesting facts in connection with his trip. A good many of these are particularly interesting to grocers, since the tour's itinerary covered several of the primary markets from which products largely used in Canada originally come, and some of these are given here.

Lots of Cheese in London.

The retail stores in London, says Mr. Marshall, are not of the most attractive character, except in the highest class. One of the features which strikes one as peculiar is the large amount and variety of cheese displayed, both of foreign and domestic goods. The restaurants also offer a large variety of cheese. Some time was spent in London in the marmalade factory of a firm represented by the MacLaren Co., and this, strangely enough, was located on the site where the old Great Eastern was built. While in London Mr. Marshall called at the office of The Canadian Grocer and reports a hearty welcome.

From London the party, which by the way, included A. M. MacWillie, the company's American manager and Mrs. MacWillie, crossed to Paris. Here Mr. Marshall had the pleasure of meeting M. Menier, the French chocolate king, and several other large business men.

The Paris Groceries.

The retail stores of Paris, and indeed, all through the larger towns of France, present very, very attractive interiors, said Mr. Marshall, from the fact that they make a specialty of displaying preserved fruits, etc., in glass. The quality of these goods is well-known. Mr. Marshall spent some time in the factories where these goods are put up, and thinks that the secret of their quality lies in the care exercised in handling the fruit.

Cheese is also made a feature in these stores, several of the larger stores handling MacLaren's and quite a large business has been built up in this with the American residents. Cooked meats, fowl, etc., are also largely handled.

Another interesting feature about the stores is that the clerks, both in Paris and Marseilles are practically all women.

Wine and Fruits at Bordeaux.

In Bordeaux the greater part of the Maraschino cherries which we use are put up. These come from a valley some distance inland and are preserved with the greatest care. Bordeaux, which by the way, has about the same population as Toronto is noted also as a wine centre, and along the waterfront, says Mr. Marshall, everything, offices, warehouses, drays and traffic, are devoted exclusively to the wine industry.

Soap and Nuts at Marseilles.

Marseilles is noted for its production of olive oil and its products. Practically all the castile soap we use also comes from this city. It is also an important nut market. Grenoble walnuts and almonds are largely exported and it is also a large importer of peanuts from India, Africa and Java, these being utilized for oil.

The city contains several macaroni factories and Mr. Marshall secured the Canadian agency for one of the largest of these while in the city. An interesting feature evidenced here was the absence of credit in wholesale trade. These macaroni manufacturers sell from 10,000 to 15,000 pounds daily to the retail trade in the city. It is sold on an agreement that the retailer shall pay the driver who delivers the goods, or if not paid then, that he call at the factory the following morning with the cash. If he neglects to turn up his name is written off the books and the firm refuse to sell him further supplies. According to Mr. Marshall the system seems to work admirably and to the interests of all.

Gibraltar's Moorish Market.

Even at Gibraltar MacLaren's cheese is used a good deal, says Mr. Marshall, though there is not a decent grocery store in the city. One of the features of the place is its Moorish market, with its abundance of fowl.

A Visit to Malaga.

From Gibraltar Mr. and Mrs. Marshall crossed by ferry to Algeciras and thence by a round about inland trip on a remarkably slow train to Malaga. This, Mr. Marshall considers as one of the prettiest cities in Europe. Lying in a bay, surrounded by mountains covered by semi-tropical vegetation it presents a particularly pleasing picture.

Malaga is a large raisin centre, the valley adjacent to the city being very fertile. A large quantity of almonds are also exported and several factories were visited where the nuts were being shelled and polished.

From Malaga Mr. Marshall took a short holiday trip to Grenada, had a look at the famous Alhambra, and then went on to Seville.

In Seville and Madrid.

This city, with its clean, whitewashed buildings, made a favorable impression. Several olive manufactories were here visited. These are nothing more than a yard with a number of sheds for storage, all the work of curing and treating being done out of doors.

In Madrid the grocery stores are quite attractive and the better ones are very similar to the French stores. Cheese is also sold very largely here and Roquefort, Milan cheese and the Dutch product were all in evidence. The Canadian variety has also found a place and Mr. Marshall tells with a pleased look how it was first discovered in the military club in the city and its use has gradually spread.

From Spain Mr. and Mrs. Marshall returned to England and from thence to Toronto via New York. Mr. and Mrs. MacWillie, instead of visiting Spain, went north through Switzerland and Holland, calling on a number of the business men in various cities.

Several important agencies were established as a result of the trip, which no doubt the readers of The Grocer will have an opportunity of hearing about through the firm's advertising during the year, and as another result, Messrs. Marshall and MacWillie are particularly well informed as to a good many of the lines of goods they are selling.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

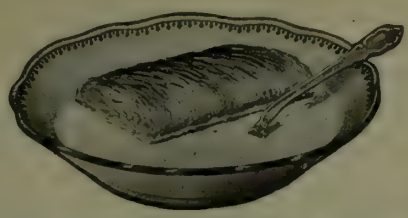
Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

Canadian Agents.



"It's All in the Shreds"

THE GROCER WHO MIXES BRAINS WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

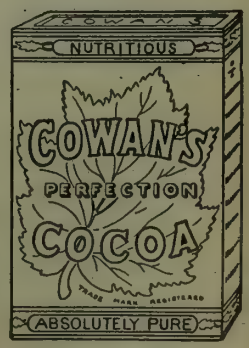
A Good Profit for You, and a Satisfied Customer —What More Can You Ask?

The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

COWAN'S

Cocoa and Chocolate



Healthy and Delicious in its absolute purity. It is the leader in profit. Are you handling it? It makes friends for every dealer who handles it, because there's no Cocoa with a flavor as delightful as Cowan's.

The Cowan Co., Ltd.

Florida Celery

Chase's Pack

Are receiving full supply. Let us have your orders. Can give you best prices.

Navel Oranges

are now at their best. Are looking for a sharp advance in price.

Do not forget that we have full supply of all goods in our line.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

Every day grocers say Ship us some more

"Golden Flower"

The Orange everybody likes.

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Demand for Green Fruits More Active—Potatoes Have Taken an Easy Turn.—Lenten Fish Business Very Satisfactory.

Business in green fruits is steadily improving and with milder weather should soon become brisk again. Prices have been well maintained all round. Oranges are steady and firm. Navels are now arriving in excellent condition as the season advances. Lemons are very firm. California lemons are higher. Bananas are in a healthy condition and have an upward tendency on account of the reported shortage in supplies. Cranberries remain high.

The chief feature of the vegetable market is the decline in potatoes. Delawares and Canadians are off about 10c. Supplies are quite satisfactory. Other domestic lines are unchanged. California celery is practically done. Shipments of Florida celery are arriving and are of excellent quality. The demand for imported stuff has improved much. New onions and cabbage are on the market. Boston lettuce is slightly lower.

The Lenten season has begun very favorably. Business in all lines of fish is good. Pickled and fresh fish are moving well. Supplies are plentiful. Digby herrings are inclined to be scarce. Prices remain materially the same.

MONTREAL.

GREEN FRUITS—A slight improvement is noticeable in green fruits this week, and all lines are selling well. Lemons, Florida oranges, and grape fruit, have slightly declined in price. Bananas remain quite firm, the market being strong through reports of a scarcity in the crop. Weather conditions in the largest producing countries have not been satisfactory, and it is feared that the crop will not be sufficient to take care of the demand for this ever popular fruit. Grocers are selling cranberries quite freely, though prices are pretty high. Almeria grapes continue in strong demand in some quarters, while apples are being sold in fair quantities. Trade with grocers in this line is confined to actual needs for consumption.

Bananas, fine stalk		2 00
" jumbos		2 25
Cocoanuts, new, per bag		3 50
Lemons	2 00	2 40
Navel oranges	2 75	3 25
Florida oranges, box		4 75
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	3 50	4 00
Tangerines, half-box	3 00	3 50
Pineapples, case	4 50	5 00
Grape fruit, box	3 00	7 00
Almeria Grapes, keg	4 00	6 50
Cape cod cranberries, bbl	11 00	15 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquats qt		0 25
Strawberries, qt		0 75
Apples Tameuse, bbl	4 00	5 00
" other fall varieties, bbl	2 00	5 00
Bitter oranges	2 50	2 75

VEGETABLES—The vegetable market is somewhat easier this week, as will be noticed in several of the quotations given below, several lines having declined in price. Demand for both foreign and domestic fruits is better, and the outlook for improvement during the present month is bright. There are no green peas on the market at present. New cabbage is quoted at $3.25 per crate.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		1 00
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	0 75	1 00
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate	6 00	7 00
Water cress, large bunches, per doz		0 75
Spinach, bbl		4 00
Green peppers, crate		3 50
Boston hot house cucumbers, doz	2 50	3 00
Potatoes, per bag	1 00	1 15
Sweet Potatoes, basket		3 25
Beets, bag	0 75	0 80
Carrots, bag	0 65	0 70
Tomatoes, Florida, crate	4 00	5 00
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 75	1 00
" large crates		2 25
Canadian onions, lb	0 01½	0 02
Boston lettuce, hot house, per doz	0 85	1 10
Radishes, doz		0 60
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75
Horse radish, per lb		0 12
Beans, green, basket		6 50
Egg plant, doz		2 00
California cauliflowers, per crate		6 50
New cabbage, crate		3 25

FISH—The fish orders received this week are larger, owing to the fact of there being three fast days. Haddock are being received more freely, and it has resulted in a decline in price. Several other lines of fresh fish are lower also. Salmon is in good demand and quite a few lots of smelts are being sold. Pickled lines are also moving freely, as are salted.

Fresh and Frozen Fish.

Haddock, per lb	0 04½	0 05
Halibut, per lb	0 03	0 08½
Mackerel, "		0 08
Dore, "	0 07	0 07½
Grass pike, lb	0 04½	0 05
Cod fish, lb		0 04½
Steak cod, lb	0 04½	0 05
Whitefish, lb	0 07½	0 08
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07	0 07½
No. 1 Smelts, lb		0 07
New tomcods, bbl		1 60
Sea herring, bbl	1 50	1 60
No. 1 salt eels, lb	0 07½	0 08
Smoked and Salted—		
Lake trout	0 09	0 09½
Haddies, boxes, per lb	0 07½	0 08
Kippered Herring, 50 in box		1 10
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 [illegible]
Boneless cod, 20 lb. boxes	0 06½	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, gal		1 60
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Live lobsters, lb		0 20
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 00
No. 1 Nova Scotia, per bbl		5 00
" " per half-bbl		2 75
No. 1 Haddock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, per bbl		5 00
Medium " " " "		3 00
Large " " " "		8 50
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The market this week has a better tone. The mild weather has helped matters materially.

Prices all round are firm. Oranges are moving well. Navels are in good demand and of excellent quality. Valencias are higher. Lemons are firmer. Californias have advanced 50c. Bananas remain steady and an advance will probably take place before long. Apples are in fair demand. Almerias are moving fairly well. Cranberries are slow at the high prices.

Oranges, Florida's, new		2 00
" navale, new	2 60	3 00
" Valencias	4 00	5 75
" Murcias		1 50
" Bahamas	1 75	2 00
Oranges, bitter	2 25	2 40
Lemons, California, 240, 300, 360, 420	3 00	3 50
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 50	1 85
Bananas, jumbo bunches	2 00	2 25
Quinces, per basket	0 50	0 60
Cranberries, per bbl	9 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00

VEGETABLES—All lines are in a healthy condition and moving satisfactorily. Potatoes have an easier feeling and have declined 10c. Supplies of both Delawares and Canadian are good. Other lines of domestic vegetables are being quoted at old prices. Business in imported varieties has noticeably improved. Boston lettuce and pineapples are lower. Onions are in strong demand. Green onions are on the market now. California celery is being displaced by Florida shipments of a very fine quality.

New Brunswick Delawares, per bag	1 10	1 10
New potatoes, Canadian, per bshl	1 05	1 10
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 50
" green, per doz		0 20
Beets, per bag	0 90	0 25
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 50
Celery, Florida per crate		4 50
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "		1 10
Cucumbers, imported per doz		2 50
Tomatoes, imported, per crate		4 50
Strawberries, per box		0 65
Mushrooms, per lb		0 65
Pineapples, per crate		5 00

FISH—The Lenten season has opened up with a rush and good orders have been received for local and outside points. All lines are in good supply with the exception of Digby herrings, which are very scarce. Finnan haddie has advanced to 9c. No other advances are noted. Oysters continue to sell strong.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb	0 08	0 09
Haddock, frozen, per lb	0 06	0 07
Holland herring	1 00	1 10
Herring, Labrador	3 00	5 25
" kippered, per box	1 00	1 25
" Digby, per bundle		0 85
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per bbl		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 09
Flounders, per lb		0 04½
Bloaters, Yarmouth, per box		1 10
Oysters, per gal		1 85
" in shell, per 100		1 50

J. W. Hall, Edmundston, N.B., has sold his general store business to R. W. Hammond.

Marmalade Oranges

We are offering the finest Bitter Oranges of the season.

Home Guard Brand 160s, 200s and 240s at very low prices.

Special 150 Boxes Natural Smyrna Figs, 56 lb. Boxes to clear, 3½c. lb.

Fish For Lent. Every Seasonable Kind. Special Frozen Sea Herrings $1.60 per 100.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish.

Toronto and Hamilton

TAKE A PEEK

At that sample of St. Nicholas November Cuts which will be on exhibition at the Toronto Wholesale Fruit Houses next week.

W. B. STRINGER & CO., Sole Agents, TORONTO

FANCY RIPE

BANANAS

Fancy Sound Almeria Grapes

We also have few barrels FANCY SOUND JERSEY CRANBERRIES, which we will sell for $8.50 per Bbl.

Send your orders to

HUGH WALKER & SON

Established 1861 **Guelph, Ont.**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

JUST RECEIVED

Canned Mackerel, 1-lb. tins, talls and flats,
No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspe Herring,
Large Frozen Newfoundland Herring,
Frozen Tomcods, Frozen Flounders.

Choice Stock. Quality Guaranteed.
Attractive Prices.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

TRADE NEWS FROM NOVA SCOTIA

County Board of Trade Taking Action in Matter of Fruit Inspection — Grocery Lines Generally Steady.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., March 9.

That strong efforts will be resorted to to stamp out the fraudulent packing of fruit was made evident at the annual meeting of Kings County Board of Trade, held at Kentville last week. Representative men from all parts of the county were present and discussed at length the various matters that came before the meeting. The following resolution was adopted and a copy ordered to be sent to the Dominion Government:

"Whereas it is known that the steamship companies are making private arrangements with speculators, foreign apple receivers, or their agents at home or abroad, therefore, resolved, that the government be requested to compel steamship companies to advertise an equal rate for all under similar circumstances, and any steamship company departing from such advertised rate shall be deprived of their subsidy by the government."

It was also resolved that to aid in reducing the numerous complaints made regarding the inferior packing of apples the names of all parties fined under the Fruit Marks Act be published by Chief Inspector Vroom in the papers of the county where the offenders live; that the Minister of Agriculture be requested to give effect to this resolution and that copies be sent to J. W. Ruddick, Chief Dairy Commissioner, and to the members of the county interested.

The following officers were elected: President, W. H. Woodworth, Berwick; vice-president, M. G. De Wolf, Kentville; sec.-treas., W. B. Burgess; auditors, Geo. Calkin and J. H. Cox. The old council was re-elected.

* * *

Eggs continue on their downward tendency, and good fresh stock can be purchased for 22 cents per dozen wholesale. Cold storage and limed stock is worth 20 cents at retail, and some of the dealers would no doubt accept very low figures if they could clear up the stock on hand. Eggs continue to come along quite freely and from now on the price will no doubt keep on the decline.

Butter remains practically unchanged. During the week some small tubs of dairy butter were marketed and these found ready sale at thirty cents. Prints are worth from 30 to 32 cents. Nearly all the butter on hand is required for home consumption, and very little is being sent to the West Indies.

All lines of groceries are steady, and the trade passing is quite satisfactory. There is a good demand for canned goods, and the jobbers say that glass preserves are selling quite freely. Among other articles which sell rapidly are package cereals, the demand for this class of goods having increased here very greatly. There is a good supply of vegetables on hand and stocks are reported to be keeping well.

WELCOME CANADIAN GROCERS.

Convention of National Association of United States Retailers at Boston May 11 to 14.

The convention of the National Association of Retail Grocers' of the United States will be held at Boston on May 11th to 14th, and promises to be exceedingly profitable. A letter from the secretary, John A. Green, to this paper, inviting the attendance of Canadian merchants, says, in part: "We would welcome any or all Canadian business men who wish to attend our convention and listen to the topics discussed, which will be of general interest to all concerned."

Mr. Green advises all who buy tickets to the convention to secure a certificate at starting point, which, under arrangement with the Eastern Canadian Passenger Association, as well as the New England Passenger Association, will entitle them to fare and one-third rate.

FRASER RIVER SALMON.

The annual report of the deputy commissioner of fisheries, J. P. Babcock, calls attention to the great falling off in the Fraser river salmon pack during the last season and the warning of other years in regard to the danger of extinction which threatens the sockeye salmon of the Fraser, unless stringent efforts are made to permit of a larger number of the fish reaching the spawning beds. Mr. Babcock refers to the unprecedented number of humpback salmon which ascended the Fraser last year and to the excellent condition of the salmon fisheries of the Skeena and the north generally, and precautions are suggested to prevent the industry there sharing the same fate as that on the Fraser. Particular attention is drawn to the presence of black bass in Christina and Moyie lakes and to the danger to the trout and other indigenous fish through the presence of the voracious marauder. The fact that the fish were planted there by the Dominion department after a report by the Dominion commissioner, is alluded to. Great regret is expressed that through the action of the Dominion department two of the most valuable trout lakes in the province are destined to be depleted. Mr. Babcock expresses the opinion that the presence of black bass in these waters is a menace to the salmon, as they might readily be transported to waters habited by the salmon. The black bass are tremendous breeders and work great harm to food fish.

CASH SPECIALS

Labrador Herrings in barrels, usual price $6.00 — Cash price, $4.00 barrel
Marmalade Oranges 240's size, usual price $2.50 — Cash price, $2.10 per box
We will fill orders at these prices as long as goods last and cash accompanies order.
Quality guaranteed.

THE DAWSON COMMISSION CO., - TORONTO

FISH, as prepared by us, is a dainty, tasty food, which only needs to be properly cooked to be liked and used by everyone. Fish is cheaper than meat, especially canned, and more healthful, but in order to be appreciated, it must be properly cooked and correctly served. **In** buying package fish, therefore, it is desirable to purchase only the best brands. **"Halifax"** and **"Acadia"** are the best quality of lightly salted Codfish and will give great satisfaction to good cooks.

The Atlantic Fish Co's, Limited, Lunenburg, N.S.

Packers of "Halifax," "Acadia" and Atlantic Codfish; also Herring, Finnan Haddie and other Fish products

Montreal Agents, A. H. BRITTAIN & CO.
Winnipeg " STEWART WATSON & CO.
Vancouver " MILNE and GUNN.

"Brunswick Brand"

We have now new Pack of

Clams and Scallops

and will be pleased to receive orders for any of the following goods :

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and
Sardines

Connors Bros., Limited

Black's Harbor, N.B.

SARDINES are fighting shy of their old haunts on the French and Portuguese coasts.

The best are now caught off Norway and the leading brand packed is

"King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard olive oil, demand "King Oscar" brand from your jobber.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

OUR LEADER FOR LENT

Frozen Sea Herring

Choice, large, bright fish. Also full supply of

Frozen Haddock	Finnan Haddies	Frozen Cod
Yarmouth Bloaters	Frozen Salmon	Kippered Herring
Frozen Halibut	Labrador Herring	Frozen Pike
Green Codfish	Frozen Pickerel	Skinless Codfish
Frozen Whitefish	Boneless Codfish	Frozen Smelts
Bulk Oysters		

and all other kinds in season.

Prompt Shipment. **Fair Treatment.**
Mail Orders a Specialty. **Get Our Prices.**

Information gladly supplied by wire, 'phone, or mail on request.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

LENT LENT LENT

COMMENCED ASH WEDNESDAY, MARCH 4th.

Salt Trout	Fresh Frozen White	Salmon
Cod	Lake Herrings	Flounders
Bloaters	Ciscoes	Tom Cods
Oysters	Pike	Labrador Herrings
Trout	Halibut	Haddock
Smelts	Sea Herrings	Finnan Haddie
Mackerel	Goldeyes	Perch
Yellow Pickerel		

All kinds Boneless Cod in packages. We carry a larger supply and variety of fish than any house in Canada.

PROMPT SHIPMENTS. WRITE, TELEGRAPH OR MAIL YOUR ORDERS.

The F. T. James Co., Limited

Toronto

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words each insertion,	1 year	$30 00
"	" "	6 months	17 00
"	" "	3 months	10 00
50	" "	1 year	17 00
"	" "	6 months	10 00
25	" "	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

SEVILLE orange marmalade pulp in hogsheads with peel mixed ready for boiling; free from any preservatives. Box 182, CANADIAN GROCER, Toronto.

CANNED TOMATOES—Vineland brand; finest quality—hand packed; special price to introduce; in ten case lots or over $1.10 per dozen; F.O.B. here. Bradley & Son, St. Catharines, Ont.

SITUATIONS WANTED.

TO Pork Packers and Produce Merchants—Traveller with first class experience and thorough knowledge of the business; is open for engagement with good house; city or country. Traveller care of W. Wood, 9 Ann Street, Toronto.

AGENCY WANTED.

MANUFACTURERS, millers and exporters seeking a market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by a man having had ten years in the grocery, flour and feed business. Best of references. Address J.J., care of CANADIAN GROCER, Toronto. (12)

TRAVELERS WANTED.

WANTED—Traveler calling on grocers and druggists in Ontario to handle line of Swiss milk chocolate on commission. Apply Box 181, CANADIAN GROCER, Toronto. [8]

WANTED.

WANTED—An experienced cannery foreman for fruit cannery in British Columbia; must be thoroughly posted in all branches of the trade, well up in processing fruits, jams, vegetables. Apply with references as to ability and character, stating salary expected to M. H. Nelems, Chilliwack, B. C. (11)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

FOR SALE

FOR SALE—Prosperous business, that pays every week in the year, established six years, best business corner in town. Open to good man at invoice price plus freight. Stock carried, $2000.00, rent $35 00 per month. Apply Robinson & Greenwood, New Liskeard, Ont.

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St, Toronto. Phone Main 4673. (15)

FOR SALE—Four hundred bushels choice Alaska pea seed, at a very reasonable price. Exeter Canning & Preserving Co., Ltd., Exeter, Ont.

BUSINESS CHANCE

MARRIED man 45 years age; 25 years as secretary to railroad official, now employed, wishes to secure brokers' agency for Canada. Up-to-date goods. Correspondence solicited. O. Bingham, 84 Adams Ave. East, Oxford Flat, Detroit, Mich.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

INTERESTING LEGAL CASE.

A case of great moment to the raw fur trade is the one which Revillon Bros., of Montreal, are now contesting with the Quebec authorities at Hull in connection with having in their possession 400 beaver skins, which it is contended, were illegally purchased. The Quebec laws are very stringent on the point, and do not allow of any trading in these skins. A new phase has, however, been given to the long drawn out fight between the traders and the Quebec authorities as to the exact powers of the law, by the line of defence adopted by Revillon Bros. They contend that the Indians, from whom the skins were purchased, had the right by an old treaty with the Dominion, to kill and dispose of beaver, and that, therefore, the Quebec law was ultra vires as applied to the Indians.

It is important that this point should be cleared up. Does an old treaty exist with the Dominion, and, if so, to what extent does the treaty nullify the rights of the Quebec Legislature? The whole question seems to be—if the Indians have a right to kill for a living, does this give them an equal right to dispose of the skins? The Quebec law says "no," and Revillon Bros. are now endeavoring to find out if the Province is within its rights in thus prohibiting sale.

D. Johnson, of the firm of Hiram Johnson, fur and skin importers, Montreal, interviewed on the question, said that a great deal of interest was being taken in the case. It was time that something was done to settle the bone of contention between the traders and the Indians on the one hand, and the Quebec Legislature on the other. No one could deny that the Indians had a right to trade for a living, and, why, therefore, should the authorities step in and take their rights away? In the case of muskrat, for instance, the authorities only allowed the animals to be caught in the month of April. But the Indians must catch them at other times of the year to live, and what were they to do with the skins? In the rights of equity the Indian should be allowed to dispose of the skins. It was a question whether the Provincial Government should be allowed to override the old rights granted to the Indians.

Max Goldberg, of the British-Canadian Fur Co., Montreal, said that it was high time that the matter was threshed out. If the Indians were allowed to kill the animals, they should be allowed to sell the fur, and it must not be forgotten that the Indians must kill to live. These people did not kill the game needlessly. They protected the hunting grounds as thoroughly as the farmer did his crops, for they recognized that they would be cutting their own throats to exterminate the animals. If the Indians were allowed to sell the skins openly, they would get more value for them, and would, consequently, hunt less.

The Montreal branch of the Hudson's Bay Company interrogated on the subject, thought that Revillon has a very good case. The Hudson's Bay Company, although it did not dispose of their right to trade with the Indians when the lands were purchased from them, had not found it possible to exercise that right. It had gone by in abeyance.

J. Riendeau, Inspector of Fisheries at Montreal, would express no opinion on the case. The reading of the law was plain enough, and that was all that there was to be said on the matter.

RICE CROP OF BURMA.

The third Burmese Government forecast of the rice crop for a territory containing about 9.8 per cent. of the total area under rice in British India gives as the area under cultivation 7,295,964 acres, an increase of 322,271 acres. Prospects are good, the surplus available for export being estimated at 2,514,000 tons of cargo rice, equivalent to 42,610,169 hundredweights of cleaned rice.

A. G. Austen, representing J. M. Douglas, Montreal, is in Toronto this week, calling on the trade in the interests of Lea & Perrin's sauce, Keeler's marmalade, etc.

NEW BRUNSWICK BUSINESS GOOD

Echoes From the Provincial Elections—Changes in Several Lines of Staple Goods—Suggestions Regarding Early Closing.

Special Correspondence to The Canadian Grocer.

St. John, N.B., March 9.

Now that the provincial elections are over, with the turmoil and excitement that generally goes with such an event, merchants have settled down again to business. The result of the appeal to the people was that Premier Robinson's government has been overthrown after twenty-five years of power, and J. D. Hozen, leader of the opposition forces, will be called upon to form a new government. In St. John the Opposition ticket made a clean sweep, taking the four seats. One of the successful ones on the ticket was W. F. Hatheway, a leading wholesale grocer and flour dealer. Mr. Hatheway made his appeal to the laboring men and he is generally looked upon as the labor candidate. He published a book a few years ago, entitled "The Cry of Labor."

Among the defeated ones was Hon. D. J. Purdy, retail grocer and shipowner, of the north end. Mr. Purdy was only taken into the cabinet a few weeks ago as a "forecastle" member, so he had not long to enjoy his honors.

* * *

Business had been very satisfactory during the past week. Canned goods are moving pretty well, now that stocks of homemade preserves are giving out. Lard has advanced half a cent and Austrian granulated sugar in bags is up 10 cents a hundred. There has been no change in the price of flour, though with wheat hovering round the dollar mark, dealers are looking for an advance in Ontario brands at any time now. Rolled oats have advanced 25 cents a barrel. This makes the wholesale price $6.75 a barrel, while the mill price is $6.70.

* * *

There is a strong probability that the St. John wholesale grocers will close their places of business at five o'clock in the afternoon during the coming summer season. Many of the large wholesalers are strongly in favor of the step. They feel that it would be a great benefit in many ways. It would mean that the staffs would have to get down earlier in the mornings and that just as much would be accomplished each day and the volume of business done would be just as great. The early closing movement would be of particular benefit to those that spend their summer in the country as it would give them an opportunity of catching the early suburban trains and give them an hour longer at their suburban homes during the most attractive part of the day.

A similar movement was inaugurated last year, but owing to the unwillingness of two or three of the larger firms the plan was not adopted. The scheme is being again mooted and, it is understood, is finding general favor. The wholesale grocers are also talking up a plan to have all their traveling salesmen take their vacations at the same time. This is for the mutual protection of their trade. It is often the case that a commercial man's regular customers will be approached while he is away on his vacation, by the representative of a rival concern, who secures the orders. It is felt that it will be mutually satisfactory to have all the knights of the grip take their outing at the same time. No particular period has been mentioned in this regard, but it is probable that the second and third weeks in August would be the period chosen.

* * *

James Stewart, for many years interested in the manufacture of soaps here, died at his home, Elliott Row, on Saturday, Feb. 28, aged eighty-one years. Pneumonia was the cause of his death. Up to a few years ago he was engaged with his brother, the late Alexander Stewart, in conducting a soap factory on Germain Street. He is survived by three sons and four daughters. The funeral was held on March 1 and was very largely attended.

* * *

An all-grocery aggregation of hockeyists played a thrilling game in the Glacier Rink here on Saturday evening, Feb. 28. The teams were chosen from the staffs of Baird & Peters and the Geo. E. Barbour Company. The former septette proved to be the victors after a hard fought battle by a score of 3 to 2. Many phenomenal plays were re-

To Get The Smoker's Trade, Stock

T. & B.

The Perfect Pipe Tobacco

Just pure, properly-grown tobacco, properly cured and flavored, and cut in a way which pleases all pipe smokers. No "dope." Mild and fragrant.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

corded for both teams. This is how they appeared on the ice.

Baird & Peters. G. E. Barbour & Co.
Goal.
Coates ....Seeley
Point.
Titus..... .... Field
Cover point.
Sturdee ....Thompson
Right wing.
Smith .... Stewart
Left wing.
J. Ledingham..... ....Barbour
Centre.
T. Ledingham..... .... Howard
Rover.
Wetmore ....Leonard

* * *

Granulated sugar advanced 10 cents a hundred pounds on Friday. This makes a total advance of 30 cents a hundred since Jan. 1. The market is very strong and further advances are looked for.

* * *

S. H. Belyea, grocer, Adelaide street, has sold out his business to William Brown and will remove to Brockton, Mass., where he will take over control of the grocery conducted there by his late brother. Mr. Belyea had been in business here for many years.

* * *

J. S. Harding, agent for the Ogilvie Milling Co. here, who returned to the city on Thursday, March 5, was one of the passengers on the New York and Porto Rican S. S. Co.'s steamer Coamo, which went ashore on Jones' Beach, off Long Island, on March 2.

DO IT WITHOUT ARGUMENT.

Argument and bickering and worrying over small things is one of the greatest evils in the working world. Procrastination merely is petty larceny of time as compared with argument.

How many workers there are, who, when told to do something, stop to debate or bicker over the manner in which that thing is to be done. How many there are who want to argue the point from every possible angle. And how many there are who, having been curtly "shut up" and told to do it, waste still more time worrying and fretting.

These workers forget that the object is to get a thing done—and that the way it is done is secondary. If it is not done right, of course, there is trouble, but that is not the point. The arguments chiefly are as to differences in method in accomplishing the same end.

Only a few days ago I watched a heating contractor and steamfitter engaged in putting a steam pipe through an 18-inch wall, says John M. Masterson. The contractor explained briefly and concisely how he wanted it done. The steamfitter stopped, put down the pipe, and argued. He declared that he never had done that kind of work in that way, that he had worked for some of the best heating contractors in the country, and that they did not do it that way. He started to get technical and the boss shut him up curtly.

After hours that evening the two rode home together. The steamfitter had been pouting and sulking all afternoon on account of the reprimand. This time he found the boss ready to argue, and they engaged in a long and technical debate. Finally the heating contractor remarked:

"Jack, this is your worst fault. You don't know how to obey orders. In the first place, when I tell you to do something you are likely to start without knowing exactly what I want. Never do that. Always find out, before attempting any work, exactly what is wanted.

"You don't know how to take orders. This is my job, and I am responsible. I tell you to do something. When I do that it is up to you to do that work and do it my way. It may not be as good as your way, but that is the way I want it, and, as I assume all responsibility, that is the way I'm going to have it.

"You knew just as well as I this morning how I wanted that pipe connection made. Instead of making it that way, you wanted to try it some other man's way. You wasted over five minutes of my time and your own, arguing about it.

"You'll never be a first-class steamfitter until you learn to do things the way the man you are working for wants them done and orders them done."

That was plain talk—but it settled Jack. He admitted frankly that he never had looked upon it that way.

That same day I watched two painters at work on a house. They were just starting. They set out barrels, brushes, buckets and ladders, and then spent 20 minutes debating whether to start with the roof or on the east side. The boss had just driven away after telling them to start on the roof. It was nearly an hour before they finally decided that he was right—and meantime they had soaked the house owner nearly $1 in time—or the boss, if they were working by the job.

C. H. Cattelli and L. E. Geoffrion have been appointed by the Chambre de Commerce, Montreal, to represent that body, on the International Advisory Board of the Philadelphia Mercantile Museum.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
A perfect article. Sell it
Insist upon having McDougall's.
D. McDOUGALL & CO., Glasgow, Scot.

20 years of progress of the firm of
JOS. COTE
Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.
Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.
We have 6 travellers who are continually on the road at the disposal of our customers.
Branch: 179 St. Joseph St. Phone 1272, 209

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

AN IDEAL MONTREAL GROCERY

Silent Salesmen for Counter and Display, Up-to-Date Equipment and Various New Ideas Make a Store Which Ranks With the Best.

An ideal retail grocery store is that conducted by J. B. Berthiaume, Park avenue and Prince Arthur street, Montreal. Mr. Berthiaume, who has been in business over seven years, first had a stand on St. Lawrence street, but later removed to Park avenue, where he caters to a paying trade.

In the store, as the photograph shows, every modern convenience which will enable the proprietor to carry on business economically and expeditiously is used. Splendid silent salesmen stretch the entire length of the building, while there is one also in the centre. In these will be found, to the left on entering, cigars, tobaccos and accessories, confectionery, wines, liquors and bread. Next to the last silent salesman on the left may be seen a fine biscuit stand whereon the various products of Canadian and English manufacturers of biscuits are shown. The shelves on the left side are given over chiefly to wines and liquors, of which a full stock is carried. At the back of the store one will find the shipping department, which is conveniently located, as there is a side door giving exit to Prince Arthur street. The refrigerator is at the back also, where canned goods, cereals and other package goods are shelved ready to hand, for the clerks.

To the right as one enters will be noticed a fine, marble-topped silent salesman. In this show case fancy groceries are generally displayed, olives being given prominence in the picture reproduced here. On top will be seen on exhibit several cheese. A glass cover, through which it is easy to see the cheese, serves to keep dust and dirt from this eatable. One finds Rocquefort, Gruyere, Oka and other lines of cheese here.

A butcher's block is next, and on this an up-to-date meat-cutting machine is ready for use. Beyond will be seen another silent salesman, and then the glass-partitioned office.

The shelves to the right hold mostly imported lines of fancy goods, but also contain many staples.

In the foreground there is to be seen a small table and chairs. On the table there is a magazine or two, a city directory, and sometimes a jar of some fancy line which might interest waiting customers.

Back of the table a show case containing cereals affords those lines considerable publicity.

Finely finished throughout, and artistically arranged, the store strikes one upon entering as being a place of business run by a man who knows his trade.

Interior of Store of J. B. Berthiaume, Montreal.

READY FOR COMING SEASON.

Dr. S. E. Boulter, of the Niagara Falls Canning Co., paid a visit to The Grocer last week.

He reports that the new factory is practically completed and that everything will be in working order for the coming season's pack.

In conversation with The Grocer Dr. Boulter said that the company was entirely a Canadian organization, and the impression that was in some quarters that their company was connected with the Sanitary Co., Limited, was an erroneous one. The contiguity of the two factories, and the fact that the Niagara Falls Canning Co. intend to use the Sanitary cans in all their packing is no doubt accountable for this report.

The company consist of the following gentlemen: Geo. Boulter, president; S. E. Boulter, secretary; Frank Boulter, general manager; and W. F. Griffiths, W. P. Dixon, directors. The capitalization is $60,000, fully paid.

TRADE NOTES.

Wm. La Chappelle, general merchant, of McTaggart, Sask., has made an assignment.

The general store of J. H. Cannon, of Minitonas, Man., was destroyed by fire recently.

A letter from Port of Spain, Trinidad, B.W.I., received recently, notes the dissolution of the partnership of Watson, Boyd & Co., cocoa and general commission merchants, on Dec. 31. Mr. Watson, the senior member, has retired and the business will be carried on under the name, Boyd & Co.

Wm. Bowman, of the Standard Trading Co., Montreal, has suddenly disappeared from his residence, 108 Mansfield street, and nothing has been heard of him since he left the house of a friend whom he was visiting, over a week ago. The friends of Mr. Bowman are unable to advance any reason whatsoever for his disappearance.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

CARPET TACKS

ALL SIZES AND KINDS

Samples and prices upon request

THE BAZIN MFG. CO.

94 Arago Street

QUEBEC

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

GROCERS AND BUTCHERS

Are you using our

RECORD

100 Page

COUNTER CHECK BOOK

Handiest and cheapest counter book for you.
Write for samples and prices if you are not a user of this book.
We manufacture all kinds and sizes of counter check book, also

THE MERCHANTS' SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Price $25.00

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal,
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

IT IS TIME TO PREPARE FOR SPRING

If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Saving at the Spigot And Wasting at the Bung

It takes skill to distinguish between real and make believe economy. Of all mistakes the most unfortunate one is that of the man who would rather save a few dollars than install the

Allison Coupon System

Every penny invested in these books means dollars saved, time economized, kicking stopped and everybody made happy. Stop the leaks.

HERE IS HOW THEY WORK:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.
For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

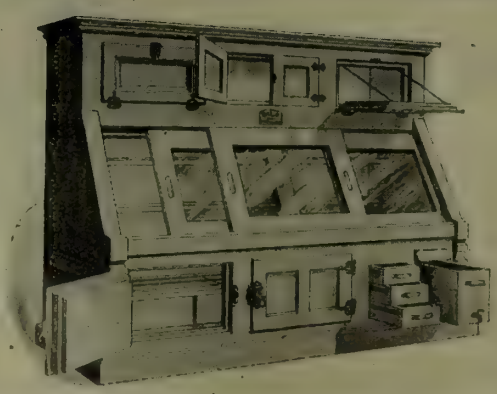
The EBY-BLAIN CO., Ltd.
Canadian Agents

Mr. Grocer, Be up-to-date and use the

Aubin's Patent Refrigerator

Perfect Dry Air Circulation.

Highest testimonials from leading grocers in Canada.



Made in 10 sizes.

Silver Medal Quebec Exhibition.

Diplomas:
Ottawa, Montreal and Toronto

C. P. Fabien
Manufacturer
Montreal

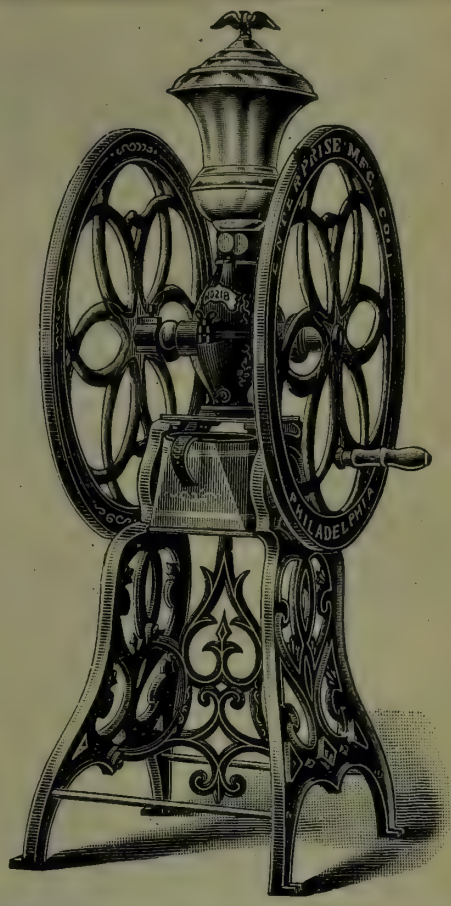
Toronto Sample Room: Stewart & Co.
Representative, 178 Victoria St.

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.



What to Write

To learn how to handle kerosene, gasolene and all other oils, with safety, convenience and profit, we suggest the following:—

Cut 19—Type A
One of Many Styles

S. F. Bowser & Co., Inc.,
Toronto, Ont.,

Gentlemen,—Please send me your catalogue B and price list with complete information regarding the Bowser Self-Measuring Oil Tank. For your information, I sell about_____ gallons of kerosene and _____ gallons of gasolene a month.

Signed_____

Write this on a postal and mail it to-day.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one, write for our liberal exchange offer."

FIXTURES, COUNTERS AND SHOW CASES
designed and made to suit your business at surprisingly moderate prices. Before fitting up or making alterations, write or 'phone me.
J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

CONFIDENCE!

When placing orders for any line of goods, the grocer must have absolute confidence in what he selects. No question of inferior quality or doubtful value must exist.

In directing attention to the articles put up and manufactured by Maconochie Bros., Ltd., Pickles, Jams, Marmalade, Canned Fish, etc., we have the assurance that quality is a first consideration.

The question of value next arouses interest, and the point is well taken that no similar goods are on the Canadian market to-day in which value is so prominent a feature.

Satisfaction to the retailer from the standpoint of profit—and a satisfied customer as well—constitute a climax that establish Maconochies' products in the front rank to-day.

See prices and samples for 1908 before placing orders.

MACONOCHIE BROS., Ltd.

LONDON, ENGLAND

PICKLES, JAMS, MARMALADE. CANNED FISH, PEEL, ETC.

Sole Agents for Canada and United States.

MacLAREN IMPERIAL CHEESE CO., Limited

TORONTO, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Mar. 13, 1908.

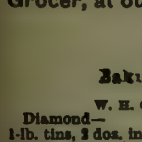
Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

			Per doz.
Trial size,	6 doz.	in case.	$0.90
4-oz. "	4	"	1 35
6-oz. "	3	"	1 80
8-oz. "	3	"	2 35
12-oz. "	2	"	3 55
16-oz. "	2	"	4 55
32-oz. "	1	"	8 50

Terms net 30 days.

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 20
¼-lb. " " "	0 80

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Fansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 [illegible]
" " 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour, per doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

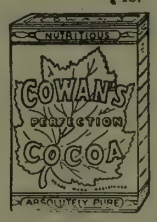
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
"	0 15
London Pearl per lb.	0 22
Special quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$1 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

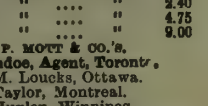
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz.	to case	per doz., $ .90
¼ "	4 "	"	" 2.40
½ "	2 "	"	" 4.75
1 "	1 "	"	" 9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½'s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30



Mott's breakfast cocoa, ½'s	0 42
" " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-lb., ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 1
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
1 lb. "	0 27
1 lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

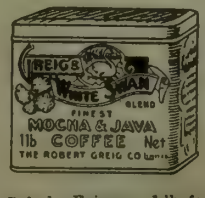
JAMES TURNER & CO.

	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles,	4 doz.	per doz.	1 75
10 "	4 "	"	3 00
Rep. quarts,	1 "	"	6 50
Imp. "	1 "	"	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb.
Mo Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation (with tumblers), per doz., $3.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—		
Large size,	doz.	18 00
Med. size	"	17 00
Small size	"	12 00
Roquefort—		
Large size,	doz.	1 40
Small size,	"	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

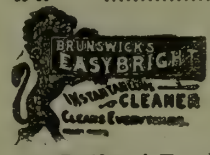
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Un-numbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	5½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz	$3 20
½ "	2 "	" 1 "	3 00
¼ "	4 "	" 1 "	4 50
⅛ "	20 "	" ½ "	4 75
⅛ "	20 "	" 1 "	9 00

THOMAS J. LIPTON
Prices on application.

Ice Cream Powder

GENESEE PURE FOOD CO.
Jell-O—Ice Cream Powder

Assorted case, contains 2 doz	$2 50
Chocolate (straight), contains 2 doz	2 50
Vanilla " " 2 "	2 50
Strawberry " " 2 "	2 50
Unflavored " " 2 "	2 50

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz. 1 00
2 "	" 1 75
2½ "	" 2 00
4 "	" 3 00
5 "	" 3 75
8 "	" 5 50
16 "	" 10 00
32 "	" 18 00

Discounts on application.

Death After Excruciating Pains

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

for thirty hours. That is the record of the latest accident resulting from the use of inferior, inflammable explosive, liquid stove polish, by little fourteen year old Alma, daughter of O. A.————, of Wilmington Minn. Nothing could save her life—just think of the suffering.

You cannot afford to take chances of selling the stuff. You are sure your customers won't be blown up or burned when you sell the ***RISING SUN*** Stove Polish in Cakes and the ***SUN PASTE*** Stove Polish in Tins. Push what you know is safe.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The

Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED

14-38 Gray Nun Street, MONTREAL

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits
are the PUREST and BEST.
Better than the imported.
Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07½
7 and 14-lb. wood pails.....per lb. 0 07½
30-lb. wood pails ..... " 0 07½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb. 0 07½
30-lb. wood pails..... " 0 07½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Jelly Powders

GENESEE PURE FOOD CO.

Jell-O—The dainty desert

Assorted case, contains	2 doz.			$2 25
Lemon (straight),	"	2	"	2 25
Orange "	"	2	"	2 25
Raspberry "	"	2	"	2 25
Strawberry "	"	2	"	2 25
Chocolate "	"	2	"	2 25
Cherry "	"	2	"	2 25
Peach "	"	2	"	2 25

THE ROBERT GREIG

White Swan, 15 flavors.

1 doz. in handsome counter carton, per doz., 90c.

List price
'Shirriff's" (all flavors) per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 1 90	
20-lb. tins .. 1 80	
Cases 3-lb.. 0 10	
" 5-lb.. 0 09½	
" 10-lb.. 0 09½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, ½-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	"	"
Green Fig	"	1	"	"
Green Fig and Ginger	"	1	"	"
Lemon	"	1	"	"
Grape Fruit	"	1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars '	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz... 1 55	
2-lb. " " .. 2 80	
4-lb. tins, " .. 4 65	
7-lb. " " .. 7 35	
"Shredded"—	
1-lb. glass, doz..... 1 90	
2-lb. " 3 10	
7-lb. tins, " 8 25	

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....	.....per doz.	$1 40
"	½-lb. tins	"	2 50
	1-lb. tins	"	5 00
Durham 4-lb. jar.....		.....per jar.	0 75
"	1-lb. jar.....		0 25
F. D	½-lb. tins	.....per doz.	0 85
	½-lb. tins.....	"	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½ pint bottles, 3 & 5 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....				$2 75
No. 2,	"	120 ½-lb.	"	2 75
No. 3,	"	{30 1-lb. / 60 ½-lb.}	"	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 25
5 cases.....	3 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Marpole soap, colors.....per gross		$10 20
" black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	13 00
Straw hat polish.....	"	18 20

Starch.

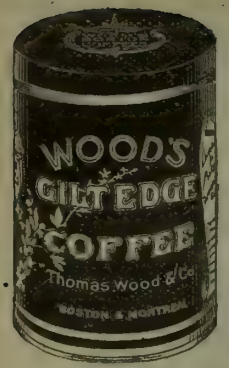
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 06
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½

"He's Got the Goods"



ESTABLISHED 1879

This phrase is positive, terse and comprehensive.

The straight-out and straight-forward business man is not awed by competition, because the rock of his foundation is truth, and "he has the goods" to prove assertions.

Therefore when it is emphasized that

WOOD'S COFFEES

are the purest, most deliciously blended, and pre-eminently the BEST the market affords, "we've got the goods" to back the statement up.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
5-lb. enameled tin canisters, 6 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Callahold Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

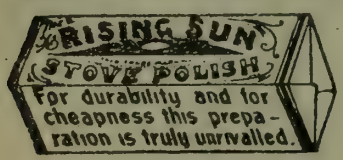
pkgs, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Akron Gloss, 1-lb. packages, 40-lb.	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.	3 00

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ⅛'s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1s	$0 20	$0 25
Blue Label, ½s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼	0 55	0 80
mbossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.		
" " 120 ¼-lb.		0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ⅛s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs,. ½s & ⅛s.	0 30	0 40
" " 1 lbs. & ¼s..	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 20
" " ½-lb., " " "	0 21
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 52
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 40
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$ 1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Batger's

Purity in manufacture; nothing but the finest KENT COUNTY (ENGLAND) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style square glass jars.

It will be easy to sell the first package. After that your customers will ask for BATGER'S. Shows a good profit and what is more gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME,
Montreal

Strawberry Jam

All Valencia Raisins packed by

MAHIQUES DOMENECH & CO.

will be found to be very satisfactory. Try them next time you order.

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4-Cr. Layers. Selected. Fine Off Stalk.

AGENTS:
ROSE & LAFLAMME
MONTREAL and TORONTO

INDEX TO ADVERTISERS.

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EXPORT TRADE DEPARTMENT.
Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of
Price $2.00 Postpaid
12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, - - TORONTO, CAN

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Chatham, Ont., Feb. 13, '08

Messrs. Canadian Canners, Limited
Hamilton, Ont.

Dear Sirs :

I sold some of the **Hygeian** goods to a lady from London who was visiting here. It was the **Beets** in particular which induced her to order them. **She said that she had not seen anything like it in London.** I presume that this is a mistake, and that your goods are in London also.

We find here that we cannot sell anything in cans outside of the regular lines, unless we open a can and show the contents in a glass jar.

We thought it best to mention this as **it seems a pity that the London people should not know how nice these goods are.**

Yours truly,
H. MALCOLMSON,
Grocer.

Hygeian Beets are positively the finest ever put up either in **tin** or **glass.**

Packed in hygienic cans, under a new process, superior to glass, a most attractive package.

PACKED ONLY BY

Canadian Canners, Limited

Why Is It

more profitable for you to sell Old Homestead Brand than any other brand of canned goods on the market?

Because It Is

a fact, that, in these days, people whose trade is worth going after, are mighty particular about what they eat.

Old Homestead Brand

satisfies the quality demand. It appeals to the customer who is particular on the points of purity, cleanliness and flavor. And it is a well known and easily demonstrable fact that no brand of canned goods on the market is the superior of Old Homestead on these points, while most brands fall far below it.

OLD HOMESTEAD BRAND

Is The Profitable Brand

because people want purity, and delicious flavor — and Old Homestead Brand supplies the want.

Ask Your Jobber for Old Homestead

and see that you get it.

The Old Homestead Canning Co.

PICTON, - ONTARIO

THE DEALER WHO MAKES MONEY

is always he who deals in the best goods. Look around your own town for evidence of this fact. Suppose a customer orders a well known brand of Tomatoes or Salmon. What she wants is that particular brand. She does not want to be told of another brand "just as good at less money" but suppose you do induce her to try the cheaper one, look at the risk you are taking. If it proves inferior, or EVEN IF SHE THINKS IT IS you may lose a good customer. Anyway you are liable to offend her, and what can you possibly gain in any case? ABSOLUTELY NOTHING.

When a customer asks you for

"SALADA"

it will pay to hand it out for there is more REAL PROFIT in handling and PUSHING goods already well known for QUALITY and READY SALE than there is in selling any unknown goods with the attendant risks.

The "SALADA" Tea Co., Toronto or Montreal

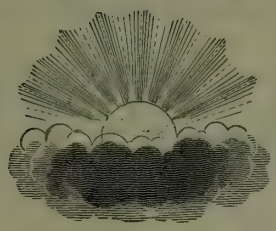
'CAMP' COFFEE

The Golden Rule!

Once tried, always wanted—that is the golden rule that governs the sales of "CAMP" Coffee. Through all weathers and all seasons this delicious, easily made and economical coffee steadily grows in favour with all coffee drinkers. "CAMP" Coffee yields excellent profits and also adds to your reputation for selling only the very best of everything. Stock it freely. Stock it now.

Manufacturers—
R. Paterson & Sons,
Coffee Specialists, Glasgow

AGENTS:
Rose & Laflamme
Montreal



"Sun Burst"
"Non-Pareil"
Kentucky Edible Oils

Winter Pressed

Highly recommended by the **Leading Chefs and Bakers.**
Guaranteed under the Pure Food Act.
On sale at all **up-to-date wholesale grocers.**

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

Canadian orders filled at our Montreal factory which will be in operation about May 1st.

Molasses Molasses

Extra Choice Porto Rico Lion	Extra Fancy Trinidad
Fancy Trinidad	Choice Barbados
Fancy Barbados	No. 7 Choice West India Molasses
Open Kettle Circle 6	No. 4 Strong Bakers
Open Kettle Circle 7	No. 1 Golden Cane Syrup
No. 5 Special	No. 2 Golden Cane Syrup
Extra Choice Porto Rico Beaver	

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis.	Quebec.	William Forbes,	Ottawa.
C. DeCarteret,	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Greening,	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal and Toronto.

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock

Agents :
ROSE & LAFLAMME, - MONTREAL

Facts and Figures

We have just completed our Inventory. We take stock on February 1st, but it takes a **full month** to figure out and extend every item of it.

Yes, it is a huge piece of work, this inventory of ours, and it proves the truth of our contention that we carry

The Largest Stock

Now, just think, we have at present in our various warehouses a stock of goods amounting to

$572,043.58

Do you realize what these figures mean? What a vast aggregation of products from all parts of the world, we hold at your disposal, thus justifying our ad.

The Greatest Variety

Nor is this mammoth stock allowed to remain on our hands, very long. We sell out and replenish about **six times** a year! How's this for

Quick Turn Over and Big Business

A trial order from you will be much appreciated. Just test

Our Reliability,
Best Equipment,
Competent Staff
and Perfect Organization

Hudon, Hebert & Co. Limited

Montreal

——The most liberally managed firm in Canada.——

LEA'S

The Pickle with the Home-made Flavor

WESTERN REPRESENTATIVES:

Manitoba, Alberta, Saskatchewan

MASON & HICKEY

WINNIPEG

British Columbia

WILSON & McINTOSH

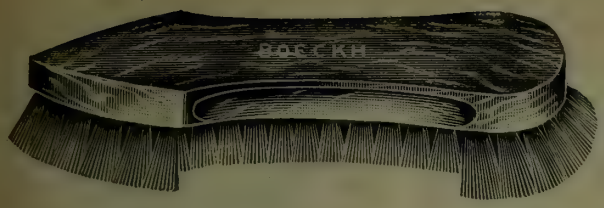
VANCOUVER

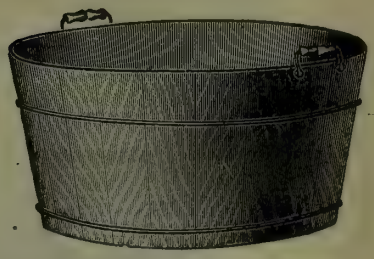
Any Quotation or information will be cheerfully supplied by them to our Western Trade.

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO





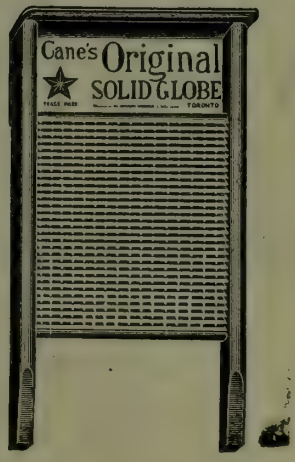
SPRING HOUSECLEANING DISPLAYS

are all important at this season of the year- a little reminder convinces the housekeeper of the need of certain articles to enlighten the work of this arduous task.

Among the most useful and seasonable goods which are specially good sellers are

Boeckh's

Scrub Brushes—Stove Brushes—Bannister Brushes—Hair Brooms — Window Brushes — Cornice Dusters — Wall Dusters—Feather Dusters — Corn Brooms — Mops — Step Ladders — Baskets — Clothes Lines and



Cane's

Wire Hoop Pails and Tubs—Wash Boards and Clothes Pins.

Make a special push on the above lines and "watch the results."

UNITED FACTORIES, Limited

Head Office: TORONTO, CANADA

A Way to the Heart of any Woman

who takes pride in the appointments of her dinner table, is to supply her with

Shirriff's Jelly Powders

These are the jelly powders which make pure, sparkling, full-flavored jelly.

Imperial Extract Co., - 18-22 Church St., Toronto

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

JAPAN TEAS

TO CANADIAN JOBBERS:

If you have not yet given us your standards, please forward them immediately, as we would like to include same in our cable code.

We have a few lines of spot tea remaining. Kindly communicate.

S. T. NISHIMURA & CO., Sole Agents, - **55 St. Francois Xavier Street, Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

WANT TO SELL OUT

1 CENT A WORD

A Canadian Grocer Small Ad. Will Fill Your Mail With Purchasers

1 CENT A WORD

USE WANT ADS

SARDINES

Esperanza, ¼s. King Oscar, ¼s.

A Shipment of Each Just to Hand.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

CURRANTS

"SOMERSET"
BRAND
Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

The Best Possible

In buying goods for your customers it is always wisest and best to buy the Best Possible. In the

Match Line

that is accomplished when you offer our "Laurier" and "Togo" brands. Made from selected wood, finest chemicals and under best workmanship.
Ask your jobber for them or write us. We save you money in freight.

The Improved Match Co. *Limited*

Head Office: BOARD OF TRADE, MONTREAL.
Factory: DRUMMONDVILLE, P.Q.

Lenten Supplies for E. T. Grocers

We have a full supply of groceries required for Lenten trade, including all kinds of FISH. Send us your orders. Compared with Montreal and Quebec prices, our quotations are MINUS THE FREIGHT.

T. A. Bourque & Co., Reg., Sherbrooke, P.Q.
Wholesale Grocers

Empire Pickles

Full lines, best quality.

Empire Olive Oil

Empire Canned Fruits

and

EMPIRE TEA

25c., 30c., 40c., 50c. and 75c.

4 free 'Phones —use them

Would like to send you a sample of this Tea to test it. Send your address.

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON, - - - - ONTARIO

Famous and genuine merit is the record of

STERLING BRAND PICKLES

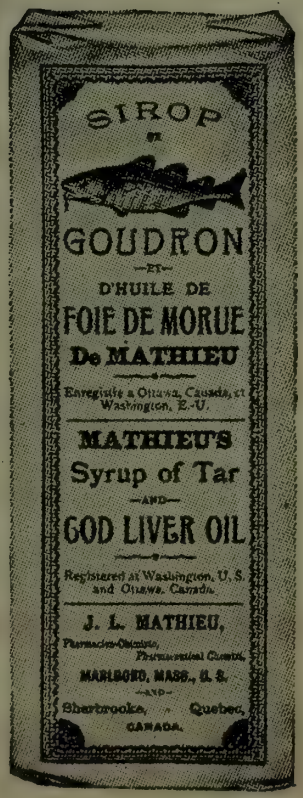
No matter how exacting may be the tastes of the grocer's customer he can feel safe in recommending him these well-known Canadian-made pickles—always pure, appetising, meeting fully the wants of the best trade the Dominion over.

Order direct from your jobber.

We are now located in our new factory and warerooms and will always be glad to have the trade call and see us.

The T. A. LYTLE CO.

Sterling Road, Toronto. Limited



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 5

It is well advertised throughout Canada. Its curative qualities have been proven in many cases. It has become a household remedy so that wherever people do congregate Mathieu's Syrup is in frequent demand. You cannot do better than send us your order to-day.

Mathieu's Nervine Powders is another household remedy.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

E. NICHOLSON

CODES,
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901

D. H. BAIN

CABLE ADDRESS
NICHOLSON WINNIPEG
CALGARY
EDMONTON

BANNATYNE AVE. EAST
TRANSFER TRACK

EDMONTON BRANCH: NICHOLSON & BAIN
CALGARY BRANCH: NICHOLSON & BAIN

Winnipeg, Man.

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

TO THE TRADE:

Do you know in just what is to be found

The Superiority

—of—

CEYLON TEA?

The Delightful Fragrance;
The Uniquely Delicious Flavor;
The Beneficent Strength

—and the—

Full Bodied Quality and Eye-pleasing Tone of its Rich Red Liquor,

DUE TO

Ceylon's Wondrously Vivifying Climate;
Ceylon's Nature-Fertilized, Volcanic Soil;
The Marked Superiority of the White Man's Agricultural Methods,

—and his—

Incomparable Auto-Machine Preparation Processes.

Diamond E Blend Coffee

When a coffee has been on the market as many years as this brand—giving entire satisfaction to consumers all over Canada during that time—it is hardly necessary to say anything more to convince the grocer that there is money in the brand for him.

"DIAMOND E" MEANS PROFIT

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

MAPLE SUGAR

The place to buy purest, genuine Maple Sugar and Maple Syrup is right in the district where it is produced. Then you know just what you are getting. I have the real article at the price. Write me.

P. J. GIRARD
RICHMOND, - QUE.

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling. Cures Lameness, Allays Pain without laying the horse up. Does not blister, stain or remove the hair. $2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Synovitis, Weeping Sinew, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

DELICIOUS

"It is the best and only good coffee we get." So writes an esteemed customer in forwarding his order for

GREIG'S WHITE SWAN BLEND COFFEE

That is just the point—its peculiar excellence always satisfies. It is the kind critical customers come back for—the kind that **stays** sold.
The 1-lb. decorated square tins are just as high-grade as the coffee itself. Try a lot and see how your coffee trade will grow. We depend on our first sale to make the second one.

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

NO!

We certainly do not use one iota of adulteration in any of our products.

YES!

We certainly do guarantee every one of our products to be perfectly pure. Just now we are inviting you to make some money for yourself by handling our

PURE FRUIT JAMS
PURE CIDER VINEGAR
Pure TOMATO CATSUP

(Made from the whole tomato.)
You will find these quick-selling and profitable.

Send To-day for Price List.

The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - ONTARIO

BARNUM WAS RIGHT!

"You can fool all the public some of the time, some of the public all the time, but you cannot fool all the public all the time."

IT PAYS

to sell only pure Maple Syrup and Maple Sugar, our **Pride of Canada** lines.

The Maple Tree Producers' Association, Ltd.,

Waterloo, - Quebec

The splendid values we are offering in

PRUNES

in sizes from 30/40's to 90/100's should appeal to any grocer.

Also exceptional quality in Evaporated Peaches, boxes 25 and 50 lbs.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

ACME CANS

have been used by Canadian packers for so many years that they have become the Canadian standard of can perfection.

Acme Cans are Durable, being well made, and every Can is tested before leaving the factory. There is no loss to the packer through doubtful Cans. This is a feature worthy of consideration.

Send Us Your Order.

ACME CAN WORKS

Montreal

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

Solder-Hemmed Caps

Enable the canner to seal his cans more neatly and at less expense than by using wire solder in the capping machine. He gets his solder when he wants it—with the cans; where he wants it—around the edge of the cap; and as he wants it—in the precise quantity needed. The cost of reeling solder and of shut downs for lack of solder may be left out of the reckoning. Besides, there is a saving in solder which runs from twenty-five to fifty cents a thousand cans.

Solder-Hemmed Caps are obtainable only with Norton cans.

THE

Norton Manufacturing Co.

HAMILTON

MAPLE SYRUP

PURE AND COMPOUND

Pints, Quarts, Half-Gallons, Gallons and 5-Gallon Tins.

Send along your order

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

It's the Standard

and hence the saying "As Pure As Windsor Salt"

Things don't "just happen" in this world—there's a reason for everything, and there's a splendid reason why Windsor Salt has reached that much sought for pinnacle that entitles the makers to justly claim it "best."

¶ To-day it is the Standard Salt from which comparisons are made when some one is trying to sell an inferior product—something "just as good." The purity, whiteness, dryness, and free-running qualities of Windsor Salt are almost proverbial. "It's the Standard"—isn't that enough?

CANADIAN SALT CO., LIMITED

Windsor, Ont.

I Offer

For Prompt Shipment

Several lots of very fine

Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 **Montreal**

CAPSTAN BRAND PURE MINCE MEAT

Paokage Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails, ½ dozen in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.

Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

NEW IN CANADA

JELL-O The Dainty Dessert

—Also—

JELL-O ICE CREAM POWDER

For making Ice Cream.

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavored.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case **$2.25** **Retails 2 for 25c.**
JELL-O, Ice Cream Powder, 2 Doz. case 2.50 **Retails 15c. per pkg.**

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in pack ng ***Quaker Brand*** followed our instructions to the etter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - - $2.05
QUAKER SALMON, tails, - - 1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Nature's Own Deliciousness

is preserved undiminished in every bottle of

E.D.S. Brand Jams and Jellies

We rely on absolute purity to get the delicious flavor which is an outstanding feature of E.D.S. Brand. Government analysis has further—and indisputably—demonstrated that E.D.S. Brand is the purest of the pure.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Our Installation Is Now Completed

in our new offices and warehouse and we are in a position to **ship promptly** all orders on reception of same. Should any of our customers have experienced delays in the delivery of their orders during our moving, we hope they will overlook the same as this delay has been unavoidable during the moving period.

Japan and Black Teas.

We pay freight on teas in lots of 200 lbs assorted or not assorted.

We have a complete and varied stock for all the requirements of the trade as regards quality as well as prices.

Imported Wines.

Our prices on **Clarets, Burgundies, Sauternes, Sherries, Port, Madeira, Malaga Tonic Wine "Bacchus,"** are interesting to the buyer, and furthermore **we pay the freight** on orders for wines in original packages.

Laporte, Martin & Co., Ltd.,

Wholesale Grocers and Wine Merchants.

Please note new address } **562 to 568 St. Paul Street (Formerly College Street) a few doors west of McGill Street, MONTREAL.**

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.
LIMITED

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

THE ONLY RIVALS TO LIPTON'S TEA

are

Lipton's Jams, Jellies, Marmalade, Pickles

We are carrying at present the largest stock of these goods ever carried in Canada, and would be pleased to quote you our F.O.B. Toronto prices as well as send you our Import Catalogue with prices which will interest you, both for immediate delivery or for import.

Thomas J. Lipton

75 Front St. East, - - - TORONTO

If you wish to **convey the impression** that **you are thoroughly up-to-date** and handle only the **best goods,** push

2 in 1 SHOE POLISH

It will do it better than any two other articles combined.

The F. F. Dalley Co. Limited

HAMILTON, Canada BUFFALO, U.S.A.

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

To The Point !

We have a surplus stock in some lines. In order to insure a quick clearance we're making special prices on

—**Essex Tomatoes**
—**Essex Corn**
—**Essex Pumpkin**
—**Essex Plums**

It will pay you to anticipate requirements and order now while the assortment is worth while. Essex goods sell on their reputation. Send for special quotation and do it now!

The Essex
Canning and Preserving Co., Ltd.

28 Wellington Street E., TORONTO

Factory at Essex, Ont.

A GOOD LINE FOR THE GROCER.

The English palate can't resist H.P. Sauce, and so a stock melts away like snow in the English Stores.

Canada is already feeling the demand and wide-awake grocers are busy lining up their shelves with H.P. and our bright, 'live' advertising is clearing their shelves for them.

Big profits—quick turnover—in H.P. remember.

Send for samples and prices. Try it on your own table, and you will see why it has caught on.

Messrs. W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Godville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd , Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

Molasses in Tins

Celery Relish

Mincemeat

Yes Sir—You can buy Sauce made in Canada from an English recipe.

Worcestershire Sauce

equal to any Sauce made in England and cost you less money.

WRITE

JOHN CASSON CO.

Front St. E., TORONTO

Finest Tomato Catsup

Tartan

SIGN OF PURITY

BRAND

FISH

LENTEN FEAST

Cod, whole in quintals, 100", 50" cases, strips, bricks and shredded.

Holland Herring, milchers and mixed.

Sea Trout, 100" kegs.

Mackerel, 100" kegs.

Labradors, barrels and half-barrels.

SPECIAL BARGAINS

Evaporated Apricots, Peaches, Pears and Plums, Raisins, Prunes, Figs and Dates.
Tapioca, Salmon.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

SPECIAL

For This Week

Choice Eastern Township Dried Apples

and

Choice Evaporated Apples

Also full line of fresh, and salt fish for Lent. Order at once.

S. J. CARTER & CO.

WHOLESALE GROCERS

58 McGILL ST., MONTREAL

TALKING ABOUT THAT PROPOSITION !

A good many grocers have written us in regard to the proposition we had —showing how you can make money by handling our high-class Toilet Soaps.

But we want to hear from still more, from *YOU*. It is to your advantage to at least inquire about this, so drop us a postal to-day.

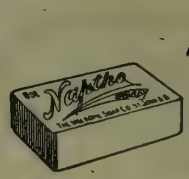
SAVONS FRANCAIS

C. PACNUELO, Manager

Factory: 1653 Notre Dame St. E.

Offices: 225 Coristine Bldg.

MONTREAL



Naptha SOAP

MADE IN CANADA

IT IS A GOOD TIME right now to test the qualities of

Naptho Soap

We claim its superiority to all others.

BECAUSE It is the most effective while the most harmless to the fabric.

BECAUSE It has the most lasting and durable quality.

BECAUSE It is a pure and satisfactory detergent of the highest quality at the lowest price.

The Welcome Soap Co.

Limited

St John, - N.B.

How's This for Prices?

A lot of people have RUNS on any old line of goods now-a-days. This mode of locomotion, however, is too slow for us and we are going to have a series of

AUTOMOBILE DRIVES

on some particularly seasonable lines, no stickers about us. "Come on in, the DRIVE is fine!"

"PHEASANT" Oregon Prunes

need no booming by us. Their quality is their best recommendation. A special "I want some more" brand. On their way to Montreal, due here in about ten days.

300 cases, 30/40, @	.. .. ..	9c. per lb.
200 cases, 40/50, @	.. ..	8½c. "
200 cases, 50/60, @	.. .. ..	8c. "
28 cases, 60/70, @	.. ..	7½c. "
350 cases, 70/80, @	.. .. ..	7c. "
200 cases, 80/90, @	.. ..	6½c. "
190 cases, 90/100, @	.. .. ..	6c. "

Terms : F.O.B. Montreal, net within 30 days

TALBOT FRERES Choice Spanish Queen Olives

Seasonable the year 'round. Cannot be duplicated at anything near the money. Leave attractive profit for you.

64-oz. bottles, cases, ½ doz.,	**$8.40**	doz.; retail	**$1.00** each
36-oz. bottles, cases, 1 doz.,	**$5.40**	doz.; retail	**60c.** each
20-oz. bottles, cases, 1 doz.,	**$3.60**	doz.; retail	**40c.** each
10-oz. bottles, cases, 2 doz.,	**$2.00**	doz.; retail	**20c.** or **25c.** each

600 cases to arrive beginning of June. FREIGHT PREPAID in 5-case lots to railway points in Ontario and Quebec, east of North Bay and Sarnia.

Terms : Net within 30 days

MALAGA Seeded Raisins "Eagle" Brand

The original Spanish variety. So meaty, full of juice, of a delicate and distinctive flavor. Will draw re-orders from the appreciative customer. In cases of 36 1-lb. packages, **8c.** lb.

Terms : F.O.B. Montreal, net within 30 days

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

TO-DAY'S BUSINESS

should not be the first object of every merchant. Not immediate gain by pushing poor, cheap goods that soon result in LOSS of business, but a steady and sure increase in the number of customers by selling only the best standard goods,—goods that can be honestly recommended. YOU are creating business for the future by educating your customers to use a higher quality of tea, for it gives them greater satisfaction and will give you a better profit.

Every merchant can sell good tea if he tries. Some are selling a lot more Red Rose 40c. Tea since the beginning of the year. They are pushing it and creating a demand. Many people buy cheaper tea as a matter of habit—just because they are not recommended to try

40c. Red Rose

Get some in your store and see how easy it is to sell,—VERY EASY IF YOU USE A PACKAGE YOURSELF.

T. H. ESTABROOKS

St. John, N.B.

BRANCHES { Toronto—G. H. Campbell, Manager, 3 Wellington Street, East
Winnipeg—F. G. Walker, Manager, 315 William Avenue.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

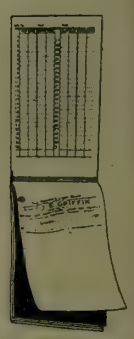
23 Bannatyne Avenue East ***WINNIPEG, MAN.***

Keep Track of the Goods

you sell and the money your customers owe you, by using our simple

"DUPLEX"
COUNTER CHECK BOOK

It's a money-saver, a time saver, a trouble-saver and a customer-keeper.



WRITE FOR FULL INFORMATION

The Carter-Crume Company Limited,
Toronto and Montreal

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

LOBSTERS

During the Lenten Season Lobsters are sellers.
Our range is complete in tall and flat tins.
We are making specially attractive prices.
See our travellers or wire or write us.

JAMES TURNER & CO. LIMITED

Hamilton, Ont.

ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime stricly up-to-date in every particular.

Order now

NELSON'S BROOMS

All sizes, All kinds of handles, All grades.

but we would most of all like to sell you our

PANSY BROOM

Write for price lists.

H. W. Nelson & Co., Limited

Office and Warehouse: 92 Adelaide St. W.

Toronto, Ont.

Factory: 15, 17, 19, 21 Jarvis St.

Business Man and Farmer in the West

A Description of the Successful Winter Fair Held in Brandon Last Week and Its Relation to the Business Interests of the Country—A Hint for Western Merchants.

The Western Viewpoint by our Special Winnipeg Correspondent.

Brandon, Manitoba, was the scene last week of the most successful Winter Fair that has ever been held in the Canadian west and that is saying a good deal. The holding of a winter fair was for many years considered impracticable, but five years ago the little town of Neepawa decided to try a winter fair, and it is worthy of note that the man who started the idea going, and was one of the hardest workers towards the successful issue, was a bank manager, who had formerly been in the city of Guelph and knew the value of winter shows. The Neepawa fair was a success, but Neepawa, being on a branch line, was not considered ideal as a place for a winter fair, owing to the transportation problem. For many years the Live Stock Association of Manitoba had held their annual meetings in the city of Winnipeg, generally during bonspiel time, when cheap rates were in order. It was felt by many of the breeders that Winnipeg was the place where the winter show should be held. The Provincial Government was approached in the matter, but practically refused to do anything to encourage a winter fair. Next an effort was made to get a number of the prominent men of Winnipeg to form a joint stock company, purchase land and erect a building that could be used for a winter fair and for cattle sales and at other times in the year for many other purposes. To men familiar with the successful shows at Guelph it was apparent that a building of the kind, if erected, and the winter fair properly pushed, would be a success financially. However, the business men of Winnipeg, following the example of the Provincial Government, turned the scheme down.

Brandon Inaugurated the Fair.

It remained for little Brandon to take the matter up. First, they invited the Live Stock Association to hold their annual meeting and a stallion show in such temporary quarters as they could provide. In 1907 to the annual meeting and the stallion show were added a seed grain fair and poultry show. The attendance was enormous, and the temporary quarters provided by Brandon wholly inadequate to accommodate the crowd and the breeders again expressed a wish to return to Winnipeg. At this juncture a number of Brandon men came forward and guaranteed that if the Live Stock Association would undertake to hold a winter fair in Brandon in 1908 they would erect and equip a suitable building for the purpose. On March 10, 1908, the winter fair was duly opened in this building, which probably has not its counterpart in the Dominion of Canada.

The New Building.

The main body of the building contains an amphitheatre with seats for 1,800 people, with a show ring 150 feet long, and a stage, the second largest in Canada. The north wing of the building contains stalls and pens for a hundred cattle, fifty hogs and fifty sheep. The south end is devoted to horses and has stabling for over one hundred head. The hall over the north wing has been arranged as a lecture room and a hall for seed grain fairs. The upper floor of the south wing is specially designed for poultry shows and was pronounced by Judge Butterfield the finest poultry hall in Canada, both for light, size and convenience of arrangement. The entire plant is heated throughout with steam, has city water laid on and is provided with commodious lavatories and toilet rooms at different points throughout the building. There are a number of small rooms suitable for committee work, and lunch rooms have also been provided for. The total cost has been pretty close upon $50,000, and of this amount the business men of Brandon have already subscribed and paid in the sum of $35,000. The farmers of the district of Brandon have subscribed about $3,000 more. The erection of such a building speaks volumes for the pluck and enterprise of the business men of the Wheat City. It is their hope that they will be able to use this building during the year for theatrical purposes, and an effort is being made to have it included in the Winnipeg theatrical circuit. The idea is to fill the floor of the show ring with chairs, and in this way it would be possible to seat 2,500 people.

A Gratifying Success.

Considering that the building was barely completed in time for the fair of 1908, and everything new and green about the business the success achieved is most gratifying. It is not possible to announce the prizes for cattle until very late, and consequently the exhibit of fat stock was smaller and not so well finished as it should have been, but it showed a marked improvement over previous years. Perhaps the greatest improvement was to be noted in bacon hogs, which conformed more truly to the ideal bacon type than at any previous show. The exhibit, too, was large and the hogs brought out in good show shape. The exhibit of sheep was small, but the class was high.

Horse Show a Strong Feature.

The strong point of the fair, however, was the horse show, and the strong point of the horse show was the exhibit of Clydesdales. Forty stallions of that breed being entered in the different classes. In aged Clydesdale stallions there were ten horses brought into the ring and not a really poor horse among them. The showing of Clyde mares was also very good. Perhaps the greatest surprise of the fair, however, was the display of Percherons, twelve horses being shown in the aged class. It was pronounced by men of experience the largest and finest group of the breed ever shown in Canada. There was a fair display also of light horses, hackneys, standard bred and thoroughbred. Some idea of the interest taken in the judging of horses may be gathered from the fact that fully 1,200 people sat solidly for four hours watching the various classes put through their paces and awarded the red, blue and white ribbons.

The Visitors Entertained.

The finest scene of all was on Thursday evening when the visiting breeders were the guests of the city of Brandon. An elaborate programme of vocal and instrumental music, interspersed with short speeches and selections by the band, had been provided, also a liberal number of cigars for lovers of the weed. The evening opened with the judging of hackney stallions. These horses showed to their best while the music played. Next came a parade of stallions, and there were thirty-five heavydraught horses in the ring at one time, and as they paraded they were cheered by fully 2,000 poeple.

The gate receipts of the fair for three days were very close to $1,000, and it must be remembered that with the breeders the payment of their annual membership fee to any one of the live stock associations entitles them to admission to the fair throughout the week.

A Fair Board Organized.

So much for the history of Manitoba's Winter Fair to date. The Winter Fair building will remain the property of the joint stock company that has erected it, but a Winter Fair Board has been organized comprising representatives from all the live stock associations, the Provincial Poultry Association and the board of directors of the building. This last formed association is to be known as the Manitoba Winter Fair and Fat Stock Show Association and will have entire charge of the winter fairs for the future. This year the slaughtering and judging of slaughtered carcasses of sheep, hogs and cattle was carried on to a limited extent and another year it is hoped to enlarge this department and add the killing and dressing of poultry with lectures on the same. The aim of the Manitoba Winter Fair will be to equal and ultimately surpass the Guelph show. There is abundance of material in the Canadian West to work on and the aim will be to make the great winter gathering at Brandon of a highly educational character. The show just closed has proved to a demonstration the classes in stock judging, with their accompanying lectures are as intensely interesting to the great hordes of young men, who attend, as is any vaudevile performance.

The Business Man's Interest.

It may be asked wherein are business men interested in fat stock shows. Of course in this particular instance the business men of Brandon have a large monetary stake in the success of the show. Apart from this, however, business men all over the country should

be interested in it. It is manifest that the day of wheat farming is already passed in Manitoba. The day of mixed farming has come and come to stay, but mixed farming will be a doubtful good unless it is carried on intelligently and in the most up-to-date manner. In the three or four days of a winter fair it is quite possible for a farmer to acquire an enormous amount of useful information concerning the best methods of feeding and breeding sheep, hogs, cattle and horses. He can also learn much about the rotation of crops and the eradication of noxious weeds. In fact he has the privilege of attending a highly specialized school. If he is an exhibitor he comes in competition with men from all over the Canadian West, and if he fails he can learn at first hand why he did fail, and guard against the same conditions for the future. The men who attend these shows are bound to be better farmers and as their farming improves their spending power increases and this is the point where the business man is interested. Unlike the summer fairs the winter fair lends itself to prizes for all kinds of specialties. Another year it is hoped to offer prizes not merely for the best fed export steer, but for the best carload of export steers. This one particular department offers a great field for the local merchant. What could be better than for the merchants of any of the small towns in Manitoba to combine and offer a prize for the best carload of butchers or export steers fattened in the district adjacent to their town; or it might be for the best carload of sheep or the best dozen hogs. If this were done by a number of towns it would be comparatively easy for the Winter Fair Board to offer a really valuable prize for the champion car lot of the province. It might be remarked in passing that this present year J. D. Martin, President of the Winter Fair Building, offered $200 for the best fat steer or heifer bred in the Western Provinces and four years of age. This splendid prize was won by a handsome shorthorned grade which had been bred and fed on the Dominion Experimental Farm at Brandon and afterwards sold to Jos. Donaldson.

It seems to the writer that the Winter Fair offers an almost unlimited opportunity for the business man in country towns to identify his interests with those of the farmers of his locality, and in this way retain for himself trade, which is otherwise much too apt to be given to outside merchants.

THE GREEK CURRANT CROP.

Statistics and Market Conditions From U. S. Consul at Patras.

U. S. Vice-Consul Haworth J. Woodley, of Patras, has prepared the following review of the Greek currant crop and trade, which has just come to hand:

"The outstanding feature of the currant season of 1907 has been the large volume of business transacted during the latter half of August and practically throughout the entire months of September and October. That buyers were induced to respond to such an unusual extent may be attributed to the very moderate level of the opening quotations and a market showing almost daily increasing firmness owing to the reduced crop estimates during the critical period of cutting and gathering the currants.

"Heavy rains in most of the producing districts not only reduced the weight of the crop, but seriously deteriorated the quality of the various growths, provincial grades in particular suffering most damage.

"Fortunately most of the fruit so affected was ultimately secured in merchantable condition, but the standard of quality was necessarily lowered and has not been entirely satisfactory. The finer grades suffered somewhat less severely and Zante fruit escaped the ruin altogether, being of excellent quality and condition. Shippers have, however, done their utmost under the unfavorable circumstances, and, on the whole, few complaints have been pressed to the limit of arbitration.

Heavy Forward Buying.

"Owing to the small stocks carried over into the new season, a ready response was accorded to the opening quotations, which started on a level considerably lower than prices at which shipments could eventually be effected.

"The late harvest and consequent limited supplies of currants available at the commencement of the season, together with the unusually heavy requirements for September and October shipments, inflated spot prices, and deliveries generally were only effected at heavy losses to local shippers, who, nevertheless in most cases, fulfilled their engagements. As the damage to the crop became more generally known, prices continued their upward course until the market reached its highest point early in October, the quotations for provincial currants then being about $5 per hundredweight, cost and freight, New York.

"From this period prices receded somewhat, though the difference was mainly due to the reduced export tax, which, by arrangement, was made payable in cash at the fixed rate of 115 drachmas per 1,000 Venetian pounds ($20 per 1,050 pounds.) This was done, however, only after 66,000 tons had already been exported. Owing to the active demand and heavy shipments, this quantity was reached earlier than had originally been anticipated, while a rise in the rate of exchange also accentuated the reduction in forward quotations, so that these two factors practically accounted for the reduced quotations.

Available Supplies Insufficient.

"The crop is officially estimated at 141,000 tons, as against 132,000 tons last season, leaving about 118,000 tons available for export after the full retention duty in kind is deducted. In face of the increased consumption and the fact that a large proportion of the fruit remaining in Greece is of poor quality, for which reason its export is prohibited by the Greek Government; the available supplies of merchantable fruit are generally considered to be inadequate to meet the world demand.

"The increased exports this season have been general to all countries consuming currants, and the total shipments for 1907 are 766 tons in excess of those for the same period of 1906. For the season 1907-8 to December 31, the exports amounted to 113,466 tons gross, against 97,700 tons gross for the previous year.

"The favorable statistical position fully warrants the continued firmness of holders, and a comparison of the stock at present available in Greece with the quantity exported during the remainder of the season of the previous year reveals a shortage of about 8,000 tons to meet the estimated universal requirements. The officially estimated crop of 1907 is 141,000 net tons, of which there were exported to December 31, 1907, 98,000, and absorbed by retention duty 23,000, thus leaving stocks remaining in Greece at 20,000 net tons.

"A feature of this season has been the heavy shipments to the United States, the 15,194 gross tons going forward up to December 31 being 4,184 tons in excess of the previous season."

GIVE PREFERENCE TO CANADA.

Barbadoes Grants Twenty Per Cent. to Us and Asks Similar Favors.

The Barbadoes sub-committee of the West Indo-Canadian Conference, which has been considering matters of trade interest for some time, concluded its labors on Friday, the 7th inst. The subcommittee, so far as Barbadoes is concerned, has recommended to the Government that to Canada be granted a preference of twenty per cent. on all articles of consumption which she can supply—flour, fish, lumber, hay, oats, etc. In return for this the Canadian Government will be asked to give a preference of 11.5 cents per 100 pounds, additional to the existing preference, on sugars from Barbadoes.

The existing tariff will not be disturbed, but twenty per cent. additional duty will be levied on these articles of consumption coming to Barbadoes from countries other than Canada.

A. R. Baker, of the Old Homestead Canning Co., Picton, left last week on a business trip to Winnipeg and the coast. Mrs, Baker is accompanying him.

SITUATIONS WANTED.

ADVERTISER who has had 25 years' experience of high class provision and grocery business, wholesale and retail in England requires a situation as traveler, manager or any position of trust. Highest references, and can furnish good Toronto references for personal character. Apply F. Beckingsale, 13 Wood St., Toronto. (12)

YOUNG man, capable, experienced general store manager, open for engagement; store management or position in wholesale accepted. Box 186, CANADIAN GROCER, Toronto. (14)

*Grocery News from Coast to Coast

Letters From Our Special Correspondents in the Principal Cities and Towns in Canada—Happenings of the Trade for the Week.

CHATHAM.

Now that Lent is on, fish—and particularly, in view of the near approach of warm weather, canned fish—are shown in probably one out of every two windows.

A hint for a good background is given in Harry A. Andrew's window. Instead of using what may be called "foreign substance," for a background, he has stood red salmon cans, on end, tier upon tier. Though Ald. Andrew's window contains only three tiers, the process can be continued almost indefinitely, and a pretty high wall built up. The red labels make a very attractive background.

Another hint—and a valuable one—is contained in a show card several grocers are using. One is headed, "Lenten Specials," and contains a list of nearly two dozen varieties of canned fish. How many experienced housekeepers know that there are so many? Most of them are familiar with three or four kinds at best, and the knowledge of the new housekeeper is pretty well limited to salmon. And with the average new housekeeper, a bit timid as to her abilities in the cooking line, there are excellent possibilities of a market for canned fish. A neat card, with a complete list tastefully gotten up, will drive home a sense of variety to the very large class of housekeepers, who, when they think of canned fish, see nothing but kippered herring, sardines and salmon.

* * *

The Bradley store shows a pretty instructive soap window this week. The firm feature Empire soap in a big, 12½-cent bar, and the window is piled full of the big bars in their black and white wrappers. The foreground is occupied by a see-saw contrivance, with an Empire bar on one end, which is down, and five five-cent bars of other brands on the other end of the board, which is "way up." For direct suggestiveness the idea is hard to beat.

* * *

Geo. A. Stacey, the King street west grocer-butcher, had a narrow escape from serious injury while working at his slaughterhouse last week. A piece of loose timber containing a spike fell from the top of the building, striking Mr. Stacey immediately below the eye, and inflicting a nasty gash.

* * *

John D. Stark, St. Clair Street, has installed a new automatic computing scale in his place of business.

N. A. McGeachy & Sons last week acquired the milk route of Dawson Bros., who have conducted a successful milk business here for three years past. McGeachy's have just completed a thorough remodeling of their ice cream parlors, in preparation for the coming season.

* * *

The ten o'clock market by-law is once more before the City Council. At the last Council meeting a petition with upwards of 100 signatures, was presented, asking for the repeal of the clause prohibiting retailers from purchasing on the market before ten o'clock. Ald. Baxter went so far as to give notice of a motion to amend the by-law accordingly, but this was withdrawn, the matter being referred to the Property Committee. The issue promises to be a live one with this year's Council.

> The following paragraph from our Ingersoll correspondent regarding the organization of a general delivery system will be read with general interest. On another page will be found an article telling of the methods used in a similar system in Michigan:
>
> "It is understood that the enterprise of local merchants will shortly assert itself again. From what can be learned it is the intention of the merchants to have a general delivery system, instead of the old, expensive and at times insufficient individual method. Plans are being laid for the organization of a system which will include all the deliveries for butchers, grocers, bakers, etc., at regular hours. This system, which is already in vogue in some places and has proved to be very satisfactory will be more efficient and economical and will no doubt be highly appreciated both by the merchants and their patrons."

* * *

H. G. Kogelschatz, a local ex-grocer, passed away last Saturday morning, after three days' illness. He was upward of 68 years of age. A native of Hanover, Germany, he came here at the time of the Franco-Prussian War, and entered into the tobacco business with his brother, the late F. W. Kogelschatz, who, by an odd coincidence, died only a few weeks ago. On the dissolution of this partnership, he entered into the grocery business in a small way, later took up market gardening, and for some years has lived retired. Of late years he has suffered from heart trouble, and last week sustained a severe paralytic stroke. He leaves three daughters and one son. He possessed marked musical and linguistic attainments, and, in a wide circle of friends, "Gus" Kogelschatz will be much missed.

* * *

Neil C. Sinclair has resigned his post as manager of the Kent Farmers' Produce Company, of Blenheim, Mr. John A. Cameron, a former manager, succeeding him.

* * *

John Hamilton, proprietor of the Marine Meat Market, Amherstburg, is having a cold storage room built at the rear of his shop.

* * *

Robinson Bros., of Leamington, have installed a rotary meat slicer in their grocery.

* * *

A new canning factory is in sight for Ridgetown, to replace the elusive affair which vanished last year shortly after the town had decided to grant it assistance. H. McSween, of Leamington, is promoting the new project.

A Board of Trade dinner, the first of its kind in Chatham, was held on Tuesday, the 10th, and proved a signal triumph, upwards of 175 being present. Incidentally, the way the retailers turned out was memorable, and, as usual, the grocers were pretty well to the front of things.

GUELPH.

I see that the by-law in Kingston to provide for farmers' wives bringing their fowl to the market drawn was defeated. The poultry men here think it is not wise to ask them to do this, as the fowl when drawn will not keep for any length of time, and would not do for shipping purposes. I am informed that a similar by-law is in force now at Owen Sound. The general opinion of both store-keepers and shippers is that the proper way is to insist on having the heads off and some think the feet also, but it is mighty hard to tell a young chicken from an old one when they are very fat and the feet are off. At the same time it is a real treat to see nice fat fowl brought into your store drawn and fixed up almost for the oven. I had the pleasure of seeing some this winter that were sold in a local store that were unsurpassed and did not require any salesmanship to sell. The people rushed right after them and

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

came back looking for more of the same kind at the same price, which was 17c a pound. This was considered a good price here.

* * *

Gregory Foltz, the Elora Road grocer, is installing a full line of up-to-date fixtures, which are being made by a local company.

* * *

Little & Costigan have placed a large new sign over their store front.

* * *

Saturday was seed fair day in Guelph and the city was crowded all day with farmers which was good for business and in spite of the crowd there was very little drop in the prices of all kinds of produce. The object of these seed fairs is to show the best samples of grain from each section and allow the exchanging of or selling to each other and in that way getting the best seed distributed. There was an extra fine lot of grain on exhibition and considerable business was done.

* * *

Wm. Lillie, who formerly ran a grocery store on Quebec St., has accepted a position with A. G. Groom.

* * *

The wheels are out again on the main streets and there is now neither good wheeling nor sleighing here.

INGERSOLL.

Syrup-making operations will soon be in full swing. The sunshiny days and the frosty nights of the past week prompted a number of farmers to tap their lofty maples and the bushes will soon be illuminated by the huge fires under kettles and pans where lonely vigils are kept while the sap is being "boiled down." Syrup-making is not carried on extensively in this district, owing to the fact that the country for the most part has been cleared. Several farmers, however, spared many of their choice maple trees and when conditions are at all favorable reap good profits from them, as the demand is keen for unadulterated syrup and the price high compared with that of former years. While no new syrup has yet been marketed it is expected that the price will be about $1.35 per gallon on the market.

* * *

Following a year of almost unprecedented high prices for commodities in general, and coming at a time when there seemed some ground for hope that a reaction would soon set in, the announcement that the price of sugar was being periodically raised has perturbed householders and retailers not a little. Whatever the cause, the advancing of prices, first in one line and then another, seems to be a dominant factor of modern commercial life. Scarcity of supply, excessive freight charges and the increased cost of labor may all be facts with a tendency to raise prices to a certain extent, but there is surely a limit to all things and a microscopic examination in many cases would undoubtedly justify the opinion to which many consumers cling tenaciously that the monopolistic spirit is becoming more deeply rooted than ever.

* * *

Unless all signs fail this season will witness a return of the good old-fashioned Easter with an abundance of eggs at prices within the reach of all. The supply continues to increase at a rate which threatens to almost daily lower the price. At Saturday's market 20 cents per dozen was the ruling figure. The majority of the travelling buyers do not commence their rounds until spring is well advanced and in view of this fact there is a probability of the price ranging anywhere from 15 to 18 cents by Easter.

* * *

In regard to poultry, however, the conditions are exactly opposite. The supply is decidedly limited, and there is little hope of the desired change until the spring birds are placed on the market. On Saturday a fine pair of crate-fed chickens sold for $1.15.

* * *

The Ingersoll Canning Co. have in contemplation an addition to their factory at Vienna, which will be used for storage purposes.

* * *

The business staff of the Ingersoll Packing Co. have taken possession of the magnificent new office which has recently been erected on the north-west corner of Victoria and Wonham Sts. The new building is the embodiment of beauty and convenience. The exterior of the building is strikingly imposing, while the interior was constructed along lines affording the greatest convenience, combined with which there is much artistic workmanship and all modern facilities. In every respect the building is an ornament to the town and a monument to the enterprise of this widely-known firm. One storey in height, with a deep basement, the style of the building may be termed as modernized Grecian and Colonial in combination. The basement is constructed of cement floor and foundation walls, and rock-faced stone, while the upper portion is built of buff-pressed brick. The windows are unique in design, being of old English style. There are many small square panes, which admit an abundance of light, as does also a large sky-light in the roof. The building is steam heated, the supply being furnished from the boilers in the factory. The lighting fixtures are a combination of gas and electric light. Nearly $13,000 was spent in the erection of the building and its equipment. The various offices are elegantly furnished. A modern system of private telephone exchange for 20 'phones is being installed with an operator in charge giving direct connection with every department.

* * *

Do bad streets injure business? This is a timely question and some merchants are inclined to an affirmative opinion. It is generally conceded that when the sidewalks are hidden under slush that there is a falling off in business. It is also equally well known that women have a decided aversion to turning out on a shopping expedition when the walking is wretched. If the wretched conditions of sidewalks do have a tendency to injure business the matter is one worthy of discussion by the merchants in general. It is right along such lines as this that a well-organized and active retail grocers' association can find plenty of work to do which should prove mutually profitable.

LONDON.

Wholesale trade shows improvement as the country roads get better and payments are being met while retailers have little to complain of.

* * *

The feature of the week has been another advance of 10 cents per cwt. in refined sugar, making an increase of 30 cents in three weeks. A still further advance in price would not be surprising. Most of the retailers are selling eighteen pounds for a dollar.

* * *

The market for teas is strong, good quality being very firm. Teas producing poor liquor are neglected. All the other staples are firm.

* * *

Stock-taking for the defunct firm of Lind, Kerrigan & Co. has been completed, and a meeting of the creditors was held on Wednesday. The assets are said to total about $30,000 and the liabilities will exceed that figure considerably.

* * *

Thirty-five cents per pound is the price best quality butter is retailing at in local grocery stores, and dealers declare there is little profit handling it, even at that figure. This is the highest price ever paid in London, at least, no one can be found who has recollection of a higher figure than thirty cents, and housekeepers are beginning to ask when the upward movement is going to end. Eggs are a little lower, the price ranging between twenty-five to thirty cents, but a little closer to the latter.

* * *

An idea of the outside trade of the London bread bakers may be gained from the fact that last year the express charges paid by them for carrying their product to other towns amounted to some $20,000. Every train leaving the city on week days carries tons of bread, buns and cakes, which are distributed in Windsor, Sarnia, Walkerville, St. Thomas and points east. Toronto bakers

are said to be making a strong effort to cut into this trade, but the Londoners appear to be holding their own.

* * *

A committee of the Retail Grocers' Association is going after certain storekeepers in the outlying parts of the city all but one of whom are non-members, who have been cutting prices, chiefly on canned goods on which at the regular prices the profit is small enough. The committee is composed of the president, vice-president, secretary and treasurer of the association, who will endeavor to convince the offenders of the folly of their way of doing business. The trouble is that one dealer in order to draw trade, foolishly begins cutting prices, and his neighbor feels he has no option but to follow the example. An endeavor will be made to bring in the few grocers who remain outside the association.

* * *

Cyril Hayes, secretary of the Retail Grocers' Association, is on a visit to Hamilton and Brantford.

MONTREAL.

"A Fish Question" is the sign which attracts attention to a special display of fish for the Lenten season in a Point St. Charles grocery. The display is in the centre of the store, and is very artistically arranged, showing all the different brands and varieties of package fish as well as displaying bulk. "I find it a good means of selling all lines," said the proprieter. "Customers who are in the habit of buying the same line every fish day are more inclined to try another for a change, and in this kind of display I find a good means of selling nearly equal quantities of each line."

* * *

"I have heard a good deal of complaint," said one grocer, "of the difculty experienced in collecting old accounts, probably if some of the other retailers would follow the plan which I have adopted, they would find a way out of the difficulty. I had several accounts which had been allowed to run in arrears for some time. I first called on my customers personally, and explained to them the plan which I was about to adopt in collecting. If a customer owes me an old account of, say, $30, I make out 6 notes for $5, each payable monthly, which the customer signs. These notes are handed them in addition to their current monthly accounts. In this way I have found no difficulty in collecting the old debts, with the result that to-day I have only two or three old balances on my books."

* * *

At a special meeting of the Montreal Retail Grocers' Association, held Thursday, March 12, a resolution was passed asking the Senate to throw out, or amend, the co-operative bill which has been passed by the House of Commons. J. A. Beaudry, the secretary, in addressing the members on the matter, pointed out the hasty manner in which the bill had been pushed through by the Commons, having passed its first and second reading within the short space of ten minutes. In view of the great importance of the matter to the retail grocer it was thought that further consideration should be given.

* * *

It will be remembered that at the last session of the Quebec Legislature a law was passed raising the cost of liquor licenses, the minimum to be $300 and the maximum $450, but after the session Premier Gouin, having been petitioned by the Montreal Retail Grocers' Association granted a reduction of 50 per cent. on the increase, making the minimum $250 and the maximum $425.

No legislation was passed, however, the Premier merely giving his assurance that the matter would be all right. At the last meeting of the Association a committee was appointed to interview the Premier, and, if possible, have legislation passed on the matter as it presently stands, making it legal. The committee left for Quebec on Monday.

* * *

Fraser, Viger & Co. have been conducting a very successful orange sale. "We have sold hundreds of cases," said Manager Davidson. "Why did we decide to make a special sale? Well, things are usually pretty dull around this time. I found oranges could be purchased rather cheaply and bought twenty-five cases. Then I advertised a special drive on oranges. I was giving a 40c orange for 25c per dozen. The advertising created a little excitement, which was what we desired. People came to the store in great numbers, and our twenty-five cases soon were all sold. People had got the orange fever, evidently, for I found it almost impossible to supply them. I have so far bought over four hundred cases, within a couple of weeks, and still they are selling. On Saturday, March 7, we sold fifteen hundred dozen, while the day before we sold eleven hundred dozen. The people were lined up as if they were buying tickets for one of the big hockey games." One of the clerks here cut in, saying the money was coming in so fast on Saturday that he had twenty-five dollars within a few minutes, at one time, without being able to get to the cash desk. This tremendous sale of oranges naturaly increased the daily sales of Fraser, Viger & Co. Manager Davidson was wise enough to see and grasp the opportunity. Advertising, largely through a fine window display, resulted in the great sales.

VANCOUVER.

Eggs and butter are occupying attention in the local market. In the former, the inrush of California eggs has brought down the price of the high-class locals to what might be called the rock bottom figure, 35c. Hardly at any time does the price go below this, while it climbs during the winter season to as high as 70c. The result of the continued influx from California has been to catch many wholesalers with eastern eggs, which are being got rid of almost any old way. The easterns are at 26c, while Californias are 24c, while the latter are better in quality.

In butter, the price is still very firm at 45c, for the best. There are different qualities at 40c and 35c, and even these have to be used since the finest are scarce. During the past couple of months, there has been a brand on the market sold under the name of New Zealand butter, but now comes the statement that this is Australian, and that none has come from New Zealand this season. Still it was sold under that name.

* * *

The Steamer Moana, which arrived on Wednesday, brought 676 crates of onions from Australia, which will tide over this article.

* * *

The past week witnessed one of the heaviest shipments on record in the shipments of eggs from Seattle to Alaskan and Yukon points. Two of the principal dealers handled 1,400 cases, or an aggregate of 624,000 eggs. In this connection, news from Dawson states that the frequent arrival of eggs over the ice from the outside has produced a new factor in competition with the storage and ranch products, though there was little or no decline in price. The retail price of Dawson ranch eggs is $3 a dozen, or 25 cents apiece, rather a staggerer to people even here, who are not unaccustomed to them at 70c.

* * *

Sidney Owen Copas and George Thomas Young, of Calgary, under the firm name of Copas & Young, have bought out the pioneer grocery business of Fell's, Victoria. Mr. Copas was also a pioneer resident of Calgary, having lived there for nineteen years, being head of the firm of Copas & Emerson.

An interesting history attaches to "Fell's Grocery," which was established in 1862, by the late James Fell, and was known throughout the province, during the days, when Victoria and New Westminster were the only settlements on the British Columbia coast. During a portion of its career, the pioneer grocery business on the corner or Fort and Broad Sts. was conducted under the firm name of Fell & Finlayson, but on the death of Mr. Finlayson it reverted to the name of its founder, whose descendants continued to conduct it until very recently. Since 1874 until 1906, Henry Moss was identified with the business, first in the capacity of clerk and later as manager—a record which is a monument to his industry and to the esteem in which he was held by the employers.

It is the intention of the new owners to remodel and re-stock the store, and their aim will be to restore the concern to the proud position it once occupied.

THE CANADIAN GROCER

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THE SUGAR SITUATION.

The present high prices which prevail in the sugar market have been the cause of considerable comment among the trade. In connection therewith the grocer called on several wholesalers and the refiners in Montreal to ascertain their views on the cause of the advances. The general opinion is that the shortage of raw sugars in Cuba and the British West Indies, particularly the latter country, where Canada has the benefit of the rebate, and consequently where she buys most largely, has resulted in firmer markets in those cane-growing countries, resulting in stiffer markets here. S. J. Mathewson, of Mathewson's Sons, the wholesale grocers, in speaking of the situation said, that to his mind, the refiners had not stocked up sufficiently, and in consequence they at present find it necessary to pay the high prices which are asked for the raw sugar, and are obliged for their own protection to demand more of the trade. Before July retailers will be paying 5 cents per pound for sugar he said. Others are of the opinion that the heavy local demand and the scarcity of raw sugar are responsible for the advances. Asked if the sale of Scotch sugar, fair stocks of which are held here by some, would help to keep down the price, wholesalers say that it would not affect the prices for sugar refined here. There is always more or less of a market for Scotch sugars, and our importations are placed through these regular channels. In case prices remain high for a time there may be more Scotch sugars used, but as stated in the foregoing, these sales do not have much of an effect on the situation as far as locally manufactured sugar is concerned. The firmness of sugar markets the world over would indicate strong markets holding for some time ahead.

FRENCH COMMERCIAL AGENT FOR CANADA.

A reader in France sends a clipping from La Matin, telling of the decision of the French Government to appoint six commercial agents, and the reasons which led to this decision. Our correspondent asks whether, in view of the new treaty with Canada, one of these agents may not be stationed in the Dominion. The clipping, which appears in another column, will, no doubt, be read with much interest.

ROUNDABOUT SHIPMENTS.

New Zealand to Vancouver via Liverpool and Montreal, how's that for a roundabout trip, disregarding all thought of economy in time and distance? And yet this is just what is happening in the movement of New Zealand butter to the Vancouver market. The cause of this unusual circumstance is given by our Vancouver correspondent in writing of the imports of foreign butter.

"Why none of the New Zealand has been put on the market was learned by your correspondent through inquiry of the agents of the New Zealand Government in this city, and an interesting story of a shipment is told in connection with it. The only cold storage from the Antipodes is on the boats plying between Australia and Vancouver. These do not call at New Zealand ports. The boats that come direct from New Zealand, a line recently established, has no cold storage, though the agents are being strongly petitioned to put it in. The cold storage on the Australian line is controlled in Sydney and no New Zealand produce can get in. The result is that to get the New Zealand butter on this market, a shipment is being made via Liverpool and Montreal. It is the longest roundabout way, and it is doubtful if butter ever made as long a trip as that to any market. The shipment is now en route and is expected here in a week or two. It will comprise about a carload in all, and is in the nature of an experiment. If it arrives good, or even fairly good, it will stand well in competition with the best of table butter, for the cheaper brands are not in the first-class line."

PROTECTION OF TRADEMARKS.

There is perhaps no more valuable piece of industrial property than a good trademark. If it comes to be generally known as representing a certain reliable product, it is worth more to the manufacturer than can be calculated in mere dollars and cents. Indeed, there have been famous instances in which a million dollars was offered for a trademark, and refused—and this, too, on a tiny article which could be manufactured for a nickel. But the article had come to be in universal demand, and the public knew it through the trademark, so that the latter had assumed an arbitrary value to the manufacturer that placed it beyond price.

Although the importance of the trademark has been fully appreciated only within the last quarter of a century, its use has now spread to all classes of manufacture, and it is to-day one of the most influential elements in the world of commerce. For customers have come to know goods by their labels, and to ask for that particular brand, refusing to accept any substitute. Half a dozen instances will occur to the reader, in which his daily purchases are regulated by the above habit. To the mind of the public, a trademark, once established, is a guarantee of the integrity of a product, and it has been a most potent factor in keeping up the standard of this product; for manufacturers have learned that it is suicidal, from a commercial point of view, to place an article on the market that does not fulfil the claims made by the trademark.

But precisely because the trademark so effectually protects the goods it designates, it needs protection itself. Its success makes it a mark for unscrupulous imitation. Dishonest manufacturers copy a trademark as closely as they dare, often so closely as to deceive the casual glance—and so induce the public to buy spurious articles. There are already laws against such counterfeits, but they should be made more stringent and far-reaching. The legitimate trademark should be effectively protected.

J. N. Creed has been appointed manager of the Pittsburg branch of Tetley's teas. Writing to The Grocer, he speaks of remarkably increased business.

J. H. Magor, of Frank Magor & Co., Montreal, was in Toronto on a business trip for a couple of days last week and called at The Grocer office.

WANT DAIRY INSPECTOR.

Montreal Produce Merchants Advocate Appointment of Provincial Official.

An official dairy inspector for the Province of Quebec to inspect all cheese factories and creameries, is earnestly desired by the produce trade in Montreal, and a communication will be addressed to Premier Gouin, Quebec, by the Montreal Produce Merchants' Association, advocating the appointment of such an official. At a recent meeting of the Association the matter was discussed, and it was decided that the time had arrived to make a move. A. A. Ayer, the president, in speaking of the matter, said it would be beneficial to the trade if such an inspection were instituted. If factories were compelled to maintain a standard, and were subject to frequent inspection, it would result in an improvement in their make of cheese and butter, and would greatly enhance the value of Canada's produce exports.

Denmark has a splendid system of inspection, which is one of the reasons why that country's butter is such a strong factor in the markets of the world. Mr. Ayer stated that in his opinion a system of licensing factories would soon be in vogue. Since the Ontario Government began to take an active interest in the production of dairy lines in that province there had been a marked improvement in the make of butter and cheese there. The Ontario Government intends establishing a licensing system, having given dairymen notice to that effect.

In Quebec the make of butter and cheese has improved in quality and appearance, but progress has been slow, and there is room for still more improvement. A map was recently issued by the Department of Agriculture showing all the cheese factories and creameries in Eastern Canada. Showing the possibilities before the industry in Quebec, it is interesting to know that if one were to draw a line between Ottawa and Cornwall the greater number of cheese and butter establishments would be found to be located in that section of the country east of the line in Quebec Province, largely in the Eastern Townships. It is a widely known fact that the best quality cheese comes from the smaller number of factories established on the other side of this line, chiefly from Southwestern Ontario. In the Province of Quebec the most northerly factories are situated in the neighborhood of Lake St. John.

INTERESTING MONTREAL CASE.

Maurice B. Steine, Montreal, has filed his application for a writ of injunction against the Imperial Syrup Company, in the Superior Court. Last November Mr. Steine purchased the property in which the Imperial Syrup Company are at present located, 88 Grey Nun St., where they have been since 1905. When the Syrup Company found they would be obliged to move they advertised for sale the electric goods, elevator, boiler and heating apparatus, wiring, electric lights and partitions in the building, valued at $1,300. Mr. Steine desires to prevent these fixtures being sold, as he says he understood he was buying them when he purchased the building.

G. H. Ramsay, manager of the Imperial Syrup Company, speaking to The Grocer, said that it was his opinion, when the lease was signed in 1905, that he was renting only the building. He had himself put in all these fixtures, and thought he was justified in disposing of them as he saw fit, since he would have no use for them in the new factory on Vitre St.

The petition is being presented to the courts this week.

Ingersoll, Ont., March 10.
Lt.-Col. J. B. MacLean,
Toronto, Ont.:

My Dear Sir,—We are very sorry to note in your late issue the death of our old and esteemed friend, Mr. Cameron. He was a gentleman, whom we were always pleased to meet, as, if we did not do business with him, we had at all events a very pleasant interview, and we well remember the time we made him extremely happy, when we gave him our ad. for The Grocer, for which he had been anxiously awaiting many a day. The pleasure we gave him, alone, on that occasion was worth the cost to us.

We have cut out your obituary notice and pasted it in our diary, so we shall often be reminded of him.

Yours truly,
(Sgd.) C. C. L. WILSON.

HAMILTON GROCERS' AT-HOME.

An Unique Concert and Smoker Held in Board of Trade Rooms Last Week.

The Hamilton Retail Grocers' Association held one of their "At-Homes" in the Board of Trade rooms on Wednesday evening, March 11th, and, according to all accounts, it was a most unique and "going affair." These Hamilton grocers are rather noted for their ingenuity in planning functions of this kind and the latest function certainly added a good deal to their reputation along this line.

The uniqueness of the "At-Home" was nowhere more evident than in the printed program, which in the form of a huge four-page folder, showed on the front page the photo of the president, past president and secretary and inside gave an "Array of Talent," as it was called, which included fully twenty-four names, some of them leading entertainers in the city. How that program was ever waded through was a wonder, but it was done, nevertheless, with a good deal of fun and a host of local hits, which created an uproarious time.

There were really fine musical numbers, there were some not so classical in nature and some which were nothing more than burlesque. These were all sandwiched in a hocus pocus way which kept things moving all evening.

"Is This Bill Fare" was the heading of the supposed menu and the ten courses following were couched in just as characteristic verbiage. For instance, the course "cold dishes" included "Broken Ice, Snowballs, Stewed Iceberg, Baked Ice, Mashed Ice, Hot Ice." The other nine were just as funny. A number of humorous cuts and very applicable quotations scattered through the program added a good deal to the general effect.

The Hamilton grocers were out in full force and beside the local men a number of Brantford retailers, among whom were James Burns, Fred Harp, Geo. J. Harp, P. G. Truss, E. Church, Mr. Howard and others.

A great many of the wholesale men and travelers of Hamilton were also present and all reported a thoroughly glorious time.

HAMILTON CORRESPONDENCE.

The outlook here for a good spring trade is bright. Building operations have started, the factories are opening again after the winter shutdown, and the pessimist is just about out of business. The financial stringency struck us pretty hard and everybody was forced to tighten up a little and reduce expenses. The grocers, of course, have had a struggle to carry along a good many improvident families, who, no matter how good the times, never save anything for the proverbial "rainy day." The grocers are the greatest philantropists of the age and do more to keep the wolf of hunger from the homes than any other body of men in the country. It is to be hoped that their reward will be commensurate with their kindly deeds.

The Grocers' Association here is in a flourishing condition. John Forth, the newly-elected president, is a hustler, and promises to make this year a banner one for the members. M. R. Hill, otherwise known as "Bay," is the genial, all-round good fellow for secretary, and has enough energy to compress two days into one. At the last regular meeting one hundred dollars was donated by the association to the Sick Children's Hospital, and a resolution was passed to hold a "smoker" for the boys, which function took place on Wednesday evening, 11th inst., and proved to be one of the brightest and most successful events of the kind ever held in Hamilton.

How about a Provincial Association? I think it is something most desirable for the trade in these days of unions and guilds from the workingman to the banker. I think it a very judicious move on the part of the grocers to take this matter up and have no doubt if undertaken in a proper manner it could be carried to completion and would prove of far-reaching benefit to the trade.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Dried Fruits—Easier.
Fish—Revised.
Sugar—Firm.
Lard—Firmer.
Eggs—Easier.

Montreal, March 19, 1908.

With spring rapidly approaching there is noticeable a goodly increase in the volume of orders being received by wholesalers. Roads are in wretched condition in some sections of the Province, but travelers report a great improvement over conditions a month ago. Recent soft weather has taken away much of the snow. Collections are reported very satisfactory on the whole, though some small houses find it difficult to get in the money.

Prices on the whole are firm this week, with a few advances and declines in several lines. Canned goods are moving out satisfactorily, especially canned fish and canned fruits. Sugar is strong and an advance shortly would not surprise. Teas are in very good demand and nice transactions in Japan tea are reported. Blacks are firmer than ever. Syrups are selling in great quantity, owing largely to the Lenten season, and to the high prices ruling for butter. Molasses is becoming more and more scarce. The scarcity will not be relieved until the arrival of the new crop, which fact tends to keep prices firm. Some houses are quoting better prices for buyers on dried fruits, owing to the lack of demand for these lines. Maracaibo and Santos coffees are scarce and firm, though there has been no advance locally so far. Evaporated apples are slightly easier. Beans are unchanged.

SUGAR—The sugar market continues very firm, and refiners report another advance as likely to take place at any time, owing to the scarcity of raw sugar, and the high price of beets. There is a heavy demand at present.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 45
" " 50 lbs	5 55
" 25 lbs	5 75
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES—The market for syrups remains steady, and there is a good amount of business being done, but no material change is expected in the near future. Molasses is in heavy demand, but stocks held locally are very light, the consequence being a very strong market, although there has been no advance in prices.

Barbadoes, in puncheons	0 31 0 33
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—New maple sugar is expected to be on the market in two weeks, when it is expected that business will be much improved. At the present time the market is featureless, there being only a fair amount of business being done at the old prices.

Pure maple syrup, bulk, per lb	0 06 0 08
Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 10½ 0 11

TEA—There is good consumptive demand for all lines of teas, and the market remains firm, especially for blacks and Japans. Dealers report some nice transactions in Japans. Prices are the same.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
Medium	0 22 0 25
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 19 0 20½
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—The market remains firm, and all lines are in fair request. There are a few lots of Maracaibos or Santos on the market, and these lines are becoming dear, although there has been no advance locally as yet.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 08½ 0 09
Santos	0 11 0 11½
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—There is an easier feeling in dried fruits this week, several lines being reduced in price in the hope of stimulating demand. Currants are easier, and down ½c. Valencia raisins have slightly declined, as also have California raisins, and prunes. Dates, figs and Sultana raisins remain firm at unchanged prices. Other lines remain unchanged.

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07 0 07½
Finest Vostizzas "	0 07½ 0 08½
Amalias "	0 07½ 0 08
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07½ 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½
Selected, per lb.	0 06½
Layers, "	0 06½ 0 07
Dates—	
Hallowees, per lb	0 05½
Sairs, per lb.	0 04 0 04½
Packages "	0 05½ 0 06½
California Evaporated Fruits—	
Apricots, per lb.	0 32
Peaches, "	0 18
Pears, "	0 18
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" " ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 10 0 11
Loose muscatels 3 crown	0 10 0 10½
" 4 crown	0 10 0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10 0 11
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 09½
" " " 60-70s	0 09 0 09
" " " 70-80s	0 08 0 08½
" " " 90-100s	0 07½ 0 08

SPICES—There continues to be a fair demand for spices. The market remains firm as the old prices.

	Per lb.
Peppers, black	0 16 0 20
" white	0 22 0 27
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 25 0 60

RICE AND TAPIOCA—There is a firm market for rice, while the demand is slow, prices are the same. Tapioca is in good demand, but is scarce, which keeps prices stiff. There is no sago on the local market.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06½ 0 07

BEANS—There is no change in beans this week, the market remains steady under a fair demand. Prices are the same, $1.80 to $1.90.

Choice prime beans	1 80 1 90

EVAPORATED APPLES—There is an easier feeling in evaporated apples this week, but dealers are still quoting 8c to 8½c per lb.

Evaporated apples	0 08 0 08½

CANNED GOODS

MONTREAL—There continues to be good demand for canned goods. Canned fish and fruits, especially, are being largely called for. In fact, dealers report a good demand for all lines.

TORONTO—Lines of canned goods are moving well with particular demand for fish and fruit. The Lenten season

seems to have stimulated this trade materially.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard, gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red. pitted	....	8 92½
" " not pitted	....	7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack	....	7 67½
Gals., red, standard	....	5 42½
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard	....	5 92½
Gals. " solid pack	....	8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50½
Gals., standard	....	6 77½
Gals., solid pack	....	8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 52½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's	....	1 42½
3's, " "	....	1 97½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 15	2 12½
whole	2 85	2 82½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 85	1 82½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 65	3 62½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 9[illegible]
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 [illegible]	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 2[illegible]
2's, preserved	2 55	2 52½
Gals., standard	7 [illegible]	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLE		
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	....	1 12½
2's, whole, " "	....	1 02½
3's, sliced, " "	....	1 3[illegible]
3's, whole, " "	....	1 27½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 9[illegible]½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob	....	4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's,	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2s	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	0 9½	0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

ONTARIO MARKETS.

POINTERS—

Sugar—Very firm.

Syrups—Moving well.

Eggs—Down 4c.

Beans—Easier.

Toronto, March 19, 1908.

Reports from the wholesalers continue to be encouraging this week. Even the more conservative firms are coming to admit that matters have taken a better turn and that the crisis is well passed. Business in all lines seems to be opening up well and the demand for staple goods particularly is active.

There are few changes to note this week in grocery markets. Syrups seem to be passing somewhat more freely, and several lines of dried fruits continue to be fairly active, but otherwise there is little new to report.

SUGAR—The market continues exceedingly firm, and owing to the speculation and the situation in raws, another advance at any moment would not be surprising. Buying has been very heavy during the past two weeks, and grocers who laid in heavy supplies before the advance have been congratulating themselves.

Regarding the situation in raws, Czarnikow, Macdougall, in their circular, dated March 13th, say, in part:

"The week opened with buyers at last week's prices of 2.62c. c.f. for Cubas, and 3.92c. c.i.f. for Porto Ricos, but the market quickly advanced to 2.75c. c.f. for the former and 4.03c. c.i.f. for the latter. These prices have since been maintained, except in the case of a small nearby parcel of Cubas, for which 2.69c. was accepted.

"The effect of the advance has been to bring out tolerably large offerings of Cubas for March-April shipment, a good many of which have still to be placed. A pause in the demand is not surprising in a week in which refiners' receipts are 20,000 tons in excess of their meltings, but it should soon give place to renewed activity, for refiners' stocks at the Atlantic ports are nearly 50,000 tons less than they were at this time last season, and refiners have no such outlook for plentiful cane supplies as they had a year ago.

"Cuba continues the centre of interest, for it is recognized that 100,000 tons more or less in its output may turn the scale in the world's markets by converting a bare sufficiency into a moderate scarcity before next European and domestic crops can come into the field in October-November.

"The Cuban production up to the end of February was 407,688 tons, against 658,956 tons in 1907, and 333,411 tons in 1906. It is argued that, as the production this season up to the end of February is 74,277 tons ahead of what it was to same date in 1906, and as the 1906 production after February was 845,000 tons, there is a probability that a production of 750,000 to 800,000 tons may be attained during the balance of this campaign, and that, consequently, the total output may reach 1,150,000 to 1,200,000 tons.

"This view overlooks the fact that in 1906 grinding was retarded by rains and by delay in starting work on many estates which had installed new machinery and could not get it ready in time to begin grinding early in the season. Hence, the maximum number of estates (180) did not get into operation till the end of March. This maximum was held till May 4th, cane being plentiful and weather favorable, and it was not till end of May that the number of centrals at work fell below 100.

"This season the maximum number of centrals grinding (168) was reached at end of February, or a month earlier than in 1906, and even should Cuba enjoy the favorable grinding weather it had up till the beginning of June in 1906, and in a less degree later, it has not the same material to work on, for in many sections of the Island the cane is deficient in quality and stunted in growth, owing to last year's drought, a condition which will begin to show itself during the present month, by a falling off in the centrals at work. It must also be remembered that during nearly the whole of February, 1906, the best price obtainable for Cuba's was 2c. c.f., whereas, this season planters had the incentive of February prices ranging from 2 5-16c. to 2 17-32c. c.f.

"European beet markets have had a further improvement, partly due to unofficial cables from Cuba predicting that the maximum crop that could be counted on was 900,000 tons."

Paris lumps, in 50-lb. boxes	5 65
" in 100-lb. "	5 55
St. Lawrence granulated, barrels	4 70
Redpath's granulated	4 70
Acadia granulated	4 60
Berlin granulated	4 60
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Demand seems to better this week, particularly in table syrups. Maple syrup is being pushed to some extent to make ready for the new stock which may be expected in a couple of weeks.

Syrups—		
Dark	....	....
Medium	0 30	0 35
Bright	0 36	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 65
20 " " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¼
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50

TEAS—A hand to mouth business is being done locally on light stocks.

Thompson Bros.' weekly circular, dated London, March 5, says of the situation on that date:

"With due regard for the fact that there was one more working day in February as compared with 1907, last month's London figures mark a further improvement in the statistical position, inasmuch as the stocks in bond show a 3 million decrease against one of 2 millions on 31st January, while the imports of Indian and Ceylon were fully 3 millions less than last year."

COFFEE—A fair business is being done locally at firm prices.

DRIED FRUITS—There is an easier feeling in prunes though no change in price. Peels are moving well and raisins are in fair demand.

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 06	30-10,25's, 50-lb. boxes	0 09½
90-100s, 50-lb boxes	0 06 0 07	70-80s "	0 07
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 04		
Bag Figs	0 04½ 0 05		
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—			
Sultana	0 09½ 0 13		
" Fancy	0 11 0 12½		
" Extra fancy	0 14 0 15		
Valencias, new	0 06½ 0 07		
Seeded, 1-lb packets, fancy	0 11½		
" 16 oz. packets, choice	0 11		
" 12 oz. " "	0 09		
Dates—			
Hallowees	0 05½ 0 06½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

RICE AND TAPIOCA—A fair staple business is being done at steady prices. Some stocks of tapioca have been received by local houses recently but the market still remains firm.

	Per lb.
Rice, stand. B	0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 06
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07
Tapioca, medium pearl	0 05½ 0 06

SPICES—Wholesalers report a firmer feeling in cocoa and pepper continues on a strong basis. Otherwise there has been no change.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon	....	0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 22	0 25
Allspice	....	0 16
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

NUTS—Prices remain steady as quoted:

Almonds, Tarragona, per lb	....	0 13½
" Formigetta	0 13½	0 15
" shelled Valencias	0 28	0 32
Walnuts, Bordeaux "	0 10½	0 11
" shelled	0 27	0 28
" Maxbot, "	0 12½	0 13
Filberts, per lb	....	0 11

BEANS—The market is slightly easier this week with lighter outside demand. Prices, however, are about even with last report.

Beans, hand picked, per bush	1 80 1 95
" prime No. 1, "	1 75 1 85
" Lima, per lb	0 07½

EVAPORATED APPLES—Conditions reported last week are still in evidence. Considerable business is passing.

Evaporated apples	0 0 07½ 08

HIDES AND WOOL—With little coming in from the country and manufacturers overstocked trade is very quiet.

Hides, inspected, cows and steers, No. 1	0 05½
" " " No. 2	0 04½
Country hides, flat, per lb.	0 03½ 0 04
Calf skins	0 08 0 09
Kips	0 06 0 07
Lamb skins	0 80 0 90
Horse hides, No. 1	2 50
Rendered tallow, per lb.	0 04½ 0 05½
Horse hair, per lb	0 24 25

LOOKS FOR STEADY BUSINESS.

T. H. Estabrooks, of St. John, N.B., Gives Opinion on Trade Outlook.

T. H. Estabrooks, of St. John, N.B., was in Toronto this week looking after the Ontario and Western interests of Red Rose tea.

In speaking to The Grocer of present conditions in the Canadian tea trade, Mr. Estabrooks said: "Your paper has done a very worthy work the past few months in bringing before the retailers of Canada the actual conditions in the tea markets, and in advocating the use of higher grade teas. The Grocer has done nothing for years which will reflect more to the retailers' interests than this."

Asked regarding the present conditions of the tea markets, Mr. Estabrooks said: "The recent small declines in the lower grades are merely incidents of market fluctuation. The situation generally is just as strong as it has been at any time recently, and all indications point to a continuance of this."

Mr. Estabrooks says trade in the Maritime Provinces is, and has been, normal. "The only thing we knew about financial trouble down East," he said, humorously, "was what we read in the Toronto papers." He looks for steady though not unusual business during the year.

TORONTO BROKER MARRIED.

Members of the trade in Toronto will be interested in a recent happy event when Woodley Musson, of Geo. Musson & Co., brokers, was married to Miss Ida Green, also of Toronto.

The ceremony took place on Saturday, March 7th, at the home of the bride's brother-in-law, C. R. W. Postlethwaite, 108 Yorkville Ave. Afterward the happy couple left on a honeymoon trip which included visits to several United States cities. They returned on Monday and Mr. Musson is receiving hearty congratulations.

LARGE BUSINESS IN U.S.

A letter to The Grocer from a member of the F. F. Dalley Co., Hamilton, gives some interesting facts in connection with the business this firm has done since invading the field of the American polish manufacturers. In one day recently, five and a half cars of "2 in 1" shoe polish were shipped from their Buffalo factory to the following cities: Car each to New York, Boston, St. Louis, Chicago, Dallas, Texas, and half a car to Galveston.

PRINCIPAL NOT RESPONSIBLE.

From the judgment recently handed down by Judge Guerin in Montreal, it would seem that an agent cannot hold his principal legally responsible for the non-fulfilment of a contract taken by the former.

The case, which is an interesting one to the trade, is briefly this: C. J. Hill took action against H. J. Stevens et al, claiming to have purchased from the defendants two hundred cases of evaporated apples which were to have been delivered by a date set at the time the order was given. The defendants, it is alleged, did not fill the order and the plaintiff claimed damages to the extent of $399, stating this was the extent to which his business had suffered through the non-delivery of the evaporated apples. The defendants, in their defense, stated that they were merely the agents of one named Benson, a manufacturer, of Picton, and they supposed their principal should be held responsible for the non-delivery of the merchandise. The Judge thought, however, that it was a transaction between the plaintiff and the defendants and the principal of the defendants had nothing to do with it.

Mr. Stevens, who is one of the firm of Stevens & Miller, stated to The Grocer that he would appeal the case.

P. F. Millman, of Millman & Sons, grocery brokers, Toronto, left this week for a three weeks' business trip to Winnipeg and Port Arthur.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Mar. 19, 1908.)

Business continues to show considerable improvement. Collections are being made more readily than for some time past, and sales are showing a big increase from week to week. During the last month or six weeks there has been sufficient snow to enable contractors to push their work in the woods and wholesale houses have done a good trade in supplies for the camps.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Rasyberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—	
golden wax, "	1 06½ 1 01
refugee, "	1 06½ 1 04
" crystal wax	1 16½ 1 14
" red kidney	1 21½ 1 19
lima	1 46½ 1 44
Corn—	
2's	2 23 2 18
Tomatoes	2 99 2 94
Peas (new) per dozen—	
(No. 4) 2's "	1 06½ 1 04
(No. 3) 2's "	1 16½ 1 14
(No. 2) 2's sweet wrinkle	1 21½ 1 19
(No. 1) 2's extra fine sifted	1 51½ 1 49
Succotash—	
2's "	2 63 2 58
Beets—	
whole, "	2 08
sliced, "	2 28
whole, 3-lb., "	2 64
sliced, " "	2 84
Spinach—	
2's, per doz	3 13 3 08
3's "	4 09 4 04
gallon, per doz	11 10
Asparagus, per case	7 78
Tomatoes—	
per case	2 79 2 74
Beans, golden wax	1 98 1 93
refugee	1 98 1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " "	1 90
3 " " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " 3's, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	7 55

SUGAR—Another advance of 10c has occurred. Quotations are now as follows :

Montreal and B.C. granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 85
Wallaceburg, in bbls	5 20
" in sacks	5 15
Berlin, granulated in bbls	5 10
" " " sacks	5 15
B.C. qunnies granulated, 5-18's to bale, per cwt	5 35
" " 5-20's " "	5 35
" hard pressed lump, 25's, per cwt	6 45
" " " half bbls., per cwt	6 80
" icing	6 10
" bar sugar	5 90
Icing sugar in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 50
Powdered sugar, in bbls	5 70
" " in boxes	5 90
" " in small quantities	5 95
Lump, hard, in bbls	6 25
" " in ½-bbls	6 25
" " in 100-lb cases	6 25

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ½ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ½ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

FOREIGN DRIED FRUITS— Seeded raisins have been reduced and changed prices will be noted below. Prunes are cheaper. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 80
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 08
" " fancy seeded in ½-lb. packages per package	0 08½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 10½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 10½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 16
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES—The market is firmer and wholesale houses are now quoting 9½c per lb. for new evaporated apples.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" 40 " " 80	3 05
" 20 " " 80	3 10
" 8 " " 80	3 40

CORNMEAL—Quoted now at $1.85 per sack and 95c per half-sack.

POT AND PEARL BARLEY—Pot barley, $3.60 per sack ; pearl barley, $4.60 per sack, and $2.35 per half-sack.

RICE AND TAPIOCA—

Rangoon rice, per lb	0 04
Patna " "	0 05½
Japan " "	0 04½
Tapioca, per lb	0 6½

BUTTER—Dairy butter is in better supply from country points. Produce houses are paying 25c per lb. f.o.b. Winnipeg for No. 1 tubs and rolls ; 21c per lb. for good No. 2, and 20c per lb. for No. 3. Creamery solids are quoted to the retail trade 26c to 27c per lb., and bricks 28c to 30c per lb.

EGGS—Country shipments are larger. Produce houses are paying 24c for new laid. Prices are declining. Storage are selling at 18c per dozen.

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	5 50
Northern spies No. 2, "	4 50
do. No. 1	5 00
Oranges and Lemons—	
Washington navels, 96's, per case	3 50
" " 112's to 126's, per case	3 75
" " 176's to 250's	4 00
California lemons, 300's, 360's, per case	5 50
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes, kegs, per keg	5 50
Pears—	
Fancy Columbia, "	4 00
" " half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" " per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03½
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb.	0 03½
Cabbage (native), " " "	0 02½
Lettuce, 1½ doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

HIGHER DUTY ON PORK.

Deputation Seek Increase to Guard Against American Competition.

An influential deputation from western Ontario waited on the Minister of Agriculture and Minister of Customs at Ottawa on Monday, March 16, relative to a higher duty on pork products in view of American competition.

At present the duty on fresh pork is 3c per pound, and on finished hog products 2c per pound. The deputation urged that considerable American pork is being brought in and sold on the Canadian market, especially in districts adjacent to the boundary. They asked for an increase in duty of 1c per pound on both fresh pork and pork products. The ministers, Hon. Wm. Paterson, and Hon. Sydney Fisher, promised to give the matter close and careful consideration.

The deputation consisted of Hon. John Dryden, John Tolmie, M.P.; V. Ratz, M.P.; H. H. Miller, M.P.; John Telford, M.P.; G. H. McIntyre, M.P.; E. D. Smith, M.P.; Mr. Koehler, M.L.A., Haldimand, and W. O. Sealey, of Hamilton.

CORRESPONDENCE

Continued

BELLEVILLE.

The first thing the travelers say now on arrival, and the last thing before they leave the city, is something about Belleville's Palace Hotel, which is as fine as the finest in Ontario, being only a little smaller, but quite as well furnished and more up-to-date than the King Edward in Toronto. Its sample rooms are greatly increased in number and convenience, and under the management of Mr. and Mrs. J. V. Jenkins, will always command the patronage of those who want the best. Several of the travelers have stayed overtime a couple of days, sorry to leave such a pleasant hostlery. Frankie Fitzpatrick is the head clerk, who is as popular as ever among the travelers. Joe McDonald will be in his old position as night clerk, which will be good news to those with whom he has spent so many years, in catering to their comforts. There are 21 well-lighted sample rooms, and almost every room in the house has a telephone.

* * *

Trade, which was very brisk, has fallen off a little since Lent started, but, of course, that is always to be expected.

* * *

Mrs. H. M. McDermed, of the McLaren Imperial Cheese Co., was demonstrating Imperial cheese, jelly and peanut butter at Wallbridge & Clarke's last week.

* * *

A tall man, carrying a baby, walked off with a 25-pound sack of flour from the front of the feed store of C. Rathman recently.

* * *

The merchants report that the acute stage of the money stringency has been safely tided over, this city, without any serious difficulty, the banks handling their paper in a way that is to be highly commended.

* * *

A number of the leading merchants of the city have placed before the council a request that there be a free market on Tuesday of each week in this city, hoping to relieve the over-crowded market on Saturdays and give them a better chance to handle the business, which it is almost impossible to do under the present system. Some people advocate a free market altogether, as the revenue from that source is only about $1,500 per year. They say that if there is a benefit to be derived by one day in the week of open market, possibly a greater benefit would be derived from having it free altogether.

GALT.

Grocery affairs in Galt are exceptionally quiet. Trade, of course, is up to expectations, but otherwise business is dull. The grocerymen are anxiously awaiting the coming of spring, with the hope that the present quiet conditions will be dispelled.

* * *

After locking up on Saturday night one of the clerks in Dean's & Walker's Red Front had occasion to return to the store, and to his surprise found a gentleman ahead of him, who had evidently gained entrance through a cellar window. After dodging about the store for a few minutes with Mr. Gerbracht in hot pursuit the intruder made his escape through a rear door and up to the present his identity has not been discovered.

* * *

Grocers report an increased sale of mixed pickles in bulk. Therefore, when you see a man going home with a carton in his hand, do not gamble that it contains ice cream or oysters. It may be pickles.

* * *

Although rumors are heard regarding a shortage of the banana crop, local fruit merchants and grocers are not taking any stock in the reports, having received advices to the effect that the prices of this fruit will not be advanced.

* * *

Butter and eggs have "come" down, much to the relief of the families who depend largely on the latter to take the place of meat.

* * *

The Lenten season has resulted in a big increase in the sale of fish and the grocers are receiving shipments almost daily.

* * *

Several firms have resumed the ten-hour day and the industrial situation generally is rapidly picking up.

GEORGETOWN, P.E.I.

Business has been much better this week than at any time during this winter. The country is full of good marketable products and the farmers are taking advantage of the good roads to convert some of their goods into cash.

* * *

There is little prospects of a scarcity of tobacco on the Island this spring. No less than seven travelers have been hustling for a share of the trade.

* * *

Beer & Goff, Charlottetown, have been making a special run on orange marmalade with satisfactory results.

* * *

As a result of the scarcity of snow this winter the ice crop is in excellent condition. A good supply of ice is a necessity to the progressive grocer.

* * *

A new grocery store has been started in Charlottetown on the corner of Great George and Euston St. by McLeod & Johnson. They cordially invite the public to call and inspect their stock, which is all fresh and of the best quality.

* * *

A. A. Macdonald & Bros. have installed the "Best Light" in their store and are very well satisfied with the results. The pork market is steady at six to seven cents. Eggs are the same price and butter is a shade higher.

* * *

Sportsmen of the better class are endeavoring to have a law passed prohibiting the shooting of wild game in the spring. It is very much desired.

* * *

Two I.C.R. detectives have been in town for some time endeavoring to locate a quantity of liquor which was stolen from some freight cars here recently. We understand that they are now on the track of the thief.

* * *

A. Maclean & Co. have devoted their large west window entirely to fruit recently and report record sales as a result.

NEWCASTLE, N.B.

The local market has been as brisk as usual during the last month. Eggs dropped last week from 30 to 25 cents a dozen. Butter is holding its own at thirty cents. Creamery butter is in great demand, and every effort is being made by dealers to keep up with the demand.

* * *

On the Upper St. John River counties and in Kent County to the south of us, butter is only 22 cents a lb., and eggs the same.

* * *

This week the City of Moncton engaged the following on tender for its teams: No. 1 oats, 58½c a bushel; No. 2 oats, 55c; heavy feed, $1.75 a sack; B. & O. corn (cracked), $1.90; wheat bran, $1.35.

* * *

In dressed meats there is quite a demand for beef, but pork is flat and has no demand except for local trade.

* * *

Charles McCluskey, the first Mayor of Grand Falls is dead at the advanced age of 87 years. For the past 26 years he has been caretaker of the fish hatchery at Rapide de Femme.

* * *

Granulated sugar has advanced 10 cents per hundred pounds. This is the third advance since January, making a total of 30 cents a hundred in that time.

* * *

Dealers in commercial fertilizers say that up to the present they have sold quite as much potato phosphate as during the same period of last year.

* * *

The fishermen of the Richibucto River and its branches have formed a union, and propose to erect a cold storage plant. They claim that while smelts were selling for two cents per pound in this district, they were selling for four and five cents in Cocagne and Shediac.

HOW TO HANDLE SEEDS

Something About the Lines to Carry and the Things to Avoid in This Line of Spring Business—Hints From An Old Grocer's Experience.

The seed business is starting again, and as most grocers handle seeds, in either large or small quantities, a few remarks along that line might interest some of them, especially those who have not had much experience in this line. This year clover seed is very high, in fact, the highest I remember, and likely to go higher. At present the best clover seed is selling from $14.50 to $15 per bushel of 60 pounds, and the wise one's advise buying now as the best quality, or No. 1, tested, is reported as being very limited in quantity, and naturally enough those who have any are anxious to get it out now at the high price. The prospects are this year that after the best seed is all picked up, along will come a lot of inferior seed at a lower price, and some grocers, not knowing the difference, will encourage their customers to buy the cheaper seed, which is a mistake, as seed is one thing, where the old saying, "The best is none too good," comes in about right. Nothing kills a man's farm or a grocery business quicker among farmers than to have it circulated among them that So and So got his seed there and his farm is literally ruined by foreign weeds.

Do not take any chances on a cheap quality of seed, and do not at any time guarantee the quality of your seed. Get the best, and tell all you can as to the reliability of the firm you got it from. But allow no chance for them to come back at you for damages. The easiest way is to sell your seed on the other peoples' reputation.

There are a few different varieties of foreign weeds sometimes found in clover and timothy that are described below that may help you in the selection of your seed.

Wild mustard seed is a dark, round, rapelike seed; rag weed is an oval-shaped seed with a very rough skin; buckwheat is a three-cornered seed; wild buckwheat, a small three-cornered black seed, buckhorn, brown seed, long cut in centre; wild flax, small red seed, nearly round; wild oats, blue and furry, with long horns.

These are what are considered the worst weeds we meet with and by placing your samples of seed under a small seed glass they can be very easily detected. Timothy seed is this year reported as a good sample to sell at from $3.25 to $3.50 a bushel of 48 pounds, which is about the ordinary figure for No. 1 quality, and when the clover is so high, naturally enough, timothy will be a good seller, as a majority of farmers will refuse to buy as much clover as usual at the higher price. As regards turnips and rape seeds there are so many different varieties that it is better to confine yourself to, say, about five different varieties, such as Hall's Westbury, Hentley's Bronze Top, East Lothian, Skirving's, Sharp's, and Greystone, or any other which you find is called for in your district. Dwarf Essex rape is a good standby.

Some grocers have put up a mixture of some good varieties, under their own name, and when you have a mixture that way in turnip seed you are quite safe, as some are bound to be good. I have known seedmen to roast old rape seed so that it would not grow, and then brighten it up by using castor oil, and then nixing it with the turnip seed and get 20c a pound for it, as there is always so much thinned out, anyway.

Mangel and sugar beets are sold quite extensively in grocery stores, also, and two varieties are enough, say, the Yellow Globe and Mammoth Long Red. The latter variety is often sold under the names of Saw Log, Gate Post and Giant Red.

In sugar beets the Giant, White Feeding and Royal Giant are good varieties for a grocer to handle. Then we get down to feed corn, and as the mills and seed stores get this by the carload it is just as well not to handle any; but for a table corn about two varieties are enough for a grocer, such as Corby's, for an early variety, and Stowell's evergreen, for a late variety.

Beans and peas should be sold in bulk and about five varieties of each are enough. Then for the remainder of the small seeds it is just as well to sell some good reliable firm's garden seeds in packages, but be sure each season to get your old seeds exchanged and not be selling old seed, as these firms exchange them. My experience has been that it does not pay to buy garden seeds outright, but to sell them on commission and have fresh seeds each year.

One man I have in mind made a very attractive and cheap display stand for seeds out of old boxes, and used three-pound lard pails, repainted and lettered with an ordinary stamping machine.

There is a good profit to be made by a grocer in handling seeds and at this time of the year there is time to prepare for a great spring trade by having something out of the ordinary to attract the attention of the garden-loving people. It is a good idea also to have one or two good reliable seed catalogues for reference at all times in the store and take orders for anything special in them, and also to be able to tell all about the planting of the different varieties of seed and the best time to plant them, and how far apart and what kind of soil they do best in. It is quite an interesting study for a grocer, and quite profitable, and it may surprise you to find how near to the hearts of your customers you get when you can talk to them about their favorite flowers and tell them how to plant and raise them, which you can do if you study reliable firms' catalogues.

FRENCH COMMERCIAL AGENTS.

M. Cruppi Explains What Will be Their Duties.

The following clipping from a recent issue of La Matin, the Paris journal, regarding the appointment of a number of new French commercial agents, has been sent in by a reader of this paper and will, no doubt, be read with interest by Canadian business men generally:

"Yesterday at a cabinet meeting MM. Cruppi, Minister of Commerce, and Pichon, Minister of Foreign Affairs, secured approval for the passing of a law which would bring about the appointment of six foreign commercial agents. This measure, while it bears a modest appearance, is of great importance, not only on account of the excellent results which will follow, if it is adopted, but also on account of the interest the Government thus shows in commercial affairs.

"We have just interviewed M. Cruppi asking him to state for the benefit of the readers of 'La Matin' the object which the Government had in view in adopting this measure. He said: 'For a long time now great nations like Germany, England, and the United States have appointed among their ambassadors, attaches whose interests should be chiefly devoted to commerce. For some time we have tried a similar scheme, but our attaches could only be supported under the charges of the Department of Foreign Affairs, and now there are only two such attaches, one in the United States and one in England. We have now come to the conclusion that more commercial agents should be appointed. We are, therefore, going to ask Parliament to provide funds for this purpose. MM. Deschanel and Gervais in the Commons in their speeches, and M. Charles Dupuy in the Senate, have impressed the necessity for appointing these agents.'

" 'What will be the duties of these commercial agents?'

" 'They will not only be instructed to furnish reports on the commerce and industry of countries to which they are sent, but they will bring into direct touch the merchants of both countries, those of France which they represent, and those of the country where they are stationed. They will be special agents for the up-building of French commerce. Our agent at London, for instance, will be able to show us what is the best course to pursue towards developing trade with England."

" 'Who will appoint them, and from what class will they be selected?'

" 'They will be chosen from the staff of the Department of Foreign Affairs by the Minister of Foreign Affairs, after consultation with the Minister of Commerce. By this means will be maintained the unity which should exist between these agents and our ambassadors, at a time when foreign affairs and commercial affairs of a nation are so closely connected.'

" 'Can you state where the six commercial agents which you are going to ask Parliament to provide for will be stationed?'

" 'The scheme is somewhat vague and depends on the amount which Parliament will vote. The Government should be liberal in considering the situation. At the present time we think it specially necessary to place agents as follows:

" 'The first in England, the second in the United States, the third to have charge of China, Japan and India; the fourth in South America; the fifth in Levant, (Persia, Turkey, Ethopia and Egypt); the sixth to have a general oversight of European countries.

" 'Such is the plan, subject to such changes as circumstances may warrant. We are taking steps which have been impressed on us for a long time by

everybody who takes an interest in the development of our foreign commerce. We export a value of eleven millards of francs. The Minister of Commerce perhaps ought not to boast, but ought to work to increase as much as possible our foreign trade. We will have a very active and useful organization for this purpose. I am sure that Parliament will give us every assistance in this eminently patriotic work."

JAPANESE SARDINES FOR CANADA.

Firms in the East Desirous of Introducing Goods to Trade Here.

A recent letter from Alexander MacLean, Canadian trade commissioner in Japan, throws some little light on the Japanese sardine industry, and incidentally shows an opening for what would seem to be a profitable business for Canadian importers. He says in part :

"The Japan Canning Company, with head offices at Nagoya, inform this office that they are desirous to procure for their sardines in tin a trial in the Canadian market. A sample received at the same time proved to be of excellent quality, but small in size. Upon this exception being reported to them they rejoin that the criticism as to size is quite correct, but that they trust the circumstances will be only temporary as it is unusual. 'From the start to the close of the fishing season the sardine continued unusually small.' But this is 'such an unusual circumstance, unknown for many years,' that the season now approaching will enable them 'to pack with standard size, and to compete in quality and price with the European fisheries.'

"It may be advisable to remark here, what I often have to say in correspondence, that the Japanese manufacturer is not usually an exporter. The great volume of trade, export and import, passes through the hands of the well-versed export and import merchants, Japanese and foreign, at the shipping ports. There is a well marked and understood line of cleavage between the industrial and the commercial fields of operation in the Far East. One is greatly dependent upon the other. With the perplexities of credit and exchange, with all the other incidents of foreign trade, the exporting and importing merchant is quite familiar, while the manufacturer likely knows nothing about them. Trade with the Far East necessarily had its beginning upon this plan, and naturally continued so until it grew into a confirmed system.

"It is, of course, becoming quite noticeable that certain industries are passing from the local and scattered tradesmen, and becoming the subject of capital investment and large-scale operation. In this case even, the efficiency with which the merchant at the ports carries on his business commands the export and import trade, and will for an indefinite future continue to do so because of the convenience and reason and strength of a system under which for a consideration he stands between the producers and customers in the Far East and the producers and consumers of the wide world elsewhere, and bears the responsibility.

"It is true there is a noticeable restiveness. The Japanese 'captain of industry,' as he grows in production, grows also in money and in commendable self-importance. The time comes to him when he naturally regards the merchant at the ports as something of a parasite, that lives and it may be thrives upon him, the cost of which he over-estimates, and the value received from which he makes light of. And this tendency is a growing one ; yet it must be said that it is its prospective rather than its present importance that affords the groundwork of much discussion of a nervous and apprehensive sort.

"Since the foregoing was written, I clip from the current press, for the information of some inquirers in Canada, and the trade generally, the following reference to Japanese sardines on the foreign market :

" 'The canned sardines of the Nagoya Canning Factory are said to be finding favor abroad. During the late fishing season over 700,000 tins were exported. The factory is now doing a good business, over Y80,000 worth of fish having been exported this year through the Nagoya branch of the Mitsui Bussan Kaisha. This is in addition to the supplies furnished to old customers.' "

The assignment is announced of R. H. Brown, general merchant, of Latchford, Ont.

J. P. Landry, general merchant, of St. Anastasie, Que., has made an assignment.

Wm. Schroeder, of Vancouver, B.C., has purchased the grocery business of Wall & Powell.

TO SEAL

A slight downward pressure

That's All.

SCHRAM AUTOMATIC SEALER

The Perfect Fruit Jar.

TO OPEN

Insert blade of knife under cap, raise up

That's All.

WRITE FOR PRICES

SCHRAM AUTOMATIC SEALER CO.

OF CANADA, LIMITED

WATERLOO, - - - - - ONT. 848

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"

Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The

YOUNG-THOMAS SOAP CO., Limited

REGINA, CANADA

We are offering
Splendid Value in

ROLL BACON

A rapid seller at present time on account of special low price.

MILD CURED
NEATLY ROLLED
NICELY SMOKED

Trial order will convince superiority.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BACK BACON

is very much in request at the present time and owing to the fact that this cut is also used fresh for roasting and for pork chops it is difficult to keep up with the demand. We shall be glad to have your orders. We have a good stock of new cured, either out of pickle or smoked and can ship promptly.

F. W. Fearman Co.
Limited
Hamilton, Ont.

CORONA BRAND

HAM AND BACON

is a regular business tonic. If your provision trade is in a depressed state, just try the "gingering up" effect of Corona Brand. Corona Brand has that palate-tickling flavor that creates new customers while keeping a firm grip on the old ones.

Ask us for Prices!

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
WE HAVE NO RETAIL STORES.

Ryan Brand Provisions

mean more profit for you. There is no denying the fact that clean, wholesome provisions appeal to the best class of trade. Neither can anyone deny the fact the Ryan Brand provisions are uniformly clean, wholesome and delicious in flavor. The government inspector has declared that

Ryan Brand is Pure

Prices on Request.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

General Tone Strong With Butter Firm and Cheese Advanced Slightly—More Encouraging Conditions in Hog Market.

CHEESE AND BUTTER BULLETIN

Montreal, March 18, 1908.

With cheese becoming more scarce every week, and the new season not yet near enough for its approach to influence feeling in the market, prices, as the days go by, are becoming just a little bit firmer every forty-eight hours. Last week we noted a difference of ⅛c upwards in comparing quotations with those which ruled the previous week. To-day one house, at least, is asking as much as ¼c more than the highest price which ruled at the time of our last report. This concern is in the market to sell colored only when 13½c is the ruling quotation. Others are still asking, for the same cheese, 13¼c. White is selling for 13c, sometimes a trifle more.

Many large houses interviewed declared that they were not in a position to give authoritative information on the cheese situation, being entirely cleaned up, and consequently not quite so well posted as they would be had they even small holdings.

In Montreal the general impression is that stocks do not amount to more than a very few thousand boxes. Since no man knows what his neighbor has, however, it is rather difficult to give an estimate liable to be nearly correct.

For the past ten days or two weeks there has been practically no inquiry from Great Britain. Markets have been quiet and firm. Prices are likely to hold until the new season's first goods begin to arrive.

At least a dozen of the larger cheese and butter men are at present in the Old Country on their annual visits. This fact tends to keep things quiet locally.

Receipts of cheese last week amounted to 7 boxes, against 65 boxes previous week and 86 boxes same week last year. Total receipts to date amount to 2,053,912 boxes, against 2,349,791 boxes same date a year ago.

On Monday of this week butter appeared to be considerably easier, and some parties made sales at prices a shade lower than ruling market figures. The temporary weakness did not last long, and Tuesday prices were firmly maintained on about the same basis as the previous week. 30c to 31c. Some houses hold out for 31c for their best butter, but others will part with finest creamery on receipt of 30c.

There are some who believe the action of the market on Monday was brought about by a few dealers who were desirous of buying, and who, therefore, tried to bear the market to their own advantage. If such is the case they were unsuccessful. Butter is too scarce for an amount sufficient to decline prices to be thrown on the market for buyers.

During the early part of week sales made were chiefly to city grocers, Outside demand was not as good as that experienced the previous week. Consumption is slightly better, but the price to the consumer is still too high to warrant any material increase in sales to the general public. Retailers' average price is 38c. This gives them 7c to 8c a pound on present buying basis, but many of them have butter on hand for which they paid 33c and 34c, and they do not care to let this go on small margin. Most grocers desire at least 5c a pound profit on butter.

Dairy butter is arriving in fairly decent quantities for the season, but prices continue firm, being in the vicinity of 26c to 27c. One dealer is offering some particularly choice dairy at 28c.

Receipts of butter last week amounted to 370 packages, against 796 packages previous week, and 880 packages same week last year. Total receipts to date amount to 415,853 packages, against 610,135 packages same date a year ago.

THE PROVISION SITUATION

Toronto, March 19, 1908.

Reports from Canadian packers are of rather a more encouraging nature this week and the provision business seems to be tending toward a much more satisfactory basis.

The English market is steadier and in a more satisfactory condition than at any time since December. This week, on a 42s. basis it is in rather a more receptive mood than for some time past and this has had an immediate effect on conditions in Canada. The following extract from a recent report from P. B. Ball, Canadian Trade Commissioner in Birmingham gives a remarkably good idea of the conditions which have prevailed in the British market since the first of the year.

"The present condition of the bacon market causes both merchants and retailers considerable anxiety as to the future. In the beginning of the year the killings of hogs in all countries were enormous, and more bacon was consigned to the English market than it could readily assimilate. Prices were reduced to such a point that curers are involved in heavy losses, with the single exception of the American shipper, whose hogs have reached a phenomenally low price. The weekly killings in Denmark have ruled 46,000 to 48,000 hogs, in south of Ireland 10,000 to 12,000, whilst the aggregate killings in Chicago for the month of January attained the enormous figures of 1,113,978, at an average cost of about 4½ cents per pound. Various theories are given as to the cause of these heavy marketings of hogs, one is that financial trouble in the respective countries has caused farmers to liquidate their stock. Another is, that dear feeding stuffs have made the raising of hogs unprofitable and farmers are clearing stocks as rapidly as they can, thereby surfeiting the market. If this latter theory is correct, there will be a return to higher prices during the next few months. Canadian bacon has been somewhat in the background while this plethora of Danish has been flooding the market, and sales must have disappointed the Canadian curers. At the time of writing the market is tending up and the prospects are brighter, for the selling price is coming somewhat nearer the cost of production."

For some weeks packing concerns here have been running only about half time. The improvement of conditions during the past two weeks will tend to remedy this.

Prices, too, have been on such a low basis that deliveries have been exceedingly small, and farmers have been considering going out of hog raising. The improvement in general conditions should have some effect on these.

Danish deliveries continue to be very heavy and the United States shipments last week were also up to the usual aggregate.

Prices ruling in Canadian markets this week are 25c better than a week ago, viz., f.o.b. $5.15, and off cars at factory $5.50.

A paragraph from the New York Journal of Commerce summarizes the conditions in the United States markets last week as follows:

"The past week has witnessed fair activity in future hog products, in face of heavy receipts throughout the West, Chicago alone being less than expected, while the whole West was 185,000 over a year ago, which was the biggest excess over last year of any week of the season. This was in the face of the late predictions of the packers of lighter receipts so soon as the farmers began their spring's work. This, too, in spite of bad roads in many sections of the corn and hog belt, owing to the recent wet weather. For these reasons it is supposed that packers withdrew their support the latter half of the week and the market sagged off, the chief demand being from shorts, who took their moderate profits, fearing the packers might come in, as they did early in the week, and put up prices. Armour was an early buyer, but later the Cudahy's were the chief support, and it is dif-

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

I GET HIGHEST PRICES
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BUTTER and EGGS
SELLING DIRECT TO CONSUMER
Will handle your produce on commission —prompt returns
Correspondence Solicited
L. A. HEATH
332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

ficult to say where any of the big packers really stand on the market. The Cudahys have been the biggest traders on this crop, but they have changed sides so often that nobody knows where they now stand, though they were last supposed to be bulling instead of bearing prices. Whether they believe in higher prices, or wanted to unload their previous purchases nobody seems to know. Spot trade, however, remains as stagnant as ever, and while dealers do not admit much falling off in consumption, they are only buying from hand to mouth. While our exports show an increase, it is due largely to heavy consignments by packers, since the shipments bought during and after our panic by Europe have gone forward."

PROVISION MARKETS

MONTREAL.

The provision market remains firm. Lard is firmer and higher prices are being looked for shortly. As a matter of fact, one packer is to-day quoting 10c a pail more than others. Hams and bacon are in fair demand at the old prices. Hogs are firmer, being advanced 15c a hundred pounds. Other lines are in fair demand at unchanged prices.

Lard, pure, tierces	0 11½	0 12
" 56-lb. tubs	0 11¾	0 12½
" 20-lb. pails, wood	0 12	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12	0 12½
" " 5-lb. "	0 12½	0 12
" " 2-lb. "	0 12½	0 12
Lard, compound, tierces, per lb.	0 08½	0 09½
" " tubs	0 08¾	0 09¾
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin	....	0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " 5-lb. "	0 08¾	0 09¾
" " 2-lb. "	0 08¾	0 09¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The market remains firm, and stocks held locally are light. Prices are likely to be maintained for some time, as there is but little fresh made being offered at present. Fresh rolls are also scarce and are up 1c. Demand for all lines is good.

Creamery, fall make, boxes	0 31	0 32
Creamery, winter make, boxes	....	0 30
Dairy, tubs	....	0 25
Fresh large rolls	0 26	0 28

EGGS—The egg market is easier this week. New laid are being received much more freely, and have gone down 1c. Pickled are also being received in greater quantity, and have gone down 2c. The demand is very heavy, being stimulated by the low prices ruling and the Lenten season. Stocks can be procured from American points at prices to compete with Canadian eggs. Receipts from Ontario points are steadily increasing.

New laid	0 24	0 25
Pickled	0 20	0 21

CHEESE—The Lenten season has increased the demand for cheese to quite an extent, and dealers report a good amount of business. The market remains firm at the old prices.

Cheese, old	0 15½	0 16
" new, large	0 14	0 14½
" " twins	0 14½	0 15

HONEY—The honey market is unchanged. All lines are in fair demand at the old prices.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk	0 10	0 11½

POULTRY—The poultry market is very quiet at present, demand having fallen off since Lent set in. Stocks held locally are light, while the receipts are small.

Turkey, per lb	0 16	0 18
Chickens and fowls, lb	0 13	0 14
Geese	0 11	0 12
Old fowls	0 10	0 11
Ducks	0 12	0 13

TORONTO.

PROVISIONS—Business has not been so active during the week. Some fair orders are being received which maintain prices at former quotations. An easy undertone is noticeable, however, in smoked meats. Lard remains steady. Shipments from the United States are not so numerous and this has helped to strengthen the situation.

Long clear bacon, per lb	0 09½	0 10
Smoked breakfast bacon, per lb	0 14	0 14½
Roll bacon, per lb	0 10	0 10½
Small hams, per lb	0 14	0 14½
Medium hams, per lb	0 13	0 14
Large hams per lb	0 12½	0 13
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb	....	0 16
" pea meal	....	0 16½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	....	0 11
" tubs "	....	0 11½
" pails "	0 11½	0 11¾
" compounds, per lb	....	0 08½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	6 70
Veal	0 08	0 09

BUTTER—Prices continue firm all round. In spite of the big drop in the English butter market which would allow dealers to import butter and lay it down at a lower cost than Canadian stocks, dealers do not anticipate any immediate reduction. Creamery is scarce. Receipts of dairy are rather light. Dairy tubs are about done for the present. Prices rule the same.

	Per lb.	
Creamery prints	0 31	0 34
Creamery solids	....	0 31
Farmers' separator b tter	0 28	0 30
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 21	0 23

EGGS—New laid eggs have declined 4 and 5c and are now selling at 22 and 23c. Receipts have been heavy both from local points and from the United States. The market is easy and weak and a further drop is probable in a few days. Limed eggs are off from 1 to 2c. Business has been quite brisk, the consumptive demand being much improved.

Eggs, new laid	0 22	0 23
" limed	0 20	0 21

CHEESE—The market continues firm. The demand is good.

Cheese, large	0 13	0 13½
" twins	0 13¾	0 14

HONEY—Prices remain unchanged. A better demand is in evidence.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Business has been quiet. There is a scarcity of fresh fowl, receipts being very light.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

THE PORK AND BEANS SITUATION

Retailers throughout Canada know how hard it is to persuade their customers to accept any Pork and Beans other than **Clark's.**

They have tried them, and come back time and again for more. Retailers know the amount of time and talk it will take—and the sales which will be lost—in an effort to push other Brands. Jobbers can have any orders for Clark's Pork and Beans filled promptly and completely, so if you specify Clark's Pork and Beans you will get them. It is wise to insist.

Wm. Clark, Montreal
Manufacturer

SIX REASONS WHY YOU SHOULD STOCK

O'MARA'S BACON

1. It is in great demand by the public.
2. It allows you an excellent Profit.
3. Your neighbors have it in stock.
4. Customers are pleased and come again.
5. It is made in an up-to-date inspected factory.
6. It is easily the best Bacon on the market.

TRY IT YOURSELF

JOSEPH O'MARA
Pork Packer PALMERSTON, ONTARIO

LAING'S "MEATS THAT SATISFY"

Our smoked meats have attained a place in the market which they can maintain only through their unquestionably high quality.

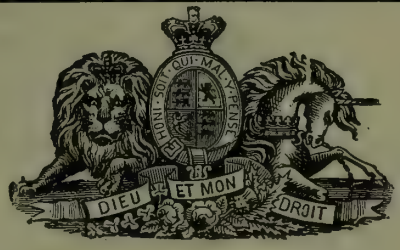
Like all our other products they are Government Inspected. A staff of skilled veterinary doctors in the employ of the Federal authorities inspects **absolutely all** our lines, placing the Government **stamp of approval** on everything going out. This is your protection. Order to-day.

SPECIAL NOTICE!

We are about to issue our annual Easter Price List. Most attractive and interesting. Send for one whether you are buying or not.

The Laing Packing & Provision Co., Limited
MONTREAL, - CANADA

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - **MONTREAL**
27 St. Peter Street
W. S. CLAWSON & CO. - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf
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Mitchell's Wharf
R. S. McINDOE - - - - - - - - **TORONTO**
120 Church Street
W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
308 Ross Avenue
A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

CHANGES IN RED ROSE STAFF.

The Toronto office and selling staff of the Red Rose Tea Co. has seen several changes the past week.

E. E. Boyd, who has lately been covering the east end of the city has been lifted up a step, and is now looking after the sales as a member of the office staff. N. W. Williams, formerly an advertising solicitor with the World, is taking Mr. Boyd's place.

F. H. Leech, who has been covering the western section of the city for some time, goes back to do special work in the office. A. R. Whittemore, who takes over this work in the west end, leaves on Saturday for St. John, where he will spend a few days in getting acquainted with the staff in that city and with the company's business methods.

TRADE NOTES.

Petit & Gagnon, general merchants, of Woodbridge, Man., have assigned.

Beattie Bros, general merchants, of Hamiota, Man., have made as assignment.

Lawrie Bros., general merchants, of Morris, Man., have been succeeded by Higgins & Webster.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BUTTERFLY BRAND

FUSSELL'S

'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

Sometimes children and others who would benefit by a milk diet have trouble in digesting milk, owing to its curdling on the stomach. This milk is immediately assimilated with splendid results. Insist on Fussell's.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents

John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.
C. Fairall Fisher - - Montreal
Sol. Oppenheimer - - Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

By keeping

Mott's

"Diamond" and "Elite" brands of

Chocolate

before your customers you will be giving them the finest goods in the Chocolate line, and making good profit for yourself.

Mott's

is Canada's standard.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour Dealers—

As a Profit Maker,

BUDA

"The Flour of Quality" leads the trade

That's because it pleases the consumer. It is milled and blended from the highest grade Eastern and Western Wheat, by millers whose experience covers a lifetime. It is the best value ever offered in flour.

Act Now. Send for Prices.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Firm Feeling Continues With Good Business in All Lines—Some Changes in Eastern Markets.

The firm feeling noted in these markets last week has continued and the tone at the time of writing was even somewhat stronger than at last reports. Business is reported as exceedingly good, particularly in cereals.

Ontario markets, while firmer in tone, show no price changes. In Montreal rolled oats have advanced 10c during the week.

Dealers report deliveries freer than for some time past, the country roads allowing of easier teaming.

There is considerable talk of a scarcity of wheat, but reports from millers do not justify this. Supplies of Manitoba wheat, it is true, are rather short, but winter wheat is in good supply.

MONTREAL.

FLOUR—The flour market remains very firm, with a good local demand. There is very little export business being done, and it is expected that the markets will continue firm.

Winter wheat patents	5	50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 10
Glenora		5 60
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

ROLLED OATS—There is a much firmer tone in rolled oats this week, as will be noticed in quotations below. Bags, 90's, are up 10c. Demand is reported satisfactory.

Fine oatmeal, bags	3	20
Standard oatmeal, bags	3	20
Granulated " "	3	20
Golddust cornmeal, 98-lb bags	2	25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	3	12½
" 80-lb. bags	2 75	2 80
" bbls	6 10	6 35

FEED—There is a fair amount of business being done in feed this week. The market is very firm, and is expected to remain so for some time. Quotations are the same as last week.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	24 00	27 00
" bran	23 00	24 00
Moullie, milled	26 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market is firmer, with an encouraging amount of local business passing. Manitoba wheat is somewhat difficult to secure, but supplies of winter wheat are freer. The export market is on a basis at present which does not encourage that department of business.

Manitoba Wheat.

90 per cent. patents	5	80
85 " "	5	80
Strong bakers	5	30

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Dealers report local business as exceedingly good this week. The market is firmer in tone than a week age, though prices are still on the same basis. Deliveries of oats are free, but wheat seems to be rather scarce.

Rolled wheat in barrels, 100 lbs	2 85	3 10
Rolled oats, in wood, per bbl		6 55
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		6 40
" " " " in bags, 98 lbs.	2 90	3 25

HAMELIN BROS. STORES SOLD.

An important business deal has been practically completed whereby the big chain of stores in the West belonging to Hamelin Bros. will be transferred to M. J. McLeod, Moose Jaw, Sask. This deal has been under consideration for some time and it was announced the other day that it had been completed, the sum involved being about $350,000. Since that announcement was made the formal transfer has been delayed by proceedings taken by one of the shareholders to stop the sale. It is likely that this delay will be gotten over very soon.

The stores involved in the transfer are situated in Moose Jaw, Prince Albert, Staughton, Manor, Napinka, Melita, and Arcola. In the near future the business will be re-organized under the name of the MacLeod-Hamelin Co.

DEATH OF TORONTO GROCER.

W. H. Armitage, Carlton and Church Sts., Passed Away Last Thursday.

W. H. Armitage, grocer, Carlton and Church Sts., Toronto, passed away at his home on Thursday, March 12th after a short illness from appendicitis.

He was born in Mariposa fifty years ago. After engaging in business in Newmarket for some years, he removed to Toronto about twenty-three years ago, establishing himself at the corner of Shuter and Victoria Sts., where Massey Hall now stands. Twelve years ago he moved to the present premises at the corner of Church and Carlton Sts. He is survived by his wife, two sons and two daughters.

MANITOBA BUSINESS CHANGES.

Higgins & Webster, general merchants, of Roland, Man., have completed the purchase of the stock, property and goodwill of Laurie Bros., Morris, Man. They will henceforth run two stores, one in Roland and one in Morris, the latter being placed in charge of a member of the staff from Roland.

Mr. Laurie will remain in Morris as postmaster and local manager of the Manitoba Government telephones. He is one of the pioneers of Morris.

Higgins &Webster, of Roland, have also bought the general store of Bell & McColl, in Emerson.

Chisholm & McKenzie, of Morris, have bought the general store business of S. Hoffer in the same town and the two businesses will henceworth be merged in one.

Crisp and Dainty,

Mooney's Perfection Cream Sodas

are essential to the high-grade grocery store. We aim to create business for YOU by supplying you with Soda Crackers which will increase the number of soda cracker consumers. Mooney's Perfection Cream Sodas are the result—and they accomplish our aim.

Write for Our Prices.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH.

FAVOR PROVINCIAL ASSOCIATION

Toronto Retail Grocers Will Concur Heartily in Plan for London Picnic and Convention.

The Toronto retail grocers, at the regular monthly meeting of the association in their rooms in the Temple Building on Monday evening, expressed themselves as heartily in favor of the formation of a provincial association and took steps to concur with the London association in arranging for a joint picnic and possibly a short convention in connection therewith at the latter city sometime during the summer.

The spirit of goodfellowship was just as evident at the gathering as usual and the meeting, too, was just as late as usual in being called to order. What a jolly lot of fellows those grocers are.

Several matters of detail and in connection with the winding up of the affairs of the recent successful At Home were discussed in the regular order of business.

At last meeting the suggestion was made that several wholesale grocers, manufacturers, etc., should be secured to address the meetings of the association on various topics of interest to the trade. Frank Johnson broached the matter again and made some suggestions as to gentlemen who could be secured.

The members were not altogether unanimous over the proposition. "Can these chaps tell us anything about sugar that'll be any use?" was asked, and "What do those fellows know about running a grocery store?" With these and other considerations the matter was left in abeyance.

Even this early the good time the grocers enjoyed on their last summer's excursion to Buffalo was recalled and plans made for next summer's outing. The Grocer's suggestion of a joint picnic of Ontario grocers in London was discussed. Vice-president Clark and one or to others thought that such an arrangement would interfere somewhat with the local association's annual outing and it seemed to be the almost unanimous view that this should be to Buffalo again, but after some discussion it was thought that both outings should be taken advantage of, that the London picnic could also be taken in and made a success and the secretary was instructed to correspond with the London Grocers' Association with a view to arranging the affair.

Under the order "Remarks for the good of the Association," Frank Johnson brought up his perennial question as to the advisability of a standard loaf of bread. Mr. Johnson advocates a three-pound loaf and is very emphatic in his belief of its advantages. Then followed rather an interesting discussion. President Fred Thorn thought a three-pounder would be rather too large a mass to handle readily and told of cases which occurred frequently when ladies asked for loaves even smaller than any he could sell them. Vice-president Clark thought it didn't make much difference so long as the grocer made a good percentage of profit and various other views were expressed. No action was taken, however.

Considerable discussion took place over the proposed formation of a provincial grocers' association. Mention was made of some of the good things that had been accomplished by active associations in other places and what might be done through such an organization for the benefit of the trade in general. The members were unanimous and enthusiastic in favor of the suggestion and will heartily concur in any action that may be taken in the matter.

In closing "Dick" Van Loan brought up the matter of Wednesday afternoon closing during the summer months and suggested that a number of mid-week outings for the grocers and their wives be arranged for the coming summer. The suggestion was hailed with some enthusiasm and will be further considered.

W. Savard, grocer and butcher, of Lorette, Que., has assigned.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Toronto Island Breakwater Extension," will be received at this office until Friday, April 24, 1908, inclusively, for the construction of an Extension to the Breakwater on the South Shore of Toronto Island, in the County of York, Province of Ontario, according to plan and specification to be seen at the offices of J. G. Sing, Esq., Resident Engineer, Confederation Life Building, Toronto; Charles Desjardins, Esq., Clerk of Works, Post Office Building, Montreal, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for four thousand five hundred dollars ($4,500.00), must accompany each tender. The cheque will be forfeited if the person tendering decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order

FRED. GELINAS,
Secretary.

Department of Public Works,
Ottawa, March 11, 1908.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department. (13)

POT AND PEARL BARLEY
CALEDONIA MILLS
AND FEED
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

Kellogg's
("SANITAS")

TOASTED CORN FLAKES

THIS IS THE GENUINE

The one that sells and don't stay on your shelves.

STOCK IT NOW.

If you are in
ONTARIO, QUEBEC or the
MARITIME PROVINCES
Ask your jobber for the latest prices.

SALES OFFICE
20 FRONT ST TORONTO ONT

BRANCHES { CARMAN ESCOTT CO 141 BANANTYNE ST WINNIPEG MAN.
SHALLCROSS MACCAULEY & CO VANCOUVER & VICTORIA B.C.

Meurisse Chocolates
ARE DELICIOUS
Grocers

Any of the undermentioned firms will be only too pleased to tell you all about *Meurisse Chocolates* on request. They have samples and prices. *Our Orange Chocolate Cream Bars* are great sellers.

Chocolate Meurisse
J. A. HERREBOUDT, Manager
22 Lemoine Street, - - MONTREAL
or Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebe
W. C. Scott, 76 Queen St., Ottawa.

Bakers and Confectioners

Our new department is well stocked, Shelled Nuts, Egg Savers, Icing and Marshmallow Powders, French Fruits, Oils and Flavorings, Dry and Liquid Colorings, Dragees, Currants, Raisins, Dates, Almond Pastes, Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything you need.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

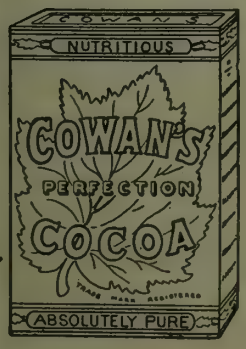
J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson

COWAN'S

Cocoa and Chocolate

is the leader in profit because it leads in purity and flavor.



You will find that every tin of Cowan's Cocoa and every bar of Cowan's Chocolate, so satisfies your customers that their repeat orders can be relied upon.

The Cowan Co., Ltd.

Lombard Plums 2s
HEAVY SYRUP
$1.00 Per Dozen

"CANADA'S PRIDE" BRAND

We have a limited supply of the above which we offer to the trade at $1.00 per dozen F. O. B. Kingston. These goods are HEAVY SYRUP, LAST FALL'S PACK, and are really worth $1.40. We guarantee every tin.

FENWICK, HENDRY & CO.
Wholesale Grocers and Importers
KINGSTON, ONTARIO
Established 1848

We are offering some exceptional "SNAPS" in Ceylon Greens, Blacks and Japans at present.

The Fisheries of Canada

Facts, Figures and Comment on This Most Important National Industry—The History of Its Development in Nova Scotia—Movement to Establish Atlantic Fisheries Board.

The fisheries of Canada are the most extensive in the world, and among the provinces of Canada, Nova Scotia takes first rank. It is a crop that is never failing, and it is this fact that has made the name of the sea-girt province justly celebrated as a fishing resort since the discovery of the new world. The entire sea coast of the maritime provinces, from the Bay of Fundy to the Straits of Belle Isle, covers a distance of 5,600 miles, which is more than double that of Great Britain and Ireland. Over this immense area, Nova Scotia fishermen hold sway —a sway that has frequently been disputed, but never wrested from them.

History of the Industry.

The history of the fishing industry in Nova Scotia is filled with romance, with adventure, with heroism. In a calling so hazardous, it is natural that its history should be replete with stories as interesting as they are romantic. To attempt to review all the historical features of so important an industry would bring us near the boiling set of international troubles. For so valuable are the fisheries of the Nova Scotia coast and so inestimable the privilege of making her safe harbors for the purpose of shelter and bait that scarcely a treaty relating to North American coasts, either with France in the first place, or later with the United States of America, but had stipulations made in regard to the in shore fisheries.

Nova Scotians have jealousy guarded their coasts, and the fishing folk of other nations have as zealously sought to obtain a share of the "finny folk" that frequent the waters of the Nova Scotia coast. Even now the Gloucester and other New England fishermen have no treaty privileges, and their presence on the coast lines of the province is not permitted except under a modus vivendi which may be cut off at any time and is continued only to prevent international clashing.

There has always been a strong agitation in the province to do away with this modus vivendi. It was voluntarily entered into by Canada in the protocol of the Washington treaty of 1888, which was not ratified by the United States senate, and has been extended since the first few years, year by year, in the hope that some more satisfactory solution would be eventually found under it, American fishermen have the right to purchase bait, ice, seines, lines and all other supplies and outfits, the transshipment of fish and the shipping of crews. The contention that Nova Scotians make is that this modus vivendi was never intended to be continued indefinitely and that the United States never expected that it would. This reference to the present bone of contention is introduced in order to show how valuable the fisheries are regarded and how inestimable are the privileges to be secured on the coast.

Some Statistics.

The fisheries of Canada were worth to the Dominion of Canada during the year 1906—the statistics are taken from the last fisheries' report—$26,279,485. Nova Scotia claimed as her share $7,799,160—nearly one-third of the whole Canadian catch. To add thus materially to the wealth of the province requires a body of hardy, capable, stalwart men, and it is needless to say that these qualities are among the most prominent of the Bluenose fishermen.

In addition to manning their own vessels, Nova Scotians are found sailing under the flags and forming the shipping crews of other nations. Among the Gloucester ships will be found many Nova Scotian crews, so that in this, as in other industries, Nova Scotians are contributing to the wealth of other people as well as adding to their own to the extent of about $8,000,000 a year.

A glance at the variety of fish taken on the shores as reported in the blue books will give a fair idea as to how variously stocked the waters of the coast are. Not less than 20 varieties of fish are found there, the five leaders being cod, lobster, mackerel, haddock and herring, in the order named.

Large Export Trade.

For 50 years a most valuable export trade has been carried on in dried fish with the West Indies, and South American countries. Great Britain and France are taking an increased quantity every year, while other foreign countries, such as Italy, Germany, Portugal, Norway and Sweden are becoming good customers. The United States, of course, takes a very large proportion of the fish exported—in all, about two-fifths of the Canadian production—and of this a very large proportion is Nova Scotia fish.

The Lobster Industry.

The lobster plant alone is estimated at $673,012, comprising the equipment of 238 canneries. Besides the packing industry, the shipment of these crustaceans requires a large force of men. Three thousand six hundred and fifty-eight persons find employment in the putting of the 4,595,816 pounds on the market, valued at $1,148,954. Including the fresh lobsters, the whole output aggregated in 1906 a value, amounting to $1,933,807.

Anticipated Development.

At a recent meeting of the Maritime Board of Trade, C. S. Whitman, of Canso, who is largely interested in the development of fisheries, made this statement:

"It would be safe to say that the fish business of the future in the maritime provinces, is designed to be a much more important industry than it is to-day, giving employment to many thousands and a staple article of food to half a continent. The time is coming when the present methods of catching and marketing will be laughed at for their inefficiency; when docks and wharves and warehouses, such as we do not to-day dream of, will be devoted to the business; when hundreds, perhaps thousands of fleet steamers will have superseded the sailing craft now employed and railroads will wrestle with one another for the privilege of carrying the millions of tons of freight the business will be ready to furnish."

Though Nova Scotia reaps such a great harvest from the sea, the methods used have not been, as Mr. Whitman stated, of the most approved and modern type. In fact, it is only now that the province as a whole is beginning to appreciate the magnificent asset it has in its never-failing supply of fish.

New Fisheries Board.

A movement is now on foot for the establishment of the Canadian Atlantic fisheries board on the same lines as the Scotch fisheries board, which has control of the Scotch fishing industry. Such a board would be required to thoroughly investigate and advise the department of fisheries in regard to such matters as the depletion of lobster and oyster fisheries; the destruction of dog fish; the proper distribution of the output of the fish hatcheries; the supply of bait, etc. With improved methods of curing and catching, Nova Scotia could still further eclipse her present records in the catch and distribution of the fish products.

Much more could be done in the propagation of oysters, for instance, for some of the finest natural beds are to be found on the Nova Scotia coast. It is claimed that Nova Scotia has a greater cultivable area for oyster beds than even the State of Maryland, which produced in one year, 1880, 10,569,012 bushels. Nova Scotia's yield last year was only 1,732 barrels.

The truth is the fisheries of Nova Scotia are only partially occupied, and are an inviting field for the investment of capital in enterprising hands. With its unexcelled position, with its extensive coasts, with its excellent harbors, with a population of as hardy and courageous men as are to be found anywhere, there is no reason why Nova Scotia in its fisheries should not rank even higher in point of production than it does now. There is abundant room for the profitable employment of both capital and labor.—Modern Grocer.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

Rapid Sales

Insure bright new stocks for your orders.

Our brands are well advertised, well known and well sold.

Golden Flower and Rose Brand Navels are our Leaders. Try them.

Arrivals of fresh Lemons are here to fill your orders.

Florida Celery, Chases' pack---the best, is what the fancy trade wants and must have. We can supply your wants.

Fancy Strawberries, New Carrots, Parsley, Beets, Lettuce, Asparagus, Cucumbers, received fresh by express

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

Every day grocers say
Ship us some more

"Golden Flower"

The Orange everybody likes.

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Market for Green Fruits Firm and Active—No Material Changes in Vegetables—Fish Moving Freely With Prices Firm.

A better feeling is noticeable in practically all lines of green fruits. Prices have been maintained, while advances have been made in certain lines of oranges. The excellent quality of the navels arriving has stimulated the consumptive demand and made prices firm. Floridas are done. Some Mexicans are still on the market. California lemons are slightly higher. Bananas remain steady. In spite of the reports circulated as to a banana failure in Jamaica prices have not advanced. Apples are going fairly well. Stocks of cranberries and Almeria grapes are about done.

Nothing startling has occurred in the vegetable market during the week. Potatoes, though easy in the early part of the week, have remained firm at old prices. Beets are very scarce and are just about done. Turnips have advanced 10 cents, due to heavy American enquiries and a shortage in supplies. California celery is about gone. Florida shipments arriving regularly. Boston lettuce is slightly scarce. While the demand is always stronger for the staple domestic lines yet an improved feeling is noticeable in the demand for various lines of imported stuff.

Business is brisk in fish. An improvement over last week's orders is reported. It is likely that the volume of the season's business will reduce supplies of all lines very much. Shortages are anticipated in halibut, haddie and sea herring. The sale of frozen fish has fallen off slightly. Fresh and pickled lines are selling strong. Prices are firm, though no quotably higher.

MONTREAL.

GREEN FRUITS—There is a better feeling this week, and all lines are selling well. Bitter oranges and strawberries have slightly declined in price, other lines are selling well at the old prices, especially lemons, Florida oranges and grape fruit.

Bananas, fine stalk	2 00	2 25
" jumbos		2 25
Cocoanuts, new, per bag		3 50
Lemons	2 00	2 40
Navel oranges	2 75	3 25
Florida oranges, box	3 50	4 75
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	3 50	4 00
Tangerines, half-box	3 00	3 50
Pineapples, case	4 50	5 00
Grape fruit, box	2 75	7 00
Almeria Grapes, keg	4 00	6 50
Cape cod cranberries, bbl	11 00	15 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquats qt		0 25
Strawberries, qt		0 65
Apples Ameuse, bbl	4 00	5 00
" other fall varieties, bbl		5 00
Bitter oranges	2 00	2 25

VEGETABLES—The vegetable market continues easy. Potatoes are being received more freely, although there has been no reduction in price. Boston hothouse lettuce is becoming scarce and an advance in price is likely to occur shortly. New cabbage is selling well. Turnips are also in fair demand. Some dealers report that demand is pretty well confined to the staple lines of vegetables, as there is less meat being consumed and therefore there is not so much need of all kinds. California celery is higher this week by 50c.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		1 00
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	0 75	1 00
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate	6 00	7 50
Water cress, large bunches, per doz		0 75
Spinach, bbl		4 00
Green peppers, crate		3 50
Boston hot house cucumbers, doz	2 50	3 00
Potatoes, per bag	1 00	1 15
Sweet Potatoes, basket		3 25
Beets bag	0 75	0 80
Carrots, bag	0 65	0 70
Tomatoes, Florida, crate	4 00	5 00
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 75	1 00
" " large crates		2 25
Canadian onions, lb	0 01½	0 02
Boston lettuce, hot house, per doz	0 85	1 10
Radishes, doz		0 60
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75
Horse radish, per lb		0 12
Beans, green, basket		6 50
Egg plant, doz		2 00
California cauliflowers, per crate		6 50
New cabbage, crate		3 50

FISH—There continues to be a goodly number of orders for all lines of fish sent in to dealers, and business is quite in keeping with that of last week. The sale of frozen fish has fallen off, while fresh and salted continue selling freely. Prices remain the same, except for skinless cod, which is a shade firmer, as will be noticed in the quotations.

Fresh and Frozen Fish.

Haddock, per lb	0 04½	0 05
Halibut, per lb	0 05	0 08½
Mackerel, "		0 08
Dore, "	0 07	0 07½
Grass pike, lb	0 04½	0 05
Cod fish, l		0 04½
Steak cod, lb	0 04½	0 05
Whitefish, lb	0 07½	0 08
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07	0 07½
No. 1 Smelts, lb		0 07
Sea herring, bbl	1 50	1 60
No. 1 salt eels, lb	0 07½	0 08
Smoked and Salted—		
Lake trout	0 09	0 09½
Haddies, boxes, per lb	0 07½	0 08
Kippered Herring, 50 in box		1 10
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06½	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb		0 01½
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, gal		1 60
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Live lobsters, lb		0 20
Pickled fish—		
No. 1 Labrador herring, per bbl	5 50	5 75
" " per half bbl	3 00	3 25
No. 1 Nova Scotia, per bbl		5 00
" " per half-bbl		2 75
No. 1 Haddock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, per bbl		5 00
Medium " " " "		8 00
Large " " " "		8 50
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The market is in a healthy condition. A steady demand maintains prices all around and gives the market a very firm feeling. Oranges are especially strong and advances of 15c to 20c per box are recorded. Floridas are about off the market. Marmalade oranges are still moving satisfactorily. Lemons continue steady, with an upward tendency noticeable in Cali-

fornias. Grape fruit is unchanged. Apples are moving fairly well. Bananas are no higher, in spite of the alarming reports as to crop failure in Jamaica. Cranberries and Almerias are firm, the stocks being slowly reduced.

Oranges, Navals, new	2 60	3 20
" Valencias	4 00	5 75
" Bahamas	1 75	2 00
Oranges, bitter	2 25	2 40
Lemons, California, 240, 300, 360, 420	3 00	3 50
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 50	1 85
Bananas, jumbo bunches	2 00	2 25
Cranberries per bbl	9 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00

VEGETABLES—The easy feeling in potatoes has disappeared, and prices rule firm for both Delawares and Canadians. Supplies are satisfactory. Beets are very scarce, some dealers being unable to fill orders. Onions are short also. Stocks of turnips are well reduced. A great many inquiries are arriving from American dealers and this has made the market quite firm and higher. California celery is done. The quality of Florida celery is good. Other lines of imported early vegetables are selling better. Prices remain the same. Cauliflower is done. Some excellent strawberries have been arriving.

New Brunswick Delawares, per bag	1 10	1 10
Potatoes, Canadian, per bag	1 05	1 10
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 50
" green, per doz		0 20
Beets, per bag	0 90	0 95
Cabbage, per ton		18 00
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 85	0 95
Parsley, per doz		0 [illegible]
Celery, Florida, per crate		4 00
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "		1 10
Cucumbers imported, per doz		2 50
Tomatoes, imported, per crate		4 50
Strawberries, per box		0 65
Mushrooms, per lb		0 65
Pineapples, per crate		5 00

FISH—Business has opened up fine during the week and fish dealers have been kept busy filling orders from all points. The Lenten season is now in full swing and, from present appearances, should be a record one. Prices have been maintained at the old level. Despite the sharp consumptive demand, no advances are noticeable. There are fears that before Good Friday supplies of lines such as halibut, sea herring and haddie will be exhausted. For the present, no shortage is reported.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb	0 08	0 09
Haddock, frozen, per lb	0 06	0 07
Holland herring	1 00	1 10
Herring, Labrador	3 00	5 25
" kippered per box	1 00	1 25
" Digby, per bundle		0 85
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 09
Flounders, per lb		0 04½
Bloaters, Yarmouth, per box		1 10
Oysters, per gal		1 85
" in shell, per 100		1 50

W. A. Hodge, of the National Coffee and Spice Company, Montreal, leaves for a trip up the Labelle branch of the C.P.R. next week.

Marmalade Oranges

We are offering the finest Bitter Oranges of the season.

Home Guard Brand 160s, 200s and 240s at very low prices.

Special 150 Boxes Natural Smyrna Figs, 56 lb. Boxes to clear, 3½c. lb.

Fish For Lent. Every Seasonable Kind. Special Frozen Sea Herrings $1.60 per 100.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish.

Toronto and Hamilton

WITHOUT DOUBT

"St. Nicholas" and "Home-Guard" Nov. Cuts for 1908 delivery are the cream of Italy's Lemon Crop—place your orders for May delivery with the Wholesale House that can show you a sample now of what you're buying.

W. B. STRINGER & CO., Sole Agents, TORONTO

FANCY RIPE

BANANAS

Fancy Sound Almeria Grapes

We also have few barrels FANCY SOUND JERSEY CRANBERRIES, which we will sell for $8.50 per Bbl.

Send your orders to

HUGH WALKER & SON

Established 1861 **Guelph, Ont.**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

Look Here!

Some Interesting Prices

Large Bright Frozen Herring, per 100.	$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld. "	4.25
Cod Oil, a gallon	.40

Send us your order.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

A CO-OPERATIVE DELIVERY SYSTEM

How it Works in Adrian, Michigan—Reduces Cost to Two Cents for Meats and Three Cents for Groceries—A Remarkable Success.

The secretary of the Retail Merchants' Association of Adrian, Michigan, C. A. Wilson, has written an interesting letter to the Grocery World, describing a system of co-operative delivery in operation in that town. The matter will be interesting to grocers in Canada generally, as an attempt, apparently successful to find a cheap system of delivery. The letter is as follows:

"The co-operative method of delivering goods has been in use in Adrian, Mich., for some time. It has proved exceedingly popular to the merchants of the town and has been successful beyond all expectations. Since adopting the system of delivery the dealers have educated the people to order goods but once or twice each day instead of every half hour as heretofore. It seemed a hardship at first, but through concentrated effort the merchants have won out and now all is smooth sailing.

"The merchants formed a stock company and members buy shares at $100 each. They built a barn upon leased ground. This building is about 50x100 feet and is constructed of brick throughout, with cement floors suitable for horses and wagons. It is arranged so as to make it particularly adaptable to the purpose for which it was intended.

"When the system was first put into use the merchants had a hard time to adjust matters properly so far as deliveries, routes, etc., were concerned, but by careful study and a little patience this was finally adjusted to meet all requirements. They have twelve wagons, and all are kept busy during certain times of the year, while at other times they frequently cut off a few wagons, increasing each one of the routes sufficiently to take care of the territory from which the two or three wagons were taken. They have found the single horse wagon the most practical. Four trips over each route are made daily, the first wagons leaving the various stores at 7.15 a.m. All wagons then drive back to the barn, where they are unloaded and routed. Wagons return from their delivery routes so that they may again leave their various stores at 9.45 a.m. Two deliveries are made in the afternoon. Each customer is given a card explaining the delivery system and the time orders must reach the store in order that they be delivered upon a certain trip. Through a coupon system every merchant keeps track of the various jars, oil cans, etc., that leave his store, and these same coupons are used to check up the number of deliveries made from any one particular store. No order is delivered upon which the purchase amount does not allow sufficient profits to make the delivery.

"Deliveries to members have been costing 2 cents each for meats and 3 cents for groceries, while transient dealers or those holding no stock in the company, must pay the contract price of 2½ cents for meats and 3½ cents for groceries. Department stores pay 5 cents for each delivery.

"Merchants wishing to send orders c.o.d. can do so, as each driver is given a certain amount of change and authorized to make collections."

NEW MONTREAL CAN FACTORY.

American Can Company Will Probably Establish Business in Canada.

From what can be learned in Montreal it is pretty well an assured fact that the American Can Company will shortly erect in that city a factory which will enable them to turn out the many lines they are at present making in their American establishments. One of their representatives spent some time in Montreal recently looking over the field and casting about for a site. Nothing definite has been officially given out, but it is understood the new factory and equipment will represent an outlay of $200,000 to $300,000.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Ask for quotations from Laporte, Martin & Co., Montreal, on Japan and black teas. All qualities required by the trade. They pay freight on all lots, assorted or not, of 200 lbs. and over. Grocers should take advantage also of their prices on their stock of choice wines, imported from the best houses in the world. They pay the freight on all orders for original packages.—Advt.

About the end of this month the Laing Packing & Provision Company, Montreal, intend sending out to the trade their annual Easter price list. This is always most attractively prepared, and is full of useful information. Whether in the market or not it is wise for grocers and general store keepers to send in their name that they may receive one.—Advt.

D. F. Carter, representing Lipton's teas, has returned to Montreal, after a successful trip down the Gaspe coast.

Jas. L. Casey, for some time past with Fred Dean, of Parkdale, has purchased the grocery and provision business of Harry Mead, 470 Yonge St., Toronto.

We have fine line of **Grape Fruit Marmalade** in Glass.
Will sell at 90c. per dozen—**Cash.** This is cheap.
THE DAWSON COMMISSION CO., - TORONTO

HOW much healthier we should all be if we ate Fish all the time. Tell your customers this. It's true, and helps your Fish business.

"HALIFAX" and "ACADIA" PREPARED CODFISH

supply the system with nitrogenous nutriment, sustaining health and vigor. Fish is essentially a nitrogenous food, and so far as cost is concerned, compares with the cheaper meats and the cereals as the least expensive source of protein. As to digestibility, fish and lean beef are of equal value. In each case about 95 per cent. of the solid matter, 97 per cent. of the protein, and over 90 per cent. of the fat are retained by the body.

Talk about this to people when they come into your store. They will be glad if you once persuade them to try a package of our Fish.

The Atlantic Fish Co's, Limited, Lunenburg, N.S.

Packers of "Halifax," "Acadia" and Atlantic Codfish; also Herring, Finnan Haddie and other Fish products

Montreal Agents, A. H. BRITTAIN & CO.
Winnipeg " STEWART WATSON & CO.
Vancouver " MILNE and GUNN.

"Brunswick Brand"

We have now new Pack of

Clams and Scallops

and will be pleased to receive orders for any of the following goods :

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and Sardines

Connors Bros., Limited

Black's Harbor, N.B.

HERRINGS!

I want you to send me a trial order for my Herrings. You will want them now that Lent has begun, and I have the finest from Scotland and Holland.

They are really something extra, and are packed in barrels, half-barrels and kegs. Interesting prices make buying easy.

WRITE ME TO-DAY.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of California and Lima Beans and Black Olives.

BUSINESS AHEAD OF LAST YEAR

Say New Brunswick Wholesalers—Changes in Local Markets—Interesting Hockey Matches—Grocers Appointed Assessors.

Special Correspondence to The Canadian Grocer.

St. John, N.B., Mar. 23.

Local wholesale grocers report that the volume of business this year up to the present time is ahead of the same period last year. At present collections are only fair, a good many drafts being returned unaccepted.

* * *

The flour market is firm and prices so far are unchanged. Sugar is about the brightest item on the catalogue just now. Stocks are fairly heavy and three advances of 10 cents have been made since January.

* * *

New Barbadoes molasses is beginning to arrive and the price is a little higher than for the old stock. Porto Rico molasses is now a thing of the past. Barbadoes has supplanted it entirely.

* * *

Bowman & Cole, wholesale grocers on Water St., are advertising their premises to let from May 1 next. Rumor has it that the firm is going out of business and that H. C. Cole will go on the road for a local grocery firm, while W. H. Bowman will enter the employ of a large dry goods house. The firm when asked about the matter gave an entirely different answer.

* * *

William W. Hogan, who has been representing G. J. Hamilton & Sons, biscuit and confectionery manufacturers in this city, has severed his connection with the firm and will take a position on the road for a local wholesale grocery house.

* * *

The hockeyists of Baird & Peters and the G. E. Barbour Co. met again in the Glacier Rink on Saturday, March 7, when the former won in a fast game by the score of 2 to 1. Both teams played better than in any previous game. Heavy checking by Sturdee and Leonard was a feature of the game. The line-up was:

Baird & Peters—

Coates, goal; Smythe, point; Sturdee, cover point; Wetmore, centre; T. Ledingham, rover; J. Ledingham, left wing; Logan, right wing.

G. E. Barbour Co.—

Seely, goal; Field, point; Leonard, cover point; McKendrick, centre; Howard, rover; Barbour, left wing; Stewart, right wing.

On the same evening Brock & Paterson's "milliners" defeated the Red Rose tea team by a score of 8 to 2.

* * *

At a meeting of the common council on Wednesday, March 11, Hartley Vanwart, grocer, Main St., and John Ross, a former grocer, were appointed as two of the five assessors for the City of St. John. There were twenty-one applicants for the positions.

A CORRECTION.

In last week's issue of The Grocer we stated, commenting on a circular sent out to the trade by the E. D. Marceau Company, that this company had voluntarily assigned. This was an error. The actual wording of the circular is: "Although our company is under voluntarily liquidation, our business goes on as usual." The E. D. Marceau Company feel confident of their ability to reorganize and to go on with their business to a larger extent than ever.

The Borden Condensing Co. are rapidly completing arrangements for their factory at Tillsonburg, Ont. Last week they closed negotiations for the purchase of a farm in that vicinity. Building operations are to commence in the near future.

Skinless Codfish

NEW STOCK IN 100 LB. CASES

Boneless Cod in 1 and 2 lb. bricks, Boneless Fish in 2 lb. bricks,
New Finnan Haddies, New Yarmouth Bloaters,
New Kippered Herrings.

ALL OTHER KINDS IN SEASON **FRESH FISH A SPECIALTY**

Prompt Shipment.
Mail Orders a Specialty.

Fair Treatment.
Get Our Prices.

Information gladly supplied by wire, 'phone, or mail on request.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches:
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

SEVILLE orange marmalade pulp in hogsheads with peel mixed ready for boiling; free from any preservatives. Box 182, CANADIAN GROCER, Toronto.

CANNED TOMATOES—Vineland brand; finest quality—hand packed; special price to introduce; in ten case lots or over $1.10 per dozen; F.O.B. here. Bradley & Son, St. Catharines, Ont.

SITUATIONS WANTED.

TO Pork Packers and Produce Merchants—Traveller with first class experience and thorough knowledge of the business; is open for engagement with good house; city or country. Traveller care of W. Wood, 9 Ann Street, Toronto.

AGENCY WANTED.

MANUFACTURERS, millers and exporters seeking a market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by a man having had ten years in the grocery, flour and feed business. Best of references. Address J.J., care of CANADIAN GROCER, Toronto. (12)

TRAVELERS WANTED.

TEA TRAVELER for Montreal City; must have good connection with the grocery trade. Apply with full particulars to Box 183, THE CANADIAN GROCER, Toronto. (12)

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf8)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

FOR SALE

FOR SALE—Prosperous business, that pays every week in the year, established six years, best business corner in town. Open to good man at invoice price plus freight. Stock carried, $2000.00, rent $35.00 per month. Apply Robinson & Greenwood, New Liskeard, Ont.

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St, Toronto. Phone Main 4673. (15)

FOR SALE—Four hundred bushels choice Alaska pea seed, at a very reasonable price. Exeter Canning & Preserving Co., Ltd., Exeter, Ont.

TWO-HORSE power electric motor and power sausage meat cutter, with filler, shafting, etc., complete. Cheap price for quick sale. A. J. Groom, Guelph, Ont.

FOR SALE—General store business clearing $6,000 to $8,000 yearly; business has grown remarkably and can be largely increased; proprietor forced to retire on account of ill-health. Address Box 184, CANADIAN GROCER, Toronto. (13)

FOR SALE—National Cash Register, nearly new; 2 six-foot oval front show cases; 1 McLaughlin soda fountain, used one season. Will sell on easy payments. T. J. McCammon, Moose Jaw, Sask. (14)

FOR SALE—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

GENERAL store and stock, "Leeds County"; grasp the opportunity of entering business for yourself; 35 per cent. profits; choice investment for a clerk; full particulars. Box 185, CANADIAN GROCER, Toronto. (15)

BUSINESS CHANCE

MARRIED man 45 years age; 25 years as secretary to railroad official, now employed, wishes to secure brokers' agency for Canada. Up-to-date goods. Correspondence solicited. O. Bingham, 84 Adams Ave. East, Oxford Flat, Detroit, Mich.

WANTED.

WANTED—An engagement in the West by a retail grocer; one who understands the business thoroughly; good stockkeeper, bookkeeper and salesman. Any merchant or clerk wishing a holiday might communicate. Box 192, THE CANADIAN GROCER, Toronto. (12)

WANTED—Agents or travelers on commission with good connection in Toronto, Hamilton, London, Ottawa, St. John, Halifax, Winnipeg and Districts to push sale of highest grade lemon squash, lime juice cordial, non-intoxicating ginger punch, baking powder, essences, etc.; liberal commission; easily sold owing to low prices Apply Box 201, CANADIAN GROCER, Montreal. (12)

MONTREAL EXHIBITION OF GROCERIES.

An Assured Success for April—Some of the Chief Exhibitors.

That the Exhibition of Groceries which takes place in Montreal in April will be a grand success is an assured fact. Space has been selling rapidly, and the beauty of the sales lies in the character of the firms who have purchased exhibition room. All those who have signed contracts are leaders in their line—business houses that are known in all parts of the Dominion, and, some of them, largely throughout the States and Europe.

J. A. Beaudry, treasurer of the Retail Merchants' Association, recently went west in connection with the exhibition, and the trip was attended with much success. Mr. Beaudry was accompanied by A. P. Murray, sales manager of the Edwardsburg Starch Co., who is chairman of what is known as the Exhibitors' Advisory Committee, composed of wholesalers, retailers and

HENRY CLARK.

Of Wm. Clark, Montreal, on Advisory Committee, Exhibition of Groceries.

grocery brokers, who look after the interests of exhibitors.

It is interesting to note some of the firms who have already taken space: The Ogilvie Flour Mills Company, The Lake of the Woods Milling Company, Wm. Clark, E. D. Smith, Borden's Condensed Milk, Pure Gold Manufacturing Co., Cailler's Swiss Milk Chocolate, Cairns' Scotch Marmalade, Heinz Pickles, Quaker Oats, D. S. Perrin & Co., McCormick Mfg. Co., Lipton's Tea, Quaker Canned Goods, St. Lawrence Sugar Refining Co., Christie, Brown & Co., Edwardsburg Starch Co. Besides these there are certain firms showing some specialties, such as Hudon, Hebert & Co., Mathewson's Sons and Laporte, Martin & Co.

At present writing there are only a few booths left and these are more or less under option.

Tobacco Prices Have Advanced,

BUT——

Royal Sport and Hogen Mogen Cigars

still possess that uniform quality, smoking perfection, the delight of connoisseurs. You can always depend upon these cigars.

The Sherbrooke Cigar Co., Sherbrooke, Que.

THE MAN WHO SMOKES

may turn from one brand of tobacco to another for an indefinite period. But the majority of men who smoke, when they once taste the fine flavor and smell the dainty aroma of

T. & B.

are then and there made T. & B. smokers. Their wandering from brand to brand ceases. They have discovered perfection—and stay right with it. You can get the trade of most smokers by handling T. & B.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

NOVA SCOTIA GROCERY NEWS

Fish Business Brisk With Large Export Shipments—Losses in Apples in Shipping—High Price Butter.

(Special Correspondence to The Canadian Grocer)

Halifax, March 16.—The fish markets are at present the centre of activity as the Lenten season is now on. There is a good demand locally for fresh fish, but the supply is very limited, particularly fresh caught stock. There is quite a heavy demand from the American markets for Nova Scotia fish, such as pickled mackerel, pickled herring, smoked haddies, and live lobsters. Mackerel are now very scarce and command a high price. Several large shipments have been made to the Boston market recently and stocks in this province are pretty well cleaned up. There are no No. 1's, but the next choice is quoted at $15. A large amount of fish sent from here to Boston finds its way back again to Canada, in the Upper Province markets. Good codfish is worth about $6 to $6.50 per quintal and pickled herring $4.50 per barrel. Lobsters are selling in Boston at $35 per crate for large and $20 per crate for small. From Yarmouth this week 465 drums of salt fish valued at $5,000 were sent to Boston for re-shipment to the West Indies.

* * *

The egg situation this week is unchanged. The only thing that is saving a big slump in eggs is the good market in Montreal for fresh laid stock. This demand continues and it helps the local situation very much. Large quantities are being sent forward each week, and as a result the price here is kept up. Fresh laid stock is now quoted at 22 cents, and limed or storage eggs can be had for 18 cents, and in some cases still lower. This is an unusual condition for this season of the year, but it is all due to the mild weather.

* * *

Jamaica oranges are now very scarce, and there is little first-class stock on the market. There is a good demand for California seedless, which are now coming into great favor here. The price is high, the best fruit selling from 50 to 60 cents per dozen. It is expected that one of the West India line steamers will be along in the course of a few days with a lot of Jamaicas.

* * *

There is an abundance of cheap apples on the market, but first-class fruit is very scarce. There is general complaint among the trade of the scarcity of clean, sound fruit. No. 3 stock comprises the majority of the apples now offered for sale. Some of the shippers met with heavy losses during the past week. Their fruit was frozen in the cars from Valley Point to Halifax. The consignees at once communicated with the owners and the fruit will be sold at auction.

Butter is very firm all round. While there is lots of butter to meet the demand, there is a general complaint regarding the high prices, particularly for first-class stock. Very little dairy butter in small tubs is coming on the market, but creamery is in very good supply.

* * *

The long established grocery and feed business of Joseph S. Cashin, on Gerrish St. is to be conducted henceforth under the firm name of J. S. Cashin & Sons, Mr. Cashin having admitted his two sons, Vincent L. and Stanley J., into partnership.

PERSONALS.

J. W. Windsor, Montreal, was in Toronto on a business trip last week.

James J. Murray, who has charge of the produce department of the Codville Company, Winnipeg, was in Montreal last week.

H. Gilbert Nobbs, manager of Holbrooks, Limited, Toronto, was a caller at the Montreal office of The Grocer last week, while on his way to Quebec.

M. Baggallay, representing Jardine, Matheson & Co., Japan, was in Montreal last week, while on his annual visit to Canada. He was conducted around the trade by D. L. Grant, manager of the tea department of S. H. Ewing & Sons, Canadian agents of the firm. Mr. Grant accompanied him west as far as London.

Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer

McDOUGALL
Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.
CLAY PIPES

Established 1887
JOS. COTE, QUEBEC
I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.
JOS. COTE, Importer, QUEBEC
N.B. Also agent for the famous Manille Germinal cigars rom the Philippine Islands. These cigars are the fdelight of connoisseurs.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

IT IS TIME TO PREPARE FOR SPRING

If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

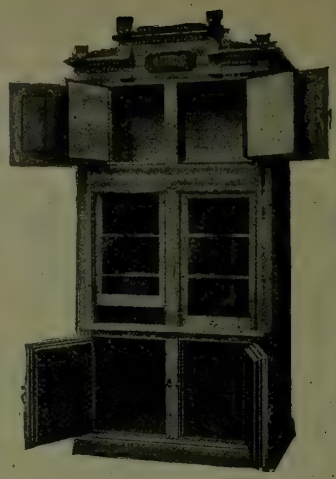
Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Saving at the Spigot
And Wasting at the Bung

It takes skill to distinguish between real and make believe economy. Of all mistakes the most unfortunate one is that of the man who would rather save a few dollars than install the

Allison Coupon System

Every penny invested in these books means dollars saved, time economized, kicking stopped and everybody made happy. Stop the leaks.

HERE IS HOW THEY WORK:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.
For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

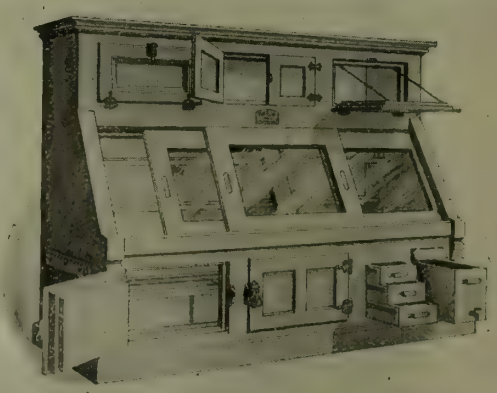
The EBY-BLAIN CO., Ltd.
Canadian Agents

Mr. Grocer, Be up-to-date and use the

Aubin's Patent Refrigerator

Perfect Dry Air Circulation.

Highest testimonials from leading grocers in Canada.



Made in 10 sizes.

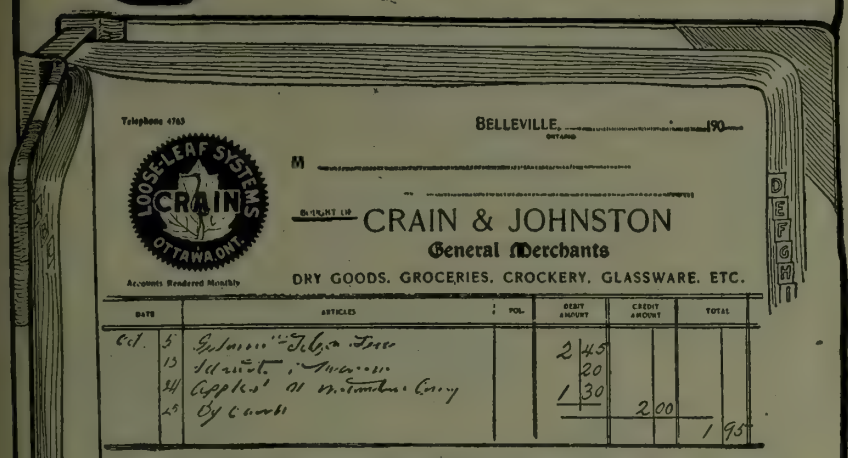
Silver Medal Quebec Exhibition.

Diplomas:
Ottawa, Montreal and Toronto

C. P. Fabien
Manufacturer
Montreal

Toronto Sample Room: Stewart & Co.
Representative, 178 Victoria St.

Crain



The Totals Only of the Accounts Are Posted in the Ledger

The old, slow and laborious method of posting every item of an account from the day book to the ledger is agreeably missing in the Crain Monthly Account System.

By the Crain method the accounts are written up in duplicate daily from the counter check books or blotter—always up to date.

At the end the month, or other regular periods of rendering, the originals are torn out and sent to the customers, the duplicates removed and filed on a separate binder, and the *total monthly balance only posted in the ledger.*

Just think of that for economy of time and labor. Glad to mail our folder, "The Retail Dealer's Friend," with complete information.

Monthly Account System

THE ROLLA L. CRAIN CO., Limited, Ottawa
Branch Offices—Toronto, Montreal, Winnipeg

FIXTURES, COUNTERS AND SHOW CASES
designed and made to suit your business at surprisingly moderate prices. Before fitting up or making alterations, write or 'phone me.
J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
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246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

The PERFECTION CHEESE CUTTER

It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

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OF CANADA HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

TESTIMONY

Toronto, February 25, 1908.

MacLaren Imperial Cheese Co., Ltd.,
Agents, Star Egg Carrier & Tray Mfg. Co.,
Toronto, Ont.

Gentlemen:

Some few years ago while attending the convention of the National Association of Retail Grocers of the United States held at Niagara Falls, N.Y., we had our attention called to the Star Egg Carrier, and were so impressed with it that we gave a trial order.

We have used Star Egg Carriers ever since, and consider them absolutely indispensable. They certainly solve the problem of the safe delivery of eggs with the least possible trouble and expense.

We unhesitatingly recommend Star Egg Carriers to anyone selling and delivering eggs.

Yours sincerely,

R. HIGGINS & SON.

Star Egg Carrier & Tray Mfg. Co.

ROCHESTER, - N.Y.

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

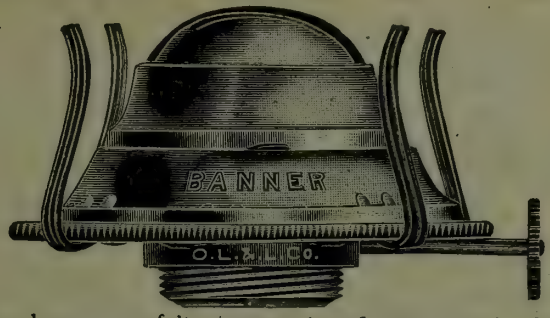
The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

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Three Good Things For Shippers

of Groceries, Canned Goods, Liquors, etc.

WARMINTON'S CLUTCH NAILS
for strengthening and repairing boxes.

WARMINTON'S PAIL HOOKS
for Candy Pails, Lard Pails, etc.

WARMINTON'S STRAPPING
for binding cases.

Save you more in a month than will pay you for a year's supply.

Prices on application.

J. N. WARMINTON
Patented Shipping Specialties
207 St. James St., - Montreal, Canada

STORE FRONTS

We are First. Our Facilities are the best. Our Designs the Latest. Write, phone or call for estimates. An attractive up-to-date window sells more goods than any other kind of advertising, and secures the best results for the least money.

SEXTON & CO., Limited
88-90 Teraulay Street, - - TORONTO

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Price $25.00

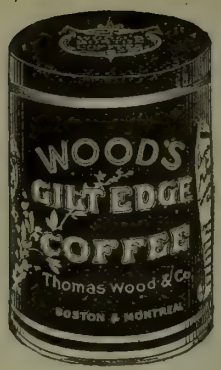
Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:
Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal,
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

"He's Got the Goods"



ESTABLISHED 1879

This phrase is positive, terse and comprehensive.

The straight-out and straight-forward business man is not awed by competition, because the rock of his foundation is truth, and "he has the goods" to prove assertions.

Therefore when it is emphasized that

WOOD'S COFFEES

are the purest, most deliciously blended, and pre-eminently the BEST the market affords, "we've got the goods" to back the statement up.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
National Drug Co., Montreal
Royal Baking Powder Co., New York

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
Nelson, H. W., & Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Canners' Supplies
Acme Can Works, Montreal
Norton Mfg. Co., Hamilton
Sanitary Can Co., Niagara Falls, Ont.
Schram Automatic Sealer Co., St. Louis
Stecher Litho. Co., Rochester, N.Y.

Cash Sales Books.
Carter-Crume Co., Toronto

Cheese Cutters
American Computing Co., Indianapolis

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails, Pail Hooks, Strapping, Etc.
Warmington, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Chocolats Meurisse, Montreal
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

Cotton Seed Products.
Brayley, J. M., Montreal

Counter Check Books.
Carter-Crume Co., Toronto
Merchants' Counter Check Book Co., Toronto

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son., Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Heath, L. A., Winnipeg
Ingersoll Packing Co., Ingersoll, Ont.
Laing Packing & Provision Co., Montreal
MacLaren Imperial Cheese Co., Toronto
Nickerson & Hart, Halifax, N.S.
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Feathers
Poulin, P., & Co., Montreal

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Cassidy John E., Montreal
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McLea, J. & R., Montreal
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

Foreign Importers.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Nickerson & Hart, Halifax.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Battle Creek Toasted Corn Flakes Co., London, Ont.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Greig, Robert, Co., Toronto.
Harty, J. B., Pictou N.S.
Kirouac, Nap. G., & Co., Quebec.
Nicholson & Bain, Winnipeg.
Paradis, C. A., Quebec

Grocers—Wholesale.
Adelstein, P., Montreal
Balfour, Smye & Co., Hamilton.
Bell, Thos., & Sons, Montreal
Boyd Co., Port of Spain, Trinidad
Ozo Co., Montreal.
Carter, S. J & Co., Montreal.
Casson, John, & Co., Toronto
Chaput Fils & Cie, Montreal
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Fenwick, Hendry & Co., Kingston, Ont.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie, Montreal
Kinnear, T., & Co., Toronto.
Laporte, Martin & Co., Montreal
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co. London, Eng.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Sugars & Canners, Ltd., Montreal
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

Labels
Stecher Litho. Co., Rochester, N.Y.

Lamps, Etc.
Ontario Lamp & Lantern Co., Hamilton

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Bunnell & Lindsay, Winnipeg
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal
Dunn, Wm. H., Montreal and Toronto.
Elsom & Whitlock, Moose Jaw, Sask.
Evans, F. G., & Co., Vancouver, B.C.
Foley, F. J., & Co., Edmonton, Alta.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Richards, S. C., Winnipeg
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Nutmegs
Binks, Chas. H., & Co., Montreal

Office Supplies.
Orain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

Oil
Queen City Oil Co., Toronto

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal
Paterson's—Rose & Laflamme, Montreal.

Poison, Rat
Common Sense Mfg. Co., Toronto

Polishes—Metal.
Oakey, John, & Sons, London, Eng.
Nickle Plate Stove Polish Co., Chicago

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass.
Nickle Plate Stove Polish Co., Chicago

Poultry and Game
Poulin, P. & Co., Montreal

Printing.
Barnard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Fabien, C. P., Montreal
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.

Storage and Warehouses,
Terminal Warehouse & Cartage Co. Montreal.

Store Fittings, Show Cases, Etc.
James J. Howell, Toronto
Sexton Mfg. Co., Toronto
Walker Bin & Store Fixture Co., Berlin

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Girard, P. J., Richmond, Que.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Ross, L. G., Toronto
Sugars & Canners Ltd, Montreal
Tippet, A. P., & Co., Montreal.

Tacks.
Bazin Mfg. Co., Quebec, P.Q.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Branson and Co., London, Eng.
Brayley & Co., Montreal.
Ceylon Tea Association
Chase & Sanborn, Montreal
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies
Young, W. F., Montreal

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Midland Vinegar Co., Birmingham and Toronto

Washing Compound.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Nelson, H. W., Co., Toronto
United Factories Ltd., Toronto

Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
Thorne, A. M. & Co., Toronto

Yeast.
Gillett, E. W., Co., Toronto.

Batger's

Purity in manufacture; nothing but the finest KENT COUNTY (ENGLAND) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style square glass jars.

It will be easy to sell the first package. After that your customers will ask for BATGER'S. Shows a good profit and what is more gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME,
Montreal

Strawberry Jam

All Valencia Raisins packed by

MAHIQUES DOMENECH & CO.

will be found to be very satisfactory. Try them next time you order.

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4-Cr. Layers. Selected. Fine Off Stalk.

AGENTS:
ROSE & LAFLAMME
MONTREAL and TORONTO

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Another Store-keeper Sued for Damages

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts $15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. ***RISING SUN*** Stove Polish and ***SUN PASTE*** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

MORSE BROS., Props. - Canton, Mass., U.S.A.

The Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co. LIMITED

14-38 Gray Nun Street, MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect **all** the items of information appearing in Canadian newspapers about any subject **you** are interested in. Our service is thorough. We don't miss an item. If you want **all the current information** about a pet subject, we can supply it at the lowest cost. By using our service you can **keep posted** on any subject.

Write for our free booklet.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL — 10 Front St. East, TORONTO.

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

SALT

SPRING SUPPLIES

For Butter
For Cheese
For General Use

Prompt Direct Shipment.

VERRET, STEWART & CO.
LIMITED
MONTREAL

Tomato Pulp

(HIGH GRADE)

May we submit sample and quote you?

Write us.

J. H. WETHEY, LIMITED
ST. CATHARINES

Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXII. MONTREAL, TORONTO, WINNIPEG, MARCH 27, 1908. NO. 13.

Your Profit is Good—
Your Customers are Satisfied

The selling by the grocery trade of Canada of

Robinson's Patent Barley

is a settled thing—Every family will soon have it as a staple line. Write for particulars.

FRANK MAGOR & CO., 403 St. Paul Street, Agents for the Dominion, MONTREAL

Your customers will use it freely. It is a line you should place before every buyer entering your store.

"Crown" Brand Table Syrup (Made from Corn)

is pure, rich, golden, healthy and nourishing—It is not only a delicious table syrup but also a food every family requires—

Order "Crown" Brand from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

Three Profit Payers

Retail grocers realize to-day that reliable advertised goods for which a demand is created are the only sure sellers.

We create the demand.

MacLaren Imperial Cheese Co.

Limited

Toronto

The Peel You Feel Is Right.

Carefully selected and whole fruits are used exclusively in the preparation of the Lemon, Citron and Orange Peels produced by

JOSEPH TAYLOR & CO. LIMITED

of England—imported fruit skins from which the essential oil has been extracted are considered worthless by them.

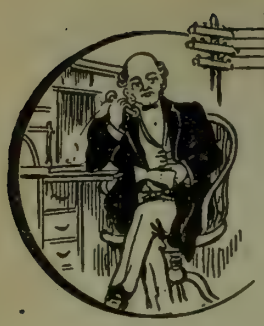
Taylor's Candied and Drained Peels

are the peels of quality. They have gained steadily in favor until they are recognized as the "best" peels Great Britain knows. The special production of specialists who do nothing but this one thing.

Arthur P. Tippet & Co., Agts.

8 Place Royale, Montreal

84 Victoria St., Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

MEGS
NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE — 322 Notre Dame St E
OTTAWA, ONT. — 49 Anlgesea Square

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

ELSOM & WHITLOCK
MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 — Box 793 — MOOSE JAW, SASK

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

TORONTO,

FRASER & AISTHORPE
Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

PRUNES
"Carnation" Brand
Santa Claras
NOW IN STORE
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

EVAPORATED APPLES

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

(Continued on page 4.)

New Season's Marmalade

IF YOUR TRADE DEMANDS THE BEST YOU SHOULD BUY

Acknowledged the "finest" in the world—is the product of

WM. P. HARTLEY,
AINTREE, LIVERPOOL,
ENGLAND

We have just received a carload of this famous brand.
Packed in ¼ lb., 1 and 2 lb. jars. 7 lb. tins.

JELLY MARMALADE 1lb. glass jars.

Also the following Preserves

Raspberry,
Strawberry,
Apricot,
Green Gage,
Black Currant,
Red Gooseberry,
Raspberry and Currant,
Red Currant Jelly
in 1 lb. crocks.

SOLE WHOLESALE AGENTS

EBY-BLAIN, Limited
TORONTO

Popular and Profitable

The tea for you to handle is the tea which proves entirely satisfactory to your customer. That tea is

Blue Ribbon Tea

Retail price is from twenty-five cents to a dollar a package, yielding you from twenty to thirty-four per cent. of easily earned profit.

THE BLUE RIBBON TEA CO.
Montreal and Toronto

Manufacturers' Agents—Continued.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

GROCERY BROKERS
WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

M. B. STEELE
Wholesale Commission Merchant and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

S. C. RICHARDS
Wholesale Commission Merchant and Broker
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

APPRENTICES

can Bank **Money** in a few weeks.
Work will take but a few hours a week.
You Need no Money because we provide the capital.
We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.
If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.
Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

The MacLean Pub. Company
10 Front St. E., TORONTO

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
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6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price $2.00 Postpaid

12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, - - TORONTO, CAN

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

London, Ont., March 17th, 1908

Messrs. The Canadian Canners, Limited
Hamilton, Ont.

Dear Sirs:—

With regard to your letter from Mr. Malcolmson which appeared in the "Canadian Grocer" of March 13th, 1908, we may say that we have been selling Hygeian Canned Beets right along to our customers.

Hygeian Beets are the kind we have been trying to get for several years, and we have no hesitancy in pronouncing them the finest canned Beets we have ever sold. They are equally as nice as new beets at this season, and much more satisfactory.

Your Canned Peaches, Raspberries, Strawberries and Red Cherries, of this brand are the finest canned fruits we have ever sold either in glass or tins, and are equal in every respect to the choicest home made canned fruits.

We remain,

Yours respectfully,

(Sgd.) T. A. ROWAT & COMPANY

OLD HOMESTEAD BRAND

Pure, Sound Fruits, and Vegetables, canned under the most unexceptionable sanitary conditions, in a factory which is up-to-the-minute in mechanical perfection. When you start out for the

Quality Trade, Stock Old Homestead Brand

Ask your jobber for Old Homestead Brand and see that you get it!

The Old Homestead Canning Co.

PICTON, - ONTARIO

JAS. DUNFEE,

THE HOME OF FINE GROCERIES

PORT HOPE, ONT.

March 16th, '08.

P. C. LARKIN & CO.,
TORONTO, ONT.

Dear Sirs:

Please ship me as follows, freight prepaid.

3 Boxes, Brown Label	½'s	60	Black
		30	Mixed
3 Boxes, —Do—	1's	60	Mixed
		30	Green
3 Boxes, Blue Label	½'s	60	Black
		30	Green
1 Box, Red Label	½'s	20	Black
		10	Mixed

I hear you have raised the price of your 25c. tea to 30c. If so, I suppose I must pay the advance, for I think it was better to do this than lower the quality, which would make a lot of trouble for me. "SALADA" has given good satisfaction to my customers for the past thirteen years. There is no trouble in selling it.

Yours Truly,

J. DUNFEE.

SALADA CEYLON TEA

SALADA CEYLON TEA

The above letter written by one of the most prominent grocers speaks for itself. Thousands of grocers have had the same experience. The grocer who specializes on "SALADA" is building on a sure foundation. Correspondence invited.

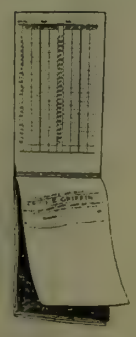
The "SALADA" TEA CO., Toronto and Montreal.

AVOID LOSS!

Keep track of every article sold, the person who bought it, and the clerk who sold it. Our

"DUPLEX"
COUNTER CHECK BOOK

simple and easy to keep, will save you lots of money, and prevent friction with customers.



Write and let us tell you about it!

The Carter-Crume Company Limited,
Toronto and Montreal

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENCES, ETC.,

and a complete line of

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.
Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent
Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

Canadian orders filled at our Montreal factory which will be in operation about May 1st.

Molasses Molasses

Extra Choice Porto Rico Lion	Extra Fancy Trinidad
Fancy Trinidad	Choice Barbados
Fancy Barbados	No. 7 Choice West India Molasses
Open Kettle Circle 6	No. 4 Strong Bakers
Open Kettle Circle 7	No. 1 Golden Cane Syrup
No. 5 Special	No. 2 Golden Cane Syrup
Extra Choice Porto Rico Beaver	

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis. - -	Quebec.	William Forbes, - -	Ottawa.
C. DeCarteret, - -	Kingston.	Geo. Musson & Co., -	Toronto.
J. W. Bickle & Greening, -	Hamilton.	G. H. Gillespie, - -	London
Carman Escott Co., -	Winnipeg.	R. G. Bedlington & Co., -	Calgary
Tees & Peerse, -	Edmonton.	Wilson & McIntosh, -	Vancouver,

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Make a Specialty of Specialties

Money is made in handling good specialties, such as

PATERSON'S WORCESTER SAUCE.

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.

ROSE & LAFLAMME
Agents - - Montreal

Camp Counsels.

The invigorating beverage, which everybody is talking about, is—

"Camp"
COFFEE

People in the old country have long ago learned how good it is; people this side are just learning. Your customers are eager to buy "CAMP"—they mean to make a trial of it. Is your stock ready?

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMME
MONTREAL.

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts,
74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,
LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

LEA'S

The Pickle with the Home-made Flavor

Till you have tried our Bulk Mustard you will never know what the sale of Mustard Pickles really can amount to.

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

UNEXCELLED FOR QUALITY

EVERY PACKAGE GUARANTEED

Box Calf Combination For Ladies' and Gent's Box Calf, Vici Kid and all Black Shoes.

Russet Combination For all kinds of Russet and Tan Boots and Shoes.

Ladies' Special For Ladies' and Children's Fine Boots and Shoes.

French Glycerine To retail at 10c. For Ladies' and Children's Shoes.

Black O A Black Liquid and Paste combined to retail at 10c.

Tan O A Tan Liquid and Paste combined to retail at 10c.

Patent Cream For polishing and keeping soft and pliable all kinds of Patent and Enamel Shoes.

Special Paste In Black and Tan for polishing Box Calf, Vici Kid or Russet Shoes of any kind.

HAVE YOU HANDLED OUR GOODS YET?

IF NOT, KINDLY DROP US A POSTAL AND WE WILL SEND YOU PRICE LIST AND CATALOGUE

L. H. Packard & Co.

Limited

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS

FLAVORING ESSENCES

are judged by their *Strength and Purity.*

"SHIRRIFF'S"

combine these qualities in much higher degree than others.
Purity results from the use of the very finest materials.
Strength results from our expert knowledge of manufacture

IMPERIAL EXTRACT CO., 18-22 Church St., TORONTO

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits
are the PUREST and BEST.
Better than the imported.
Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

Naptho SOAP

MADE IN CANADA

IT IS A GOOD TIME right now to test the qualities of

Naptho Soap

We claim its superiority to all others.

BECAUSE It is the most effective while the most harmless to the fabric.

BECAUSE It has the most lasting and durable quality.

BECAUSE It is a pure and satisfactory detergent of the highest quality at the lowest price.

The Welcome Soap Co.

Limited

St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE:

WE ARE CLOSING OUT THE REMAINING FEW LINES SPOT TEAS OF EXCELLENT VALUE. IF YOU ARE OPEN NOW IS YOUR OPPORTUNITY.

S. T. NISHIMURA & CO., Sole Agents, - **55 St. Francois Xavier Street, Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

ANYTHING TO SELL

1 CENT A WORD

1 CENT A WORD

CANNED TOMATOES—Vineland brand; finest quality—hand packed; special price to introduce; in ten case lots or over $1.10 per dozen; F.O.B here. Bradley & Son, St. Catharines, Ont.

Canadian Grocer Want Ads. Bring Results

Read the following letter from an advertiser.

St. Catharines, Mar. 18th, 1908

The Canadian Grocer,
Toronto, Ont.

Gentlemen:

Enclosed find copy of advertisement for insertion in the Canadian Grocer under column of—Articles For Sale.

Previous advertisement brought considerable business.

Yours truly,
Bradley & Son, Grocers
Sgd. per Geo. R. Bradley

USE WANT ADS

APPLE BUTTER

We have a very fine line in 28 lb. pails. Price right.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

CURRANTS

"SOMERSET" BRAND

Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing

D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

Burning Our Matches

Grocers selling our **"Laurier"** and **"Togo"** brands of matches find satisfied customers and make for themselves better profit than on any other brands—

We save you money in freight charges—

Drop a post card for particulars.

The Improved Match Co.
Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

The Most Convincing Argument

that you handle really high-class goods would be the fact that you handled

2 in 1 SHOE POLISH

unquestionably the finest and best selling Shoe Polish.

The F. F. Dalley Company, Limited

Hamilton, Canada — Buffalo, U.S.A.

CANNED FRUITS

HEAVY SYRUP

YELLOW PEACHES 2s,	"Ice Castle"	Heavy Syrup	$2.00 per doz.
" " 3s,	" "	" "	3.00 "
BARTLETT PEARS 2s,	" "	" "	1.50 "
PLUMS 2s,	" "	" "	1.00 "
" 2s,	"Pride of Canada"	" "	1.00 "

All F.O.B. Kingston.

The above are all LAST FALL PACK and in HEAVY SYRUP. The supply is limited so get your requirements in EARLY.
We are also offering Green Gages, Gallon Apples, Blueberries and Strawberries (canned and preserved) at attractive figures.

FENWICK, HENDRY & CO., Wholesale Grocers

Established 1846 KINGSTON, ONTARIO

The commercial news of the week is that trade is looking up and April gives promise of being a good month for wholesaler and retailer. In stocking up make sure that

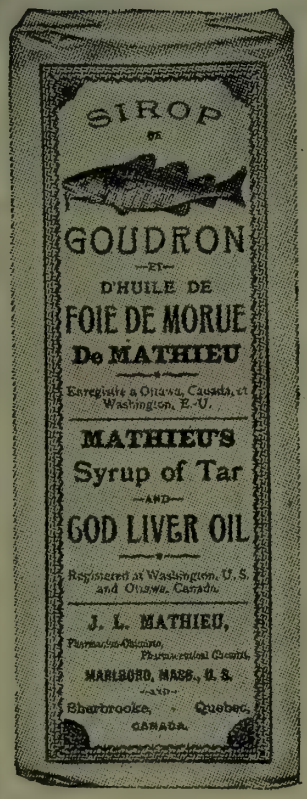
STERLING BRAND PICKLES

are on your shelves in sufficient quantity to meet the continuous growing demand that exists all over Canada for this favorite Canadian-made pickle.

—Order from your jobber
—or direct, addressing us at
—our new factory and ware-
—rooms.

The T. A. LYTLE CO.

Sterling Road, Toronto. **Limited**
(North of Dundas Bridges) Phone Park 376



Mathieu's Syrup

of Tar and Cod Liver Oil

THIS IS THE SEASON in which such large quantities of Mathieu's Syrup are sold. It is a time when every second person you meet has either a cough or a cold. Nine out of ten of these people call for Mathieu's Syrup of Tar and Cod Liver Oil—because they know how efficacious a remedy it is.

MORAL: Keep a good stock of Mathieu's Syrup. It sells without effort and gives you a decent margin into the bargain.

Mathieu's Nervine Powders, taken in combination with Mathieu's Syrup, are the best cure for La Grippe, Feverish Chills, etc.

Send your order along to us to-day.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S EDINBURGH COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

About One Million People

are in the territory covered by our selling organization. We are in close and constant touch with the grocery trade of Western Canada, and from our warehouses, handle a greater volume of business than any other house in the trade.

We sell on commission, and we would like a few more accounts of concerns who would appreciate and support vigorous and intelligent representation.

We should like to correspond with you.
You have goods we should like to sell.
We have facilities that would be invaluable to you.
Can we not get together?

NICHOLSON & BAIN

Established 1882

CALGARY **WINNIPEG** **EDMONTON**

TO THE TRADE:

DO YOU KNOW WHY

CEYLON TEA

HAS

UNVARYING EXCELLENCE?

IT'S BECAUSE:

Ceylon's Climatic Conditions Are Equable;

Ceylon's Volcanic Soil Does Not Degenerate;

Ceylon's Tea Culture Is An Exact Science.

And Step By Step,

CEYLON'S MACHINE

PREPARATION PROCESSES

Can be relied on to

GIVE UNIFORM RESULTS

Diamond E Blend Coffee

Because of the actual merits of this Coffee; because of the care exercised in blending it; because of its price and its manner of winning new customers daily—for these reasons "**Diamond E.**" has succeeded in attaining a place at the head of the market where it stands unchallenged leader!

ARE YOU SELLING IT?

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Maple Products

Get the best Maple Sugar and Syrups when you buy. You will please and hold your customers. Being right in the Eastern Townships I can ship you first class goods at best prices.

Send a Trial Order

P. J. GIRARD
RICHMOND, - QUE.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

AN INFLAMED TENDON
NEEDS COOLING.

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. $2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

Goods that Sell and Satisfy

Greig's White Swan Blend Coffee
Greig's White Swan Jelly Powders
Greig's White Swan Spices
Greig's White Swan Baking Powder
Greig's White Swan Flavoring Extracts
Greig's White Swan Cocoanut
Greig's White Swan Cream of Tartar
Greig's White Swan Flaked Wheat
Greig's White Swan Rolled Oats
Greig's White Swan Buckwheat Flour
Greig's White Swan Wheat Kernels
Greig's White Swan Graham Flour
Greig's White Swan Whole Wheat Flour
Greig's White Swan Gluten Flour

THE ROBERT GREIG CO., LIMITED
White Swan Mills, - - Toronto

Purity and Permanent Profit

go hand in hand. That's why our

PURE FRUIT JAMS CIDER VINEGAR and TOMATO CATSUP

(made from whole tomatoes)

are such excellent trade winners. The margin of profit is good, and the articles are so delicious in their purity that the demand is insistent.

Send for Price List

The Belleville Fruit and Vinegar Co., Limited
BELLEVILLE, - ONTARIO

NOW IS WHEN!

Are you asking yourself how soon you should stock Maple Syrup and Maple Sugar for Spring trade? **NOW** is the time and

"Pride of Canada"

the brand. **IT PAYS** to stock the genuine article, which is guaranteed by

The Maple Tree Producers' Association, Ltd.,
Waterloo, - Quebec

splendid values we are offering in

PRUNES

in sizes from 30/40's to 90/100's should appeal to any grocer.

Also exceptional quality in Evaporated Peaches, boxes 25 and 50 lbs.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in pack ing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

We Have A Complete Stock

of

Lipton's Jams **Lipton's Marmalade**

Lipton's Jellies **Lipton's Pickles**

It will pay you to get our quotations for immediate delivery or for import.

Thomas J. Lipton

75 Front St. East, - - TORONTO, CANADA

Perfect satisfaction exists when you sell Chase and Sanborn's high-grade Coffees because your customers are sure of Coffee smacking of quality in every drop.

CHASE & SANBORN

THE IMPORTERS

MONTREAL

Five Gallon Pails

Choice Mixed Pickles

Splendid Stock **Attractive Price**

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

ENGLAND'S MOST POPULAR SAUCE.

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The 'live' H. P. Canadian advertising is creating a demand for YOU to supply.

The name H. P. signifies "Houses of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

Messrs. W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

TRADE MARK KEYSTONE BRAND REGISTERED

BROOMS

Dealers are always satisfied when they receive a shipment of **Keystone Brand Brooms,** because nothing but sound corn is used in their manufacture, and they are strongly built by the best of mechanics on maple handles manufactured by us from lumber sawn in our own mill.

Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

I Offer

For Prompt Shipment

Several lots of very fine

Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 **Montreal**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

NEW IN CANADA

JELL-O The Dainty Dessert

—Also—

JELL-O ICE CREAM POWDER

For making Ice Cream.

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavored.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case $2.25 Retails 2 for 25c.
JELL-O, Ice Cream Powder, 2 Doz. case 2.50 Retails 15c. per pkg.

THE GENESEE PURE FOOD CO., Bridgeburg, Ont.

Your Customers Demand Purity

Which is the best of all reasons why you should handle

E.D.S. Brand Jams and Jellies

Government Inspectors declare E. D. S. Brand to be the purest sold in Canada. It is also the best selling and most profitable brand.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Tartan BRAND

SIGN OF PURITY

ORDER NOW.

TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

TARTAN Maple Syrup all sizes

TARTAN New Pack Glass Lobsters

SPECIALS

in FIGS, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

ANOTHER "DRIVE"

We want your orders, and we are going after them in the most direct way, viz: **Low Prices** and **High Grade Goods.** Try these for **leaders:**

Baird's English Worcestershire Sauce

1/2 pint bottles, 6 oz., 225 cases, 3 doz., at **65c.** per doz.
TERMS: F.O.B. Montreal. Net within 30 days.

THE OZO CO.'S **"Crest"** BRAND, 14-OZ. ROUND BOTTLES.

700 cases MIXED PICKLES, 2 doz., at **90c.** per doz.
150 cases CHOW CHOW, 2 doz., at **90c.** per doz.
TERMS: Net within 30 days.
IN 5 CASE LOTS: Freight prepaid to any railway points in Quebec and Ontario, east of Sarnia and Sudbury.

SPRING CLEANING

is at hand. You have stocked up in Pails, Mops, Brushes, Etc., but these are only ***accessories.***

You want ***BON AMI,*** the wizard cleaner. Try it on your own Show Cases, Plate Glass, Woodwork, Etc., and make it sell itself.

Our first March car-load has dwindled to almost nothing, so hurry and get your supply.

BY THE WAY: We hardly advertise Liquors but any time you are in want of a special Scotch Whiskey, or a selected Cognac, or anything out of the ordinary in "Wet Goods," just inquire of us and we will put you wise.

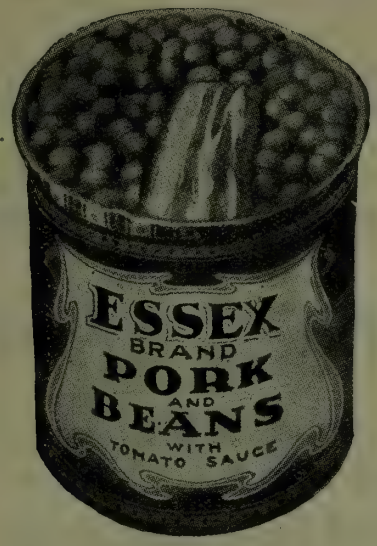
HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

"ESSEX"
PORK AND BEANS



The growing demand for properly prepared Pork and Beans has encouraged The Essex Canning & Preserving Company to add this product to their already large variety of fruits and vegetables. The Essex factory, being located in the most favored agricultural section of Ontario and being new, is equipped with every modern facility for doing things right.

The "Essex" Pork and Beans are prepared by a special process that entirely eliminates that strong taste found in other brands. Every bean used is hand-picked from selected stock and is thoroughly washed and cleansed before being cooked.

On opening a can of "Essex" brand of Pork and Beans (the very perfection of the Essex process is shown in this) it will be found that every bean is entirely whole, thoroughly cooked, mellow, amber-colored and porous, pleasing to the eye and appetising, a distinct advance over anything attempted in Canada heretofore.

Moreover, when we added to the Pork and Beans our ***Special Brand of Tomato Sauce,*** made from fresh ripe tomatoes and purest of spices under a special process, we are confident that when you have once tried them you will, like Oliver Twist, "still ask for more."

Put up in neat packages with attractive labels, 1½s, 2s and 3s.

Write for samples and prices

The Essex Canning and Preserving Co., Limited

8 Wellington St. E., Toronto

NEW MAPLE SYRUP

IN STORE

1 Car Pioneer Brand—"The Best"

PRICE RIGHT

Warren Bros. & Co., Limited, - Toronto

GREENBANK

LYE and CHLORIDE OF LIME

For Spring Cleaning

Greenbank Solid Lye
1 lb. Tin..... .65 doz.

Red Heart Lye (Powdered)
½ lb. Tin..... .65 doz.
12 oz. " ..... .85 doz.

Caustic Potash
20 lb. Tin.....$2.50 each

CHLORIDE OF LIME

(Best Disinfectant Manufactured)

¼ lb. Tin..... .45 doz. ½ lb. Tin..... .70 doz. 1 lb. Tin.....$1.30 doz.

Sold by all wholesale Grocers, Hardware Merchants and Druggists.

SPECIAL PRICE TO THE TRADE.

L. CHAPUT, FILS & CIE. - MONTREAL

Distributing Agents

SPRING ORDERS

Now's the time to sort up your stock of

JAMES DOME LEAD

The cleanest and best stove polish sold.

BROOMS

Our Signal Brooms are unsurpassed for value, material, make and finish.
In all styles, weights and varieties.
Our travellers have samples and a specially attractive proposition.

JAMES TURNER & CO.
LIMITED

Hamilton, Ont.

ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime, strictly up-to-date in every particular. We make a specialty of

"PANSY" BROOMS

For Household Use

Write for our illustrated price list of Brooms and Whisks.

H. W. Nelson & Co., Limited

Office and Warehouse
92 Adelaide St.,
TORONTO, ONT.
Factory
15-21 Jarvis St.

Effective Advertising for Grocers

Hints Regarding the Why and How of This Department of the Grocer's Business by W. F. Ralph—The Value of Price Quotations—Some Examples of Attractive Advertising.

One of the most amazing peculiarities of much of the grocery advertising appearing in country weekly newspapers is the lack of price information. The observer of grocery advertising can come to only two conclusions as to a cause, viz : ignorance or indifference.

That any merchant, in these hustling days of competition and close prices, should be wise enough to advertise, and at the same time ignorant enought to omit prices from his advertising is equally amazing.

Price Quotations Bring Business.

In staple groceries price is naturally about the greatest argument which can be used to produce business. More particularly so when it is remembered that women are, by long odds, the chief buyers of groceries. Some authorities even go so far as to contend that price, and the name of the article advertised, is all that is necessary in grocery advertising. The ad. sent in by Kingsley Harrison, of Montreal, is an example of this view, practically applied.

There is no doubt of the fact that grocery staples, if advertised to sell at a little under the prevailing prices, will find purchasers in abundance among a large class of people. But the question to be decided by the average grocer is whether it pays better to keep prices up to the prevailing mark, and rely on getting lots of purchasers at these prevailing prices by talking quality, service, etc., or to make a bid for big business by cutting under the prevailing price, and making the cut price the whole argument.

Depends on Class of Trade.

A practical grocer's answer to this conundrum was : "All according to the class of trade you are trying to cultivate."

It certainly is a fact that there is a large class of people who, owing to their financial position, will buy at the lowest price and take a chance on quality. On the other hand there is the great middle class of people, whose financial position compels them to pay close attention to prices, but who, at the same time, are influenced by quality and service.

This latter class perhaps, is the largest, and the problem which faces the average grocer is how to influence the middle class trade to deal at his store.

Quality in Advertising.

His advertising, first of all, must be insistent. He must hammer away week in and week out. His advertising "copy" should have a "tone" to it, which appeals to middle class people. Price should always be there, but not flamboyantly so. The talk should assume that the reader is looking for groceries of a high grade of excellence, and is willing to pay a fair price for goods at a store which guarantees quality and good service.

This being the case, the public should never be allowed to forget a grocery store's claims of quality of goods and excellence of service.

THE
PALACE GROCERY

Lenten Delicacies

You will enjoy the Lenten season if you keep your table supplied with some of these :—

Pure California Olive Oil
(Sylman Brand.)

The message of Olive Oil to man is O-LIVE. Try it and note the results.
40c and 75c per bottle.

Royal Peanutene
(Peanut Butter).

Nutritious and wholesome. The perfect nut food.
20c per Jar.

Pan-Yan Pickles
Delicious and appetizing.
20c and 35c per Bottle.

Sterling Canadian Relish
and
Chili Sauce
Are quick sellers at
20c per Bottle.

Bananas, Oranges, Grapes, Figs, Dates Cabbage, Celery, etc.

T. STEVENS
PHONE 121

Kingsley Harrison's ad., which has been referred to, apparently makes no attempt to draw trade on any other appeal than price. But that that kind of appeal is the one best suited to Mr. Harrison's trade there is no doubt, inasmuch as he describes his place of business as the "People's Grocery, Provision and Fruit Store." And, after all, one of the main problems of any advertiser is to find the surest means of influencing the class of trade which is most likely to come his way.

Some Carleton Place Ads.

Four exceedingly bright, well-written ads. have been sent in by T. Stevens, of Carleton Place. These ads. occupied 10-inch space at the lower end right-hand column of the Carleton Place Herald, which goes to show that Mr. Stevens, besides being an excellent ad.-writer, knows how to dicker with the publisher for good position. All four of these ads. are good, but we have decided to give our main attention to the "Lenten Delicacies" ad., which is reproduced on this page.

This ad. is seasonable. And, moreover, Mr. Stevens must be an observer of human nature, for he appeals to a trait of character which is quite prominent among keepers of the Lenten "Fast." Many Lenten "Fasters" deny themselves meat—but make up for their denial in this direction by being fastidious in their selection of vegetable and fish dainties. Mr. Stevens gets after these people very successfully with such ads. as the "Lenten Delicacies." Note how the language lays more stress on the deliciousness of the articles than on the price asked. Such language, simple, direct, terse as it is, occupying but a moment of the reader's time, is just of the nature to tickle the appetite of the person who is on the lookout for delicacies that break the monotony of a "fast."

There is no long-windedness in any of the ads. sent in by Mr. Stevens. They all tell a bright message in brisk, cheerful tones—and the price is there, too, every time.

A Creditable Circular.

Some time ago a couple of circulars were submitted for The Grocer's opinion by Horner's Busy Corner, of Brandon, Man. Now we have received another circular from them which is about as neat and effective a grocery circular as we have ever seen. It does great credit both to the writer and the printer. It is in the form of a four-page leaflet, printed in deep blue ink upon a sheet of light blue linen fabric note paper. The front page—or cover—contains the name of the house in large Bradley text, which is an old-style ornamental text type, making an effective title. Beside a half-tone of the store are the words, "Something Doing—Phone 198." The lower half of the cover page is occupied by this neat little quality and service talk :

"Anything with our name on is an insurance policy on the goods. It guarantees quality, warrants full count, full measure and full value.

"Make shopping easy by having us call you up on the 'phone every day or three times a week to tell you of all the dainty eatables arriving fresh daily. Or, better still, let our traveler call on you."

Perhaps the first sentence of the first paragraph would have been plainer in meaning if expressed this way: "Our name on anything is an insurance policy on the goods."

The last three pages contain lists of dainties with prices attached, under these appropriate headings: "Appetite Creators," "Inexpensive Dainties for Dinner or Tea," "Canned Goods." Some of the items are particularly worth noting, because of their brightness and appropriateness. Here they are:

"CHEESE—The refined flavor is tempting. Per lb. 17c."

"BUTTER—If you wish the best, let us supply you weekly so that yours will be put aside when it comes in fresh."

"FRESH EGGS—Let us book your order the same as the butter. You can then depend on getting only the freshest from hens that won't lay bad ones."

"BISCUITS—More kinds than there are keys on a piano and each a symphony of good taste."

"Our Hams are a breakfast bite,
That sharpens up the appetite;
Small and tender, delicious, nice,
Please take notice—here's the price."

"FOR BABY—The fairest, sweetest thing on earth is the face of a little child. Its skin is exquisitely delicate. Use the best soap."

The only improvement we can suggest to the circular is the use of a clearer half-tone. The one used is extremely misty, and rather mars the excellence of the cover, but, as the Manx cat said of its tail, that is a minor detail in this case.

INTERNATIONAL EXPOSITION AT MONTREAL.

Montreal has been agitated more or less during the past couple of years over the holding of an annual exposition. At one time it looked very much as though a yearly fair was assured, but sufficient support was not given to successfully carry through the project. During the last week or two, since the new city council has got down to business, the matter has been the subject of discussion among business men on several occasions.

At a recent meeting the Chambre de Commerce, which numbers among its members most of the leading French men of affairs of Montreal, seriously discussed the holding, not only of an annual exhibition, but also the advisability of setting on foot a movement to hold in Montreal in 1911 an International Exposition. The idea took most business men by surprise, but on giving the matter second thought there seems to be no reason why success should not attend such an undertaking. Montreal, as the metropolis of Canada, is prominently before the civilized world, and is of much easier access to European countries than some places where International fairs have successfully been held. A display of the world's products and manufactures in Montreal would draw people from all parts of Europe and other sections of the world, who, coming as far as Montreal, would many of them take this advantage of the opportunity to see more of Canada, and would result in greater knowledge of the Dominion being obtained, taken abroad and disseminated.

These facts would carry greater weight, too, coming from those who had personally seen the country, than they do when made public as they presently are through the medium of circulars, prospectuses and other advertising matter. Numbers of business men from Great Britain, France, Germany and other countries with whom we are anxious to increase our trade would be induced to visit the Dominion, which would give them an opportunity of studying the market at first hand and coming personally in touch with Canadian business men. Of course, many Europeans make it a point to visit Canada regularly, but it is those who are not acquainted with our country, our national resources, our unlimited possibilities in the way of trade development, our people, these men we desire to interest chiefly. There are hundreds, thousands of them who have lines worth placing in Canada, but they do not know the country and are indifferent to the market. For our part, we have many lines to exchange. But before there can be any large increase in trade the business men of both sides of the Atlantic must get together.

An International Exposition, such as is suggested, would draw them together. The movement warrants the support of every true Canadian. Holding the exposition in 1911 will give us plenty of time to prepare something worthy of Montreal and of Canada, and if an annual exhibition is held in Montreal in the meantime the experience so acquired will be applied with good results to the greater project.

OPPORTUNITY FOR CANADIAN HOUSE.

An English subscriber of The Grocer, who has been a reader for many years, is open to handle some Canadian product in his district. He manufactures a line that does not compete with any Canadian article. He writes:

"My travelers tell me they could easily sell another article during the very dull season; in my business usually from November 1st to May 1st they call frequently on grocers, fruiterers, oil and color men, and the small general provision shops in this city and the country towns and villages next, probably some 750 buyers in all. And as you are aware, I know most firms in our city outside my own customers. So if before next fall you hear of any firm on your side who wants to introduce a really good article on which I could make a decent profit after paying handling and selling expenses, will you kindly let me know? I could possibly buy direct and simply act as sole agent."

This seems a good opening for Canadian producers not now represented there, and the editor will be glad to put them in touch with this firm.

DESIRE DISTINCTIVE LABELS.

Wholesale Grocers Ask Government to Amend Act.

A strong deputation representing the Canadian Wholesale Grocers' Guild interviewed Hon. Sydney Fisher at Ottawa on Thursday, March 19th, asking that the Meat and Canned Foods Act, passed during last session, be amended so that wholesale grocers should be allowed to place their own labels on canned goods which they sell. According to the terms of the Act, the label must bear the name of the canner as well as that of the wholesale house. While it has not as yet been strictly enforced, the wholesalers claim that this provision is proving an injustice to them. They claim that the use of a distinctive label offers them several advantages, and that the firm's reputation stands behind the quality of the goods.

The canners and manufacturers, on the other hand, for their own interests, favor the provisions of the Act as it now stands.

No action was taken in the matter, though Hon. Mr. Fisher promised to give the request careful consideration.

CO-OPERATIVE STORE FOR CITY OF BRANTFORD.

Association Incorporated to Carry on Grocery and General Business.

Brantford is soon to have a co-operative store, which will be backed by local tradesmen and laborers. The Ontario Gazette, in a late issue, notes the incorporation of the Brantford Co-operative Association, Limited, "to carry on trade as a co-operative company in groceries and provisions, hardware, dry goods, clothing, boots and shoes, coal and wood, and other merchandise." The share capital is $40,000, divided into five-dollar shares. The incorporators are, Malcolm Carter and Peter Noble, machinists; Thomas Chamberlain, stove mounter; Thomas Menzies Chambers and George Keen, agents; John D. Murray, gentleman; Albert G. Sly and Geo. Wood, laborers, and John F. Van Lane, accountant, all of Brantford.

HAS ALL BUT THE SMELL.

Wing Hop, a Chinese gardener who owns a small truck farm near Fresno, has announced that he has out-Burbanked Luther Burbank and produced an odorless onion.

For years Hop, who formerly worked for Mr. Burbank, has been working on the production of an onion which would have all the taste and other qualities of the normal vegetable, but would be free of the disagreeable odor which offends so many persons. Now, he says, he has succeeded, and his contention is borne out by the statement of many of the white neighbors who have inspected the new onion.

PROMINENT N. B. GROCERS

Life Stories of a Sucessful Wholesaler and Retailer Who Have Taken Active Interest in Municipal and Provincial Affairs.

A ST. JOHN WHOLESALER.

W. Franklin Hatheway, who was elected on March 3 as a member of the New Brunswick Legislature, is one of the best known and most successful of St. John's wholesale grocers. He is a prominent member of the Board of Trade and is well versed in all matters pertaining

STANLEY W. MILLER.

A Newcastle Retailer Who has Sat for Two Years in Mayor's Chair, and was Defeated in Recent Provincial Elections.

to the welfare of his province. There are probably few men in St. John as well posted on all questions of current interest as Mr. Hatheway. He is a great reader, and as a writer occupies a foremost place among the residents of Canada's winterport. He has written several books on labor matters and is a frequent contributor to the daily papers of St. John.

By dint of hard work Mr. Hatheway has risen from the position of clerk to head of a large mercantile establishment. He left school at the age of 14 years and entered the employ of Small & Hatheway, steamship agents, remaining there until 1868, when he entered the wholesale grocery house of Turnbull & Co., south wharf, as a junior clerk. In about five years from that time he became their bookkeeper and confidential clerk, with an interest in the business. He remained with this firm until 1877, when they were burned out in the big fire, with heavy losses. In the following year, though he was practically without capital and was in debt on account of the fire losses, Mr. Hatheway started in business in partnership with James S. Harding, under the firm name of Harding & Hatheway. The business continued under this name until 1888, when Mr. Hatheway purchased his partner's interest and conducted the business under his own name. In 1898 he took his head bookkeeper, W. L. Harding, in as partner, the firm being known then as W. F. Hatheway & Co. About 1902 the business was made into a joint stock company, Charles Robertson and three travelers being taken in, with Mr. Hatheway and Mr. Harding retaining the larger interest.

A distinctive feature of the business was the establishment, about 18 years ago, of a co-operative system, whereby all the employes of the firm have a share in the profits of the concern. This share is a certain percentage pro rata to the wages, which percentage is their profits for the year.

This amount is put to the credit of each employe at the end of the year, with the understanding that it can only be taken out on their leaving the employ, or if any serious accident happens to them whereby they need, or if they wish to make an investment in life insurance or real estate.

The wages paid to the average warehouseman are $9 a week and his profits. The teamsters receive $14 a week and their profits and they own their horse and outfit. The result of this system is that most of the employes have money to their credit ranging from $80 to $500 or $600..

For instance, one of the teamsters has to his credit about $500. If an accident should happen whereby he should lose a horse, he would be enabled to draw his reserve and purchase a new one immediately.

It has been found that this system makes the men more careful in their work. They have an interest in the goods from the time they come in the store until they are sent out and the retailer pays for them.

The business consists of flour, tea, sugar, molasses and general groceries. Fancy Barbadoes molasses is imported direct from the island ; teas are brought direct from India, Ceylon and China, and flour and sugar come in the same way from the miller and refiner. Certain brands of flour have been originated by the firm. Golden Eagle, the standard Ontario brand, has been on the market 25 years ; Golden Lion and Red Rose, standard Manitobas, were brought out ten years ago.

In their own factory the firm's Tiger teas are blended and packed. The work of making the boxes, printing the labels and packing the goods is all done by local people, as Mr. Hatheway is a firm

W. F. HATHEWAY, M.P.P.,

A St. John Wholesale Grocer, Recently Elected to the Provincial Legislature.

believer in the principle of patronizing home industries.

A NEWCASTLE RETAILER.

Stanley W, Miller was born in Newcastle, N.B., March 9, 1877. His father, W. J. Miller, conducted a general meat and grocery business in Newcastle from 1865 till his death in 1898, when two of his sons, Stanley W. and Harry S., took up the business between them under the firm name of Miller Bros. They do a large and increasing cash business, selling meat, provisions, hay, oats, feed, etc., in their store on Castle and Water streets.

S. W. Miller is a graduate of Harkins Academy, Newcastle, and of the Ontario Business College, Belleville.

He became a member of the Board of Trade in 1900, and has ever since been an enthusiastic advocate of every scheme calculated to increase the town's business and prosperity. He has been a member of the Board of Trade council since 1904.

Since 1903 he has been a member of the board of school trustees and never fails to take an active part in educational meetings. He has long been an ardent advocate of manual training in the schools and hopes soon to see that branch established here.

Mr. Miller ran for aldermanic honors in 1903, but was unsuccessful. In 1905 he was candidate for mayor, and was elected over Patrick Hennessy, another grocery man, whose photograph recently appeared in these columns, by ten votes. In 1906 the same candidates ran and Mr. Hennessy was successful by nine votes. In 1907 the contest was between Mr. Miller and Ald. Howard Williston. The former was victorious by 118 majority.

Mr. Miller was a candidate for the Provincial Assembly for this county on the Government side in the election held on March 3rd, but went down to defeat in the landslide that struck the Liberal party. He will, no doubt, be heard from again.

Besides attending to his ordinary business, Mr. Miller devotes much time to Freemasonry, being a Mystic Shriner. In church affairs he is an Episcopalian.

HULL GROCERS ORGANIZE.

Growing Association of Retailers Formed Recently With Strong Executive.

With the object of better protection and for the raising the status of the trade generally, a grocers' association has been formed in the City of Hull. Though the association is only a few days old, the membership is already 25. It will be the intention of the association to protect the food supply and to give better food to the poor at a fair price. It also will deal with anv important questions which may arise from time to time and make its power felt with the city council. The following is a list of the officers: Joseph Martel, president; P. Daoust 1st vice-president; A. Labelle, treasurer; V. Chalet, secretary.

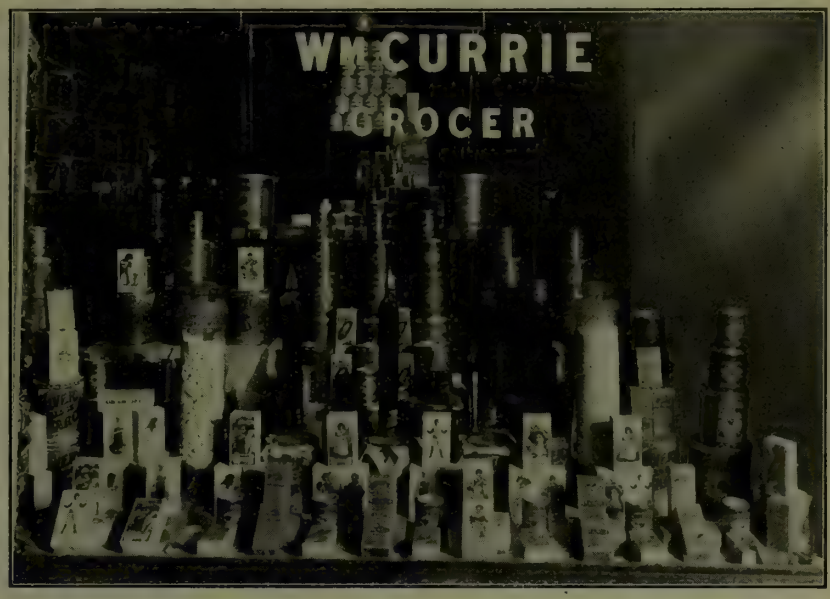
James Joiner has purchased the dairy business of Alonzo McLean, Wallaceburg, the change going into effect on Monday.

A SYRUP AND STARCH WINDOW

Montreal Grocer Arranges Attractive and Profitable Display With Proprietary Goods—How the Window Was Built Up.

Wm. Currie, a St. Catherine street, Montreal, grocer, recently dressed a very attractive window, which illustrates the selling force of a simple arrangement of foodstuffs of merit in the window of the store. Nothing elaborate is attempted in the display, as the photograph shows.

Edwardsburg Starch Company's Crown Brand table syrups are to the fore, pyramids being built with 20-lb., 10-lb., 5-lb., and 2-lb. tins. Benson's prepared corn starch, Silver Gloss starch and Enamel starch are the package lines displayed. Two tall glass jars are prominent in the photograph. These contain starch and add to the neatness and balance of the display. There are also three tall glass jars containing syrup in the centre of the window between the two starch jars. These assist in carrying out the idea more perfectly. They are a good selling feature, as well, as one notes the transparency of the syrup. The display resulted in a material increase in sales.



An Attractive Grocery Window Dressed by Wm. Currie, Montreal.

GATHERING OF "100 POINT" SALESMEN.

Toronto Manager Tells of Unique Convention in Dayton, Ohio.

F. E. Mutton, district manager of the National Cash Register Co., with headquarters in Toronto, has just returned from a novel convention held at the company's works in Dayton, Ohio.

Speaking to The Grocer, Mr. Mutton gave several interesting facts in regard to this unique gathering of salesmen.

"The convention was composed of what is known as the '100-point Club,'" said Mr. Mutton. "which was organized some years ago by our selling force in the United States and Canada. To be a member a sales agent must have sold an average of 100 points, or $2,500 a month, or netted 1,200 points, $30,000 per year."

"Do the district managers all belong?" asked The Grocer.

"Not at all. To be included in the membership a manager must have as members from his district 40 per cent. of his selling force. Only two other district managers were eligible, and we were very proud that our Canadian sales force were able to command this average."

"One result of the convention," continued Mr. Mutton, "was a material reduction in price of the cheaper lines of registers, and this was felt at once in increased sales."

"What about your Toronto factory?" was asked. "Do you do any amount of business here?"

"Why yes," was the reply. "We consider that the National cash registers sold in Canada are practically the product of Canadian industry. Fully 80 per cent. of the machines sold in my district, which includes practically all of Canada, are turned out from the Toronto factory."

"Our spring business has opened with a rush," said Mr. Mutton, when questioned as to business outlook, "and there is every indication of a large increase in sales this year. My men are all very enthusiastic over the outlook."

BUSINESS GOES ON.

A meeting of the creditors in the case of the E. D. Marceau Company, Montreal, which recently voluntarily liquidated, was held on Tuesday afternoon in the offices of Kent & Turcotte. It was decided that the business should go on as usual for the time being, and W. H. Halford and A. Hendry were appointed by the creditors to keep in touch with the affairs of the company in their interests. Mr. Marceau himself is sanguine of reorganizing and getting things in first-class shape in a month.

Grocery News from Coast to Coast

What is Happening in the Principal Cities and Towns of Canada—Business Changes and New Ideas in the Trade—Letters From Our Special Correspondents.

BARRIE.

Trade here and in the vicinity has, in the last week, picked up wonderfully, with some staple articles on the jump and others taking a downward tendency. Sugar is perhaps one of the foremost of these that is causing no little gambling by various merchants as may be seen by the Grand Trunk Railway report of three cars of sugar from Montreal since March 5th and not only merchants, but townspeople and farmers, are buying heavy at the present price, fearing a much greater advance before long.

* * *

The local millers dropped their prices in the last two weeks 40 cents per barrel all round. Lent, also, seems to have boomed trade this year, where other years it has been poorer. The cold weather has allowed the merchants to handle and display a great many varieties of fresh frozen fish which will explain the better business for Lent. The good roads and weather, too, in the past two weeks, have, with the others, added also, increased trade.

* * *

The local Italian fruit men are talking of putting carts on the streets this summer and selling their fruits for the same prices as their brother dealers in Toronto and Montreal. This is caused by a spirit of retaliation as the by-law to increase the peddlers' cart and street vending wagons' license from $10 to $50 was proposed and carried by aldermen who in their places of business are grocers and fruiters.

* * *

Butter continues very high here, but eggs have taken a big tumble and the merchants are getting all they can handle now at 17 and 18c a dozen while butter is from 9c to 10c higher. Potatoes have also taken a drop of from $1 a bag to 75c and one load sold on Saturday at 75c for very good potatoes.

* * *

Thos. Ross, who left town last summer to go to Midland, is again back to town and is now with E. A. Sibbald. He says Midland is a good business town but it isn't in it compared with Barrie.

* * *

Steve Vair has returned home from Renfrew, where he has been playing hockey with Renfrew Pros. Steve is one of Ontario's best hockey players and our town is proud of him. He will, as usual, take a hold in his father's store till hockey claims him for another season.

* * *

Fred Grazley, of Lucas, Steele & Bristol, Hamilton, spent Sunday at his home here. The road seems to agree with Fred as he looks the very finest.

CHATHAM.

The annual egg deluge is upon us, and the price of the product of the domestic hen has fallen correspondingly. Last Saturday's market prices ranged from 20c to 17c. One grocer received 350 dozen of eggs ; and when it is considered that there are upwards of fifty grocers, small and great, in Chatham, the extent of the influx can readily be imagined. Were it not for the fact that most of these eggs are shipped, the prices would drop still lower.

A NOVEL CREDIT SYSTEM.

Here's a suggestion from a Montreal grocer who intends using the system for credit business. He will issue books containing one thousand stamps valued at 1 cent each. These he will sell to his customers for $10 a book or take their note. Each tine a customer comes in and makes a purchase, amounting to say 40c, the clerk will tear off 40 stamps from the book, or more as the purchase may warrant. In this way he will reduce labor of bookkeeping, and the worries of collecting his accounts. The idea may not be entirely new, but it seems that it might be more generally used to good advantage.

* * *

Mr. Lane, formerly of McCallum's hardware store, intends opening a grocery in the store recently occupied by Mrs. A. E. Rumble, on Stanley avenue.

* * *

Geo. R. Bradley returned to St. Catharines last week, after spending a week here in the interests of the local branch of Bradley & Sons' grocery. P. B. McQueen, the local manager, recently returned from a short holiday trip to Paris.

* * *

Peter Forbes, the James street, Wallaceburg, grocer, is quite ill.

* * *

O'Flynn & Burgess, of Wallaceburg, are having the interior of their grocery painted.

* * *

John E. Richardson has started a milk route in Thamesville, in connection with his meat business.

* * *

McKinley Bros, of Wyoming, are installing a handsome plate glass front in their store.

* * *

The Kent Produce Company, Limited, of Blenheim, an organization formed some time ago to buck the "bean combine," held an interesting meeting last week in Harwich town hall. The building was crowded to the doors. High bean prices, followed by a tremendous drop, were given as the moving causes which had put the company $4,000 behind for the season, though shortage of necessary capital and repairs to machinery had also contributed. The president and secretary explained that $8,000 was needed to carry on the business, and the shareholders were asked to subscribe this amount. The almost unanimous opinion was expressed that the company must be kept going. Before the meeting was closed, nearly $4,000 was subscribed, and it is expected that the balance will be procured without much difficulty. Besides helping to keep up the price of beans, the company handled articles needed by the farmers.

GALT.

The trade in Galt has picked up considerably during the past two weeks, and the grocers are beginning to wear a smile of contentment which has been lacking for the last few months. The country roads have been opened and as a result butter and eggs are more plentiful.

* * *

The attendance at the market was the largest on Saturday for some time, and as a result there was a drop in the price of both butter and eggs, the latter dropping from 28c to 25c per dozen, while the former dropped one cent, to 27c. A feature of the market was the scarcity of poultry, there being only about four pairs offered for sale and these commanded an almost prohibitive price. The farmers state that they are willing to sacrifice the hens when they are beginning to lay. A local dealer makes the prediction that eggs will be selling at 18c per dozen before Easter.

* * *

The industrial situation in Galt, while not nearly so serious as in other towns and cities, is not improving as rapidly as one could wish, but the general feeling is that the warm days will have the effect of brightening things up, at least so far as the unemployed are concerned, for then, if nothing better can be had, the corporation will provide work for a large number, many of whom are now

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

depending on the town for their daily sustenance.

* * *

If you value your personal appearance, it is unsafe to joke with any of the local grocery clerks regarding the sale of fish.

* * *

Salada tea is being extensively advertised in the local papers at present, and grocers report a somewhat increased demand.

* * *

J. Cummings has disposed of his grocery on Dickson street to Geo. Clay. The Clays have formerly been in the business in Galt and have an excellent reputation as public purveyors.

* * *

Who told the Ingersoll correspondent that it would be a poor season for sap? Let him come down and enquire among the farmers in this vicinity and he will be informed that prospects for a record season were never better. And the farmers of South Waterloo generally know whereof they speak.

* * *

The Goldie Milling Company, manufacturers of Star Brand pastry flour, are offering prizes for the best limerick. This advertising scheme is meeting with much success.

INGERSOLL.

Conditions which prevail in many busy grocery stores suggest the necessity of a parcel department. When one enters a crowded store and sees the counters literally covered with parcels, the clerks struggling to keep the delivery orders intact and systematize the routes, and at the same time wait on the impatient customers, he is inclined to the belief that a parcel department is practically indispensable. A department of this kind would obviate much of the confusion that is experienced by the clerks and they would have greater time at their disposal to attend to the wants of customers, while the store would present a much more orderly appearance. The responsibility of the clerk would cease as soon as the orders were "put up," the person in charge of the parcel department arranging and keeping a check on the deliveries as they go out. There are many stores where a system of this kind should work advantageously and it would doubtless be appreciated by many customers, especially those who are willing to take their purchases with them. It frequently happens that when one has purchased several articles with the intention of carrying them, they are placed on the counter as they are tied up, with many other parcels, and then both the clerk and the customer loses time. The clerk has to pick them out—one here and another there—just as he tied them up, whereas if all the parcels to be sent had been removed to the parcel department this waste of time and unnecessary confusion would have been avoided. It is characteristic of human nature to offer suggestions, but be this as it may, there are times when the opinion of a disinterested party contains practical advantages, and there are lots of merchants who, if they could only see their store conditions as do others, they would speedily recommend improvements.

* * *

And so the price of sugar is still soaring! Well, if it only gets up as high as it wants to go at the present time and is down within hailing distance by the time the fruit season opens, the average householder will probably cease complaining. But nevertheless these constant "jumps" in the price are not at all pleasing to the dealers or the consumers. However, the present prices ought to be a guarantee that the maple syrup is "direct from the tree." Those who are sceptical about purchasing the maple product for fear of sugar adulteration have not much cause for alarm under existing conditions.

* * *

The first new maple syrup was marketed last week and was readily disposed of at $1.25 per gallon. There have only been a few favorable days for syrup making and existing conditions would indicate that the season in this section will be a short one. The supply of syrup thus far has been very limited and it is questionable if enough will be made to meet the demand, as many producers keep the major portion of their supply for their own use. The quality of the syrup already marketed is said to be first-class.

* * *

The Railway Commissioners held a sitting here on Thursday last, when conditions in connection with the dangerous crossing of the G.T.R. over Thames street were fully investigated. The town's case was a very strong one and as a result a very favorable decision is expected. G. T. Blackstock acted for the town, and Geo. A. Ricker, of Buffalo, consulting engineer, gave expert evidence as to feasible switching arrangements which would lessen the danger at the crossing. Many witnesses testified, among them being several farmers, who stated that the crossing was particularly dangerous on account of the shunting that is done over it, by which the public is also greatly inconvenienced.

* * *

The ladies of Ingersoll turned out en masse last week to view the spring millinery and some of the grocers took advantage of the occasion to have their windows very attractive. An attractive window is always a good advertisement.

PERTH.

Seven cents in one week. This is the difference in the price of eggs to-dav compared with seven days ago. Present price is 18c a dozen with very fair supply. Butter is scarce. The price varies from 23 to 28c.

* * *

We read with interest your article headed "Help Yourself by Helping the Farmer." The farmers in this district have at present the advantages you in your article suggest, that retailers give them in the way of meetings, etc. We have in connection with the Perth Collegiate Institute the largest agricultural class of any High School in the Dominion. The teacher (who is a graduate of the Guelph College), as well as teaching his class at school has a downtown office and has brought about the organization of a "Farmers' Club" which holds regular meetings to discuss matters of interest to the tiller of the soil. The Canadian Club of Perth, saw fit to have as the speaker at its last meeting, G. C. Creelman, the president of the Guelph College. His address was full of instruction to farmers and those present must have derived much benefit. From this you will see that a move on the part of retailers in the direction of bringing about meetings for farmers is hardly necessary in Perth.

* * *

There is, it seems to me, one disadvantage in connection with a general delivery system, the question which has been brought up by the Ingersoll correspondent. Very few will deny that prompt, satisfactory delivery is good advertising. Taking this for granted, will it pay you, a merchant with a first-class delivery, to encourage a system that will put you on the same level with your competitor whose present system is far inferior to yours?

* * *

Samuel Rae has opened a grocery and flour and feed store on Gore St.

EDMONTON.

There has been a decided improvement in the grocery trade in the city in the past few weeks. The mild weather all winter has made conditions much better than was expected and the indications of an early spring has stimulated the trade considerably.

* * *

No move has been made by the retail grocers to organize an association, although it is generally conceded that such an organization would be beneficial. The spring is a good time to organize and it is hoped that some enterprising and energetic grocer in the city will start such a movement.

* * *

The firm of Gariepy & Lessard, grocers and general merchants, conducted a window-guessing competition recently which was productive of considerable interest and of good results. In one of the store windows was displayed a large number of cigars, and the public were invited to guess the number, the one coming nearest to receive a prize. There were 12,650 cigars in the window. Carl Johnson came first with 12,985, John McQuaid second with 13,000 and A. J. Foages third with 12,250. The winners were presented with a box of choice cigars each. About 125 guesses in all were received.

* * *

Arrangements have recently been completed whereby Edmonton and Calgary wholesalers and retailers have been given more favorable freight rates. This new arrangement, which came into effect on March 15th, amounted to 5c per

100 pounds on freight in class 5 and 8c per 100 pounds on machinery and agricultural implements. The greater proportion of freight shipped into Edmonton is in class 5 and there is also a considerable quantity of machinery and agricultural implements, so that the reduction of from 5 to 8c materially affects wholesalers.

The reduction of this freight rate places Calgary and Edmonton on the same basis as Winnipeg with regard to freight. Previous to this Winnipeg had a more favorable freight rate on goods from Eastern Canada. The new rate will also do much to make Calgary and Edmonton the leading wholesale and distributing centres of the West. The new rate does not apply to the smaller places in the West, and as a consequence the Edmonton and Calgary wholesalers will be able to bring their goods from the East much cheaper and can then ship them out to the smaller dealers in the surrounding towns and cities.

* * *

Great preparations are being made for the Dominion exhibition to be held in Calgary in July next. The Twin Cities of Edmonton and Strathcona have decided to make a joint exhibit which will be worthy of the excellent district which it represents.

KINGSTON.

At a special meeting of the retail merchants on March 19th in the cozy quarters of the Board of Trade rooms, a resolution was carried to the effect "That the trade lost by the action of the railroads in cutting out the single fare excursion rate every Thursday be regained if possible; that circulars be issued offering the inducement of a refund of half-fare to all people from the districts affected buying $10 worth or over, not necessarily at one store."

If they go to Jones, grocer, and purchase $5 worth it is put on the slip and the number of his or her ticket. Then Smith puts his sale of, say, $5 worth. Then the purchaser goes to the secretary and gets the half-fare or return fare, which is more.

To begin the work it would need thirty signatures of merchants pledging $15 each for expenses, advertising, etc.

The peddler trouble also came up and all agreed that the chief and his force of policemen were lax in not enforcing the laws regulating such people.

* * *

Our early-closing by-law is not properly looked after, in fact the only use for policemen seems to be to arrest helpless drunks.

* * *

D. Lawson, the well-known representative of Jones & Co., booked some large orders for import last week. His house carries a fine line of goods. I had simply forgotten about them, as I have not seen their ad. in The Grocer for some time and when an ad. is taken out I always feel that the house is going into liquidation or the senior member has died with water on the brain. Yes, it pays to advertise.

* * *

J. H. Galloway, the genial representative of the Imperial Syrup Co., is here pushing maple syrup. The maple trees, of which Kingston is full, looked on with reproach and said: "Our brother maples around Montreal must be early birds. Why we are not thinking about sap yet but in about two weeks we expect to be bored to death and that our heart's blood will be trickling down everybody's throat."

* * *

Morrison, of Cleveland and Royal Baking Powder fame, made his usual call this week and he is just the same genial traveler he was twenty years ago. Cheap baking powders have lost their grip here. They are flat and cannot rise. Purity leads like Longboat in the long run.

* * *

James Reddin & Co. have received the contract for supplying the permanent militia here.

I hope they will make on it, but from the way sugar and other commodities are going it looks bad for contractors.

* * *

Regarding government institutions, asking for tenders I think a week should be ample time for them to consider and accept. Since supplies for penitentiaries were tendered for, March 1, sugars have advanced three times, which means quite a margin to lose.

* * *

Delivery boxes is a small thing to talk about and yet it is surprising how many are lost in a week by careless drivers. One merchant said he lost so many he thought he would try a new scheme, so he bought two dozen fancy willow baskets, oblong shape, and it brought good results and they paid for themselves in two months. Another grocer bought the patent folding boxes with like results. The Salada tea boxes make excellent delivery boxes. They look clean and neat but get lost. The greatest loss is with ginger ale bottles. Here some drivers are instructed to collar every one they see.

LONDON.

Wholesale trade has shown an improvement during the past week, due to better roads and the fact that retailers' stocks are running low. The two additional jumps in the price of sugar were the events of the week. All staples including cereals, are firm. Teas, fine to medium, are very firm, while low grades are rather in buyers' favor. Retail trade is also livening up.

* * *

The housekeeper is congratulating herself that while that important commodity, sugar, has within a few weeks advanced fifty cents per hundredweight, having moved up twenty cents during the past week, she continues to get the same number of pounds for the dollar as she did before the upward movement began, and local retailers say she will continue to be so treated, as it is found practically impossible to raise the price to the consumer. Competition of ill-advised grocers, who continue to offer 20 or 21 pounds for the dollar, prevents the legitimate dealer from raising the price. True, these price-cutters are few in number and are all non-members of the association, but any advance by the retailer in keeping with the advanced price he pays would undoubtedly mean loss of trade to him. As one grocer remarked this morning; "Just leave these slaughterers alone long enough and they will cut their own throats for no man can afford to sell at a loss." Meanwhile the consumer is not troubling herself about the price of sugar.

* * *

At a meeting of the creditors of Lind, Kerrigan & Co., the Canada Trust Company was confirmed as assignee. J. Harley Brown, Redpath's representative; C. A. Ross, manager of the Dominion Bank, and George C. Gibbons, K.C., were appointed inspectors. The assets were estimated at $54,000, $30,000 of which is represented in stock, and the liabilities at over $70,000. The stock will be offered at auction on Thursday, April 2. At the meeting much sympathy was expressed for the members of the defunct firm, the creditors present expressing the deepest regret at the turn affairs had taken. It is recognized on all sides that the insolvency was not due to any lack of ability or energy, but to insufficient capital and the monetary stringency.

* * *

The regular monthly meeting of the Retail Grocers' Association will likely be postponed for a week, pending the procuring of a new place of meeting. It is not at all unlikely that the use of the Board of Trade rooms will be secured.

MONTREAL.

A St. Catherine St. grocer upon whom a call was made, in speaking of the Co-operative Bill which was passed recently in the Commons, decried the hasty manner in which it received both readings, saying it was a shame to note the manner in which it was dealt with in view of the great importance it has for the retail grocer. A man to-day starting a grocery business is required to furnish a certain capital and is responsible for the full value of the stock, whereas a co-operative concern in starting is merely required to furnish the nearest post office with a list of the shareholders, and a shareholder is not responsible for any more than the amount of his share. This is not fair to the retail grocer, and it is sincerely hoped that the Senate will either throw out the bill or amend it.

* * *

Some wholesalers report having recently received good orders for spring shipment by first boat to Gaspe and

other points in that district as well as by rail to the West.

* * *

Burglars entered the store of J. O. Desrochers, 472 St. Denis St., on Sunday night, March 15, forcing a back door to get in. They stole groceries, liquors and cigars to the extent of $100.

* * *

Walter Paul has returned after spending a week in New York on business.

GUELPH.

The annual meeting of the Guelph Clerks and Salesmens' Association was held on Tuesday evening and the following officers were elected for 1908: President, W. G. Hood; vice-president, F. Best; secretary, R. Robinson; executive committee, C. M. Passmore, E. G. Hicks, J. McKenzie, J. Dingman and B. McDonald. As four of these are grocery clerks the business is well represented and now comes the contest. The merchants' association have decided that the regular Thursday half-holiday will not be granted this year, but the clerks' association think they should have it. The public are about evenly divided. There should not be any hard feelings between these two associations and such a small question can be easily decided by having a joint meeting and threshing it out in a friendly debate. Those gentle persuasive manners that the clerks have will likely be able to fix that half-holiday all O.K. without any hard feelings. It would be a good idea for these associations to have a joint meeting occasionally, anyhow, and would create a much better feeling.

* * *

The Kandy Kitchen had a splendid confectionery window display for St. Patrick's Day. It had the Shamrock in the centre and in the two back corners were two large Harps of Erin all tastefully set-off with green ribbons and the rest of the window consisted of green bon bon boxes with clay pipes tied on the top. It made a nice display and was greatly admired.

* * *

Chittick & Hastings have dissolved partnership and Mr. Hastings has accepted a position with Little & Costigan.

* * *

E. Torell, formerly with Peter Anderson, has accepted a position with A. G. Groom.

* * *

G. F. Campbell, traveler for Blue Ribbon Tea, was in town this week and reported business in his line good here.

* * *

There were only a fair crowd of farmers in town Saturday and business was not so good. The past few fine days have changed the prices a little, eggs dropping as low as 20c a dozen and potatoes to 75c a bag, while real choice apples are scarce. The garden seeds have started to sell and from now on business ought to be good.

* * *

The sap has started to run and a few farmers in this neighborhood are busy making maple syrup.

* * *

Prof. Harcourt, of the O.A.C. has left on an extended trip to England and Germany to prosecute inquiries relating to the methods adopted there in preventing, discovering, and generally dealing with the adulteration of food products. He will pay particular attention to what is known as the chemistry of foods.

VANCOUVER.

Butter from Oregon is on the market this week, having been brought in by a couple of local firms. It is not of particularly good quality and is going at 30c. It was a special shipment, and is now all in the hands of retailers. However, it is not any better than the eastern creamery, though at the present time a change in name will often bring a good sale. New California butter is expected on the market here next week.

In the Puget Sound country south of Vancouver, there is what might be called a butter war. To meet a cut in Portland, Seattle, jobbers dropped Washington creamery to 32c, after considerable consideration. Seattle was expecting the new California article in a week ago, and as there is good demand there, Vancouver and other British Columbia coast cities will have to wait a little longer.

* * *

As the result of the rise in California quotations, there is an increase of 40c a case in oranges, which are now going at about $2.65. Oranges are riper now than they have been this winter, and it is only lately that really good fruit has been available. With the ripeness comes more shrinkage, which dealers have to allow for.

* * *

The apples here just now are nearly all American, another large shipment arriving during the week. These are held at from $2.25 to $2.50 per box, with Ben Davis at $2. The special Okanagan fruit, which is always in demand, is not to be had in any quantity.

* * *

California vegetables, such as cucumbers, etc., are here, but at prices prohibitive except as luxuries.

* * *

Things are looking fine for British Columbia fruit. Martin Burrill, who went with R. M. Palmer, head of the provincial bureau of information, to England, with the exhibit from this province, is back again. Mr. Burrill delivered a course of lectures in the Old Country, and is greatly pleased with the interest that was shown and the attention which is being given to British Columbia as a fruit-growing country.

On top of this comes the news of the high prices being paid for British Columbia apples in the Old Country, the following being figures at Glasgow: New Pippins, $3.50 to $4.75; Kings, $4.30; Nonsuch, $3.10 to $4.10; Salome, $4.10; Spitz, $3.50 to $4.10; Spies $3.50.

A correspondent at Kaslo, which might be called one of the new districts, writes that trees there produced from ten to twelve boxes each, with trees planted at about 100 to the acre. The cost of production, including grower's wages and all other expenses, is approximately 50c per box. These figures give large results in the way of profits.

* * *

That no effort is to be spared by the Kootenay Fruit Growers' Association in putting the best on the market is shown by the engagement of R. C. Brock a noted expert of the Hood River Valley, Oregon, to act as secretary and to instruct the ranchers in the best methods of packing and planting.

That the best nursery stock is produced in the province is indicated by the large order for many different kinds received from Bellingham, Washington State, by M. J. Henry, of Vancouver. This, despite the fact that large nurseries are located in that State.

* * *

A movement is on foot just now to organize a co-operative society, and a committee is active with the preliminaries. It is found a little more difficult than ordinary owing to the fact that the recent hard times has put many a workingman in debt with his dealer. Although the success of similar organizations in the Old Country are pointed to as an example and as a reason for the success of a society in Vancouver, still people are deterred from joining by the threat of the store-keeper who will demand payment of back accounts, failing which there will be actions in court. The co-operative business would mean the removal of the trade of its members, who would establish their own businesses in various lines, and buying direct would sell at the profit of operation. A further meeting will be held next week, when it is expected officers will be appointed.

* * *

The cannery projects in Chilliwack and Penticton are going ahead, and the prospects are that with the fruit season these two establishments will be in operation. At Penticton a committee consisting of J. R. Mitchell, G. F. Guernsey, S. W. Hatch, S. J. Heales and J. W. Macfie has been appointed to complete organization. Every encouragment has been met with, and although money is close, it has been surprising how the people have responded to the call for funds.

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THE NEXT CROP SEASON

Are we to have an early spring? Has the past winter been favorable for a good crop the coming summer? These are questions which are not only of general interest but which retailers may chat about with their farmer customers.

The authorities in the observatory at Toronto say that at present, conditions, particularly in Eastern Canada, are very springlike. While a large quantity of snow still remains in the country districts there is very little frost in the ground and conditions generally seem very favorable for the early opening of the spring activity.

In the west conditions are not quite so favorable. Considerable snow fell in Alberta and also in Northern Quebec about the 21st and this will delay the opening somewhat.

The outlook in the West, however, is much more favorable than at this time last year, the authorities say. A year ago heavy sleet and snow storms were prevalent and some of the branch railroads were blocked up for three weeks. Nothing similar to this is anticipated this year.

The question as to whether the past winter has been a favorable one for the crop outlook seems rather difficult to determine. The old idea that a heavy winter meant a good crop, while it has some foundation, is not altogether true, the agricultural authorities say, for the prevalence of other conditions may destroy the good results of a heavy snowfall.

For ideal winter conditions, from the standpoint of the agriculturist, the snow must come early, before the heavy frosts, and must remain all winter, though the fall must not be too heavy.

Snow is a good fertilizer. When falling, through chemical action, it brings down an appreciable amount of ammonia, which is held in solution in the air, and deposits this in the ground, and this chemical is effective in supplying nitrogen to the growing crop.

Crops need air, and water standing on a field of fall wheat drowns or "smothers" it out. In an open winter the same thing occurs, for the ground freezes solidly and causes this "smothering." Hence the benefit of an early snowfall, which allows an access of air to the crop. Again, alternate freezings and thawings tend to heave up the ground, which is in turn also very hard on the young plants.

While the snowfall of the past winter has been quite heavy, which condition would seem to be favorable to an optimistic outlook, the snow came late, and pre-existing conditions may not have been too favorable.

While no bulletins have yet been issued, the authorities tell us that the prospects for fall wheat in Ontario are fairly good and conditions may be better than can be foreseen at the present time.

SUGAR PRICES CLIMBING.

Interest in the grocery markets just now is centered in sugar, which has assumed a decidedly critical position. With the heavy advances of the past four weeks prices are on a basis which have not been approached since the memorable boom of 1905.

Strong as it is at present, the sugar market is not yet near the level it may be expected to reach before next summer. Indeed, those who gather market opinion, say that the present situation is assuming characteristics similar to those in 1905. In that year a loss of 10,000 tons in the European crops was the basis for ruling prices, when European beets were held at 16¾ cents, and American raws at 5.31 cents.

This season we face reports of a materially decreased output of the cane crops in Cuba, Porto Rico, Trinidad, St. Kitts. Antigua, Demerara and the West Indies. Java and Mauritius also report decreased estimates. This means that there will be an enormous demand on this continent for foreign beets, and it is said that Canadian refiners will also have to look there for supplies.

Another point, which may be counted on to give stability to this situation is the fact that a season of large business in sugar is just ahead. The heavy demand during the summer seems likely to sustain prices, not only as based at present, but which will in all probability climb many points higher before May.

FLUCTUATIONS IN COCOA.

The market for that interesting fruit, the cocoa bean, whose products are so delicious and are so widely used and sold by confectioners and grocers, has borne about as much manipulation as ever falls to the lot of foodstuffs, during the last few months.

It will be remembered that during 1907 by reason of reduced production the price of cocoa beans increased fully fifty per cent. till all lines of chocolates were affected. At the end of the year, through the effect of the financial stringency and reports of increased production in Trinidad, the market was again forced down sharply. At this time speculators, seeing some opportunities in the situation, sold the market short, and another advance, amounting to six cents a pound, was made.

Following this came a natural decline and in the past two months the price of Trinidad beans dropped from 24 to 15 cents.

Last week, however, the speculators got busy again, and manufacturers who were preparing to lower the prices on their products were checked by a sudden jump this week to 21 cents. How long that price will prevail is not to be prophesied. Some dealers say this basis is justified by crop conditions and others attribute it to speculation. What the next move will be is a question that no one seems to want to answer.

CHEAP EGGS FOR EASTER.

The egg market has been suffering a steady slump during the past few weeks. The heavy importations of American new laid eggs caused a break in the high prices ruling some time ago. Since then there has been a gradual decline until lately the market has taken tumbles of several cents. This has been due in a great measure to the unusually heavy receipts lately of Canadian eggs. Shipments of American eggs are now practically nil. Advices from different sections of the country state that the hens are laying even more freely and the trade are looking forward to very liberal supplies. In view of the present and anticipated heavy offerings, it is a pretty safe forecast that Easter eggs will be within the reach of every-

one. The consumptive demand cannot cope with the present rate of offerings. An easier market and lower prices are assured.

Anent the egg situation, recent despatches from American points declare that banks will not loan more than ten cents a dozen on egg certificates. As high as fifteen cents has been obtained before. This action on the part of the banks will check speculative buying and tend to depress prices. Dealers here state that its effect on the Canadian market will be somewhat similar and that the price of eggs will be much lower throughout the present year.

INCENTIVES OF GOOD SALESMANSHIP.

Not long since the members and employes of a Minneapolis mercantile company enjoyed an unique banquet to celebrate the closing of a successful year and as the outcome of an interesting contest.

The firm offered its salesmen an extra commission on all sales for a given period preceding Christmas, and to make the matter more exciting, the salesmen were divided into two teams with captains over each and it was agreed the team ending the stipulated period with a smaller total of sales than the other should pay for the banquet out of its extra commissions. At the finish, the total of sales showed a difference of only a few dollars, which proves the contest was a close and exciting one.

A similar contest between the various sections of Canadian grocery stores could be arranged to advantage, the net result being a big boost to sales and the creation of a better feeling amongst the sales staff.

DELAYED IN SENATE.

Mr. Monk's Co-operative Bill whose provisions were fully described in this paper several weeks ago, and which was apparently railroaded through the House a couple of weeks ago when representations had been made to those interested that it would be given further consideration, was discussed at some length in the Senate on Tuesday of this week.

Senator McMullen, championed the cause of the retail merchants in Canada, said that their interests as a class should be considered and cited instances where co-operative organizations had not been successful.

Several other members spoke on other aspects of the question.

After considerable debate the bill passed the second reading and was referred to the banking committee. Considerable hope is entertained that the Senate may refuse to allow the bill to pass the third reading.

THE SITUATION IN THE WEST

The Western Viewpoint by our Special Winnipeg Correspondent.

The end of another week brings the most springlike weather, a general forward movement of immigration, the letting of large railway construction contracts, the advertising for men for construction camps and a very sharp increase in the inquiries for real estate. In another week or so it will be possible to say something of the outlook for seeding, if the present weather continues.

One of the events of the week was the signing of the contract for the building of the first 100 miles of G.T.P. east from Prince Rupert. This is practically all rock work and represents an outlay of somewhere between five and ten million dollars, more probably the larger amount.

Big Business in Railway Supplies.

The purchasing of supplies for the enormous gangs of men that will be employed has already begun. Work on another contract on the G.T.P. is also being pushed, this is the 100 miles west from Edmonton. East from Winnipeg on the transcontinental line, nearly 7,000 men are employed and daily fresh men are being sent out to the various camps of J. D. McArthur, who has the contract for this work. The supplies for this army represent very decent trade in themselves. The beef for these camps is nearly all brought in and slaughtered at Winnipeg, and during the month of February alone the beef bills ran close to $50,000 to say nothing of the smoked and dried meats that are consumed.

Land Deals and Immigration.

In real estate the event of the week has been the purchase by the William Pearson Co. of 90,000 acres of land in the Last Mountain district of Saskatchewan, from the Canadian Northern Railway. The actual price paid for this land could not be ascertained, but it was evidently a long one, judging by the figures the Pearson Company are asking and obtaining for individual farms. Another land transaction is the reserving of 50,000 acres in the Tramping Lake district near Battleford, Saskatchewan for the Lutheran Colonization Co., of Hastings, Nebraska. For this colony a large number of people will be brought in by special trains this spring and afterwards the company will continue to bring in parties, their object being to secure cheap homes for Lutherans on the fertile lands of the Canadian West.

Spasmodic Wheat arket.

The wheat market has been a dull and unsatisfactory one nearly all the week, with spasmodic advances and retreats, and but a limited demand for cash grain one day and a rush the next.

Holders of large quantities of low grade wheat at Fort William are becoming anxious as to its movement, fearing that it will not reach the seaboard in time. There has been a recent complaint that not sufficient cars are obtainable at the lake front. It is just possible that some of this congestion is due to men who held wheat intending to resell it in store at Fort William and not having done so are now obliged to ship and have thus caused a sudden rush for cars.

Distributing Seed Grain.

The distribution of seed grain is progressing rapidly and there is no doubt that this season more choice seed will be sown than ever before in the Canadian West. All seed will be delivered by the middle of April at the latest.

One of the features of this seed distribution that should not be overlooked is the splendid generosity of the railways. The reduction in freight for the carrying of seed is over 7 cents per bushel and when it is remembered that probably 4,000,000 bushels of wheat and oats will be moved back and forwards it is possible to realize what this reduction means. The price of wheat for seed, of eaen the highest grade, is $1.18 a bushel, when many looked for it to be $1.50. The wheat and oats were well bought and the buying reflects infinite credit on C. C. Castle, the commissioner who was entrusted with the task.

The Future of the Grain Exchange.

The splendid building in course of erection for the Winnipeg Grain and Produce Exchange will be offered for sale by Sheriff, the members refusing under their emasculated charter to invest another dollar in a fund to complete it. An unchartered company may be formed to buy building in.

Matters in reference to the Winnipeg Grain and Produce Exchange have taken a very definite shape during the week. Ever since the bill amending the charter was assented to the members of the exchange have been devising ways and means of making a disposition of their property so as to reduce their loss as much as possible. The council of the exchange has held many meetings and there have been many informal gatherings of members for discussion and one or two regular meetings, the nature of which was not given out to the press, but which were admittedly to find a solution of the difficulty, if possible.

Finally it was announced that a special general meeting was called for Friday, March 20, at which the council would report their findings and the whole matter would be dealt with.

The meeting was duly convened and the attendance was the largest in the history of the exchange, fully 200 memberships being represented, a number of members having come in from distant points of the west to attend.

The secretary read the report of the council, which reviewed the present critical financial situation of the exchange regarding the ownership of the $500,000 building in course of erection, which was allegedly the result of the amendment to the exchange's charter, and suggested three courses of action.

After some consideration and a couple of other resolutions, the matter was settled by the passing of the following motion :

"That in view of the financial situation of the exchange, as set forth in the

notice convening this meeting, the council is hereby authorized and instructed to inform the contractors and the creditor banks that the said exchange, in consequence of the recent legislation passed at the last session of the legislature, is unable to make financial arrangements to meet its obligations to them."

Thus the whole property of the exchange, with the uncompleted building, is thrown on the hands of the contractors and there is only one course open and that is for the contractors to have it sold by the sheriff.

May Form a "Holding Company."

Though no members of the Winnipeg Grain and Produce Exchange are willing to risk another dollar on property to be held in the name of that body, there is a strong feeling on the part of nearly all the members in the city that they would like to buy the building in when it is sold and many schemes have been talked over.

After the formal meeting on Friday afternoon it was thought well, considering the number of country members in the city, to call an informal meeeing of exchange members and lay the schemes before them. This was done and a chairman and secretary, pro tem, selected. Though this meeting was composed of members of the grain exchange it was a private meeting and had nothing whatever to do with the exchange as a body. The discussion of ways and means was long and animated, but the plan of forming "a holding company" to buy in the building was generally favored. It seemed to be considered that this would be feasible as from the location and plan of the building it is not sufficiently desirable as an office building to make outsiders keen to buy it and it would be necessary for whoever did buy to bid up to some $500,000 and of this some $300,000 would have to be cash to release the equity of the exchange in the building. If, however, a purchaser is found willing to go to a figure that will cover the indebtedness to banks and contractors and release the equity of the members to him, the property will go.

If however, the property is bought in by "a holding company" they will complete the building with a view, of course, of its being used by the grain traders of Winnipeg. The exchange, of course, will practically cease to exist with the passing of the property into other hands, but unless there is a general move to Fort William, which may not come for some months, and possibly not for a year, there must be grain trading in Winnipeg. The initiated seem to feel confident that a voluntary partnership of the old members of the exchange will be formed to carry on business and secure markets. There will be no charter, as it will be a purely voluntary company, but it is rumored the price of memberships to any but old members of the present grain exchange will be sufficiently high to keep any undesirables out of the company. Having no charter, such a company will be subject only to the common law of the land and cannot be legislated against for the amusement or the benefit of any class whatever. Any such voluntary partnership would, without doubt, be operated, so far as rules and by-laws are concerned, along the same lines as the present exchange, the rules and by-laws of which have been pronounced again and again entirely in accordance with common law. Unless this can be done the whole grain trade will be in a hopeless muddle, and even if eventually this scheme is worked out, there must be months of chaos and uncertainty and always heavy financial loss not only to members of the exchange, but also eventually to the producers, when they begin to feel the influence of this extremely chaotic manner of trading.

Situation Affects Financial Corporations.

The passing of this confiscatory legislation is already being felt in many directions and in none more than in financial corporations. Head offices in England and in the east are instituting the most searching inquiry into the effect of this legislation on vested interests and in not a few cases insurance and other companies holding provincial charters are quietly but rapidly taking steps to secure Dominion charters or put their companies on some different basis.

The attitude of large loan companies and banks is that if this legislation is possible in the case of one provincial charter it is possible in all, and that therefore loans to any company or corporation having a provincial charter are more or less unsafe and to be avoided for the future.

JOS. ETHIER.

Of Laporte, Martin & Co., Montreal, On Advisory Committee, Exhibition of Groceries.

MAY IMPORT TEA DUST FREE.

Bill Favoring Manufacturers Likely to Pass Congress.

The following item from a recent issue of the New York Herald will be interesting to Canadian readers: "The bill that has been periodically introduced by Senator Stone, of Missouri, and by his predecessor, Senator Cockrell, to permit the free importation of tea dust and tea sweepings will be favorably reported by the Ways and Means Committee of the House. Caffeine and its associate drug, theine, so largely used in the compounding of headache remedies and similar medicaments, are manufactured from the dust and sweepings of tea, whose importation is forbidden by the act of 1897."

REDUCED RAILWAY FARES.

Latest Move in Connection With Montreal Exhibition of Groceries.

Through the energetic efforts put forth by the management arrangements for the holding of the Montreal Exhibition of Groceries are rapidly being completed.

Reduced railway fares is the latest idea. It has been arranged that railway companies shall sell lowest one-way first-class tickets for the round trip. From stations where one-way first-class fare to Montreal does not exceed $2.50 tickets will be sold good going Thursday and Friday, April 23 and 24, and returning until Wednesday, April 29. From Kingston, Sharbot Lake, Renfrew and east in the Provinces of Ontario and Quebec, tickets will be sold good going Wednesday, April 22, and valid for return until Wednesday, April 29.

As the fair starts April 17 and runs until April 29, it will be seen at its best during the time of the reduced railway fares. Grocers who can possibly manage to attend the exhibition should do so, as the educative value of the visit well merits the slight expenditure entailed.

There are doubtless many grocers who have occasion to visit Montreal periodically. Any who do should seize this opportunity of killing two birds with one stone.

Space is rapidly being sold, One of the latest booths sold will contain a display of Balmoral pure food products.

A HALF CENTURY'S RECORD

When a manufacturing business has been successful continuously for over half a century, without a halt, it has certainly achieved a very enviable record and naturally this fact is given a dependence by consumers, in the goods made by such a concern.

The Boeckh Brush Factories in Toronto were established in 1856 and it has been their continuous success that has made the present large demand for the always reliable "Boeckh Brushes." Almost from the very start, the name Boeckh has been recognized as an assurance of excellence of quality and value—the natural result being that to-day nearly 80 per cent. of all the brushes made in Canada bear this name.

Their manufactures comprise a varied line of spring goods and those who have not already got in line for the "Spring Cleaning and Painting Up Sale" should do so at once as the demand for brushes particularly is heavier at this season than at any other time.

Markets and Market Notes

Sugar Situation Exceedingly Strong With Active Business—Changes in Several Staple Lines—News From the World's Markets.

QUEBEC MARKETS

Montreal, March 25th.

POINTERS—

Sugar—Up 20c and very firm.
Eggs—Easier, receipts heavy.
Butter—Easier.
Maple Syrup—New crop expected.
Tapioca—Firmer in Singapore.
Beans—Down 5c.
Coffees—Maracaibos scarce and higher.

The high price of sugar at present is responsible for considerable comment among the dealers, and the prospect of its being higher before May is not favorably received. The heavy receipts of fresh laid eggs are responsible for quite a decline in prices this week. The demand is strong also, but in some cases the receipts exceed the requirements of the market considerably. Tapioca is reported as being firmer in Singapore, but no advance in price is noticeable locally. Beans are easier, being quoted at $1.75 to $1.85 this week. Butter is easier also. Fresh made is being received and is quoted at 31c to 32c. Fresh dairy rolls are in good demand, and are scarce. Prices, however, are lower in sympathy with creamery. Japan and Gunpowder teas are reported in good demand this week. Conditions in the country are better, and payments are being received more freely so that an improved condition of affairs rules.

SUGAR—The sugar market is very firm at the advanced prices, with an upward tendency. On Thursday of last week the price was raised 10c, and on Friday another advance of 10c took place. While any further rise is not looked for at present, it is the general opinion that before May 1 the price will be $5 a barrel for granulated. The demand at present is heavy.

Granulated, bbls	$4 80
" ½-bbls	4 95
" bags	4 75
Paris lump, boxes, 100 lbs	5 65
" " 50 lbs	5 75
" 25 lbs	5 95
Extra ground, bbls	5 25
" " 50-lb. boxes	5 40
" " 25-lb. boxes	5 60
Powdered, bbls	5 00
" 50-lb. boxes	5 20
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUP AND MOLASSES.—The syrup market is unchanged this week. Molasses is in good demand, but stocks held locally are light. Prices are the same as at last report.

Barbadoes, in puncheons	0 31 0 33
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—The market is rather quiet this week. The weather is favorable for maple operations and new goods are expected to be on the market by next week. Prices are the same as last report.

Pure maple syrup, bulk, per lb	0 06 0 08
Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 10½ 0 11

TEA—The tea market continues steady, there being this week a fair amount of business passing. Japans and Gunpowders are selling particularly well, and all other lines are in fair demand. Prices are the same as last week.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
Medium	0 22 0 2
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 19 0 20½
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—The coffee market remains steady this week, and a good amount of business is being done. Maracaibos are very scarce owing to the shortage of the crop and are quoted at 11½c, an advance of ½c. All other lines are in good demand at the old prices.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 08½ 0 09
Santos	0 11½
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The dried fruit situation is unchanged this week. Malaga and California raisins are easy, currants are also easier in feeling. Loose muscatel 3 crown rasins are lower, being quoted at 9c to 10c. Dates, figs and prunes are unchanged.

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07 0 07½
Finest Vostizzas "	0 07½ 0 08½
Amalias "	0 07½ 0 08
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07½ 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½
Selected, per lb	0 06½
Layers, "	0 06½ 0 07
Dates—	
Hallowees, per lb	0 05½
Sairs, per lb	0 04 0 04½
Packages "	0 05½ 0 06½
California Evaporated Fruits—	
Apricots, per lb	0 32
Peaches, "	0 18
Pears, "	0 18
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 00
"Excelsior Window Clusters"	5 50
" " ¼'s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 10 0 11
Loose muscatels 3 crown	0 09 0 10
" " 4 crown	0 10 0 11½

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 11
" " " 40-50s	0 09	0 10
" " " 50-60s	0 8½	0 09½
" " " 60-70s	0 0	0 09
" " " 0- 0s	0 08	0 08½
" " " 90-100s	0 07½	0 08

RICE AND TAPIOCA—Rice continues in fair demand at unchanged prices. Tapioca is a little easier this week, in wholesalers' hands, local dealers quoting 6c to 6½c per lb. In the primary markets there is noticeable a much firmer tone, in fact, prices have recovered fully ¼c from their recent low level. It looks as though "shorts" were covering themselves.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06½

SPICES—The spice market remains firm and unchanged this week, and a fair amount of business is being done.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

BEANS—The market for beans is a little easier this week, quotations being from $1.75 to $1.85 per bag. There is not much demand at present.

Choice prime beans	1 75 1 85

EVAPORATED APPLES—The market is easy and there is a fair amount of business being done. Quotations are 8c to 8½c per lb.

Evaporated apples	0 08 0 08½

RAW FURS—The market remains the same. The March sales began Monday and the market is expected to remain unchanged until these are over.

Mink	5 00 6 00
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	2 50 3 50
Lynx	5 00 9 00
Otter	15 00 25 00
Fisher	5 00 7 00
Weasel	0 25 0 35
Muskrat	0 15 0 28
Canadian coon	0 75 1 25
Skunk	0 40 1 00
Bear, large	8 00 10 00
" small	3 00 5 00

CANNED GOODS

Montreal—The demand for canned goods is quite as good as it was last week, dealers reporting a good request for all lines, especially for fish and fruits.

Toronto—Demand is a little more active this week with corn and peas the favored lines in buying. There is some talk of the supply of peas being short, but there seems to be enough to supply local demand.

ONTARIO MARKETS.

POINTERS—

Sugar—Advanced 20c., exceedingly firm.
Prunes—Moving well.
Eggs—Slumped 5c. and weak.
Cocoa—Unsteady.
Collections—Fair.

Toronto, March 26, 1908.

Business continues encouraging in wholesale circles though reports are not quite so enthusiastic as a week ago. Collections are fair and retailers are beginning to meet their paper somewhat more satisfactorily.

The feature of the week, of course, has been the heavy advances in sugar and the critical condition of the markets, both primary and local. Cocoa beans, under speculative operations, have been fluctuating widely and are now on a basis almost even with the recent large advance.

A material slump in eggs under heavy supplies is the notable fact in the provision business.

TEAS—A fair business is being done locally, with demand prevalent for lower grades.

The slightly easier feeling in lower grades noted during the last month seems to be disappearing, owing to the removal of somewhat artificial conditions and the market seems to be recovering its former high basis. In their weekly circular, dated March 12, Wm. Jas. & Hy. Thompson say:

"Indications are not wanting that the outlook is gradually becoming brighter, for the board of trade returns show a better state of affairs than the London figures, inasmuch as the total deliveries are fully equal to those recorded during February, 1907, while the shortage in the bonded stocks has grown from 1¾ to 3 million lbs. In these circumstances it is scarcely surprising that the market is beginning to assume a healthier tone, while there has been a noticeable disposition on the part of buyers to purchase more freely than of late. The fact also that re-exports so far this month are on a level with those for the corresponding period last year seems to justify the hope that we may look for a removal before long of the one unsatisfactory feature of the past few months trading.

"It is interesting to note that, in spite of the heavy increase of 5½ millions in the arrivals from China during the three months ending February, duty payments during the same period were only 1½ millions ahead—thus showing how small, even at a time of scarcity in common tea, is the proportion of this growth distributors are in a position to use in their blends."

COFFEE—Local business continues very fair at steady prices. Willett & Gray say of the situation abroad:

"Occasional larger receipts at Santos than expected from the recently confirmed smaller estimates have prompted inquiries for an explanation. The answers unhesitatingly adhere to the estimates of total receipts at Santos of about 6¾ millions, judging from the supplies remaining in the interior. Occasional increased receipts are therefore ascribed to the higher values that rule at Santos for coffees with merit, so that if the movement is thus increased somewhat only a small quantity is left behind and means very light receipts for the balance of the crop. These advices are cabled by leading houses in Brazil and are entitled to full consideration. Meanwhile consumption goes on with ever increasing volume, and although there never was a time when buying was restricted so closely as now, the American deliveries are maintained on a remarkably good level, with smaller supplies than ever in the interior.

"The receipts at Santos and Rio for 8½ months so far of the season were 8,800,000 bags, and during that time the stocks at Rio and Santos have decreased 1,650,000 bags, so that consuming markets have purchased in the same period from those two ports 10,450,000 bags of coffee. The world's visible meanwhile has decreased over 500,000 bags. This of itself indicates annual consumption of Santos and Rio coffees upwards of 13,500,000 bags, and just as much as the Santos and Rio crops fall short of that quantity must come out of the reserves in consuming markets.

"Not only is the San Paulo Government holding firmly to their determination not to offer any of their coffees until their limit of price is reached and the trade calls for the coffee, they are about to start an extensive propaganda looking to increased consumption of Santos coffees, with large appropriations to carry it out, under a systematic commission of experts."

SUGAR—An advance of 10 cents occured on Friday, and another followed on Saturday, these putting prices on a basis of $4.90. These advances are all justified by conditions abroad which have been outlined in these columns from week to week.

The markets at the present time are exceptionally strong, so much so that the situation seems to be assuming the characteristics of the boom of 1905, when Europe advanced to 16¾c for beets and the American market to $5.31 for raws and $6.15 refined and a basis of $5.75 was reached in Canadian markets.

Willett & Gray say of the present situation in raws:

"Sufficient information came to our hands this week to cause use to revise our Cuba crop estimate by a reduction of 100,000 to 1,000,000 tons, as explained elsewhere.

"This reduction in connection with reports of Mr. F. O. Licht that the weather in Europe continues unfavorable for work in the beet fields, started a fresh speculation on the European sugar exchanges carrying beet sugar up to 11s. 0¾d. at the close against 10s. 6¾d. at the beginning of the week under review an advance of 6d., equal to ½c per lb.

"In our local markets the sympathetic rise was for 96 degrees Centrifugals on spot from 4.05c per lb. to 4.125c per lb. and Cuba sugars for shipment from 2¾c to 2⅞c c. & f., an advance of ⅛c per lb.

"Centrifugals at the close are 9c per 100 lb. below beet parity, against 11c per 100 lbs. difference last week and making little progress towards closing the gap. Cost and freight offerings at 2⅞c 96 degrees test (4.24c duty paid) were all absorbed, leaving the lowest sellers at 3c c. & f.

"There should be liberal offerings on the 3c per lb. level for Centrifugals which may delay a further advance for a little time, at least.

"In view of the reduction of 100,000 tons in the estimate of the Cuba crops, the indications are that 200,000 tons of European beet sugar will be needed this summer to give a moderate stock.

"Purchases of beet sugar in Europe to extent of 20,000 tons are reported and the destination is probably New Orleans.

"The number of Centrals grinding in Cuba is reduced to 154, and Guma-Mejer reduce their estimate of the crop to 900,000 tons minimum or 1,000,000 tons maximum."

They estimate the Cuban crop as follows:

"We continue to receive many complaints from Cuba of disappointing outturns of the sugar crop. Tonnage of cane per acre is proving to be less than estimated by the planters early in the season, in instances as much as 20 to 50 per cent. less, and the recent drought has had the effect of diminishing the quantity of juice in the cane. In view of such unfavorable results in the principal sugar producing sections of the Island, we have reduced our estimate of the total Cuban crop to 1,000,000 tons."

Considering all the facts the situation is indeed a critical one and no relief is looked for till May at least. Members of the trade in Toronto are laying wagers this week that sugar wil sell for 5½ cents wholesale before May and there are few takers.

The American refiners made another advance of 10 points on Wednesday. At time of writing this had not affected the Canadian situation, and prices are quoted as below. An advance in Canadian refined, is, however, expected to follow this, and may take place before this issue reaches our readers.

If retailers have not yet laid in a somewhat substantial stock of sugar, a consideration of the conditions of the market can only point them to one course of action.

Paris lumps, in 25-lb. boxes	6 05
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 90
Redpath's granulated	4 90
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phœnix	4 85
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Last year at the beginning of January prices were on a basis of $4.30. This

continued till the first week in March, when an advance of ten points was made. The next advance also of 10 points came in the second week in April, bringing the price to $4.50, where it remained till December.

SYRUP AND MOLASSES—Business in these lines has been rather disappointing this year, and at present is dull. Maple products will be on the market in another week and a strong demand is expected.

Syrups—		
Dark		
Medium	0 30	0 35
Bright	0 36	
		Per case.
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " " "		2 65
20 " " " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—A fair amount of business is passing with good demand for prunes. Raisins have an easier feeling, other lines are steady. Prices are as follows:

Prunes, Santa Clara—	**Per lb**		**Per lb.**
100-120s	0 06	30-40, 25's, 50-lb. boxes	0 09½
90-100s, 50-lb boxes	0 06 0 07	70-80s "	0 07
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana			0 09½ 0 13
" Fancy			0 11 0 12½
" Extra fancy			0 14 0 15
Valencias, new			0 06½ 0 07
Seeded, 1-lb packets, fancy			0 11½
" 16 oz. packets, choice			0 11
" 12 oz. " "			0 09
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

RICE AND TAPIOCA—Only a staple business is being done at steady prices. The situation presents no new feature.

SPICES—With the exception of pepper, which is noted firm, the situation is quite featureless.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 25
Cinnamon		0 25
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 35
Cream of tartar	0 22	0 27
Allspice		0 19
" whole	0 17	0 20
Mace		0 [illegible]
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25
" ground	0 25	0 30

BEANS—The market is slightly easier this week, with prices as follows:

Beans, hand picked, per bush	1 80	1 95
" prime No. 1, "	1 75	1 80
" Lima, per lb		0 07½

EVAPORATED APPLES—Prices are on the same basis as last report. Reports of unsatisfactory stock continue to be very much in evidence.

Evaporated apples	0 08	0 08½

HIDES AND WOOL—The market continues in its quiet and unsatisfactory condition.

Hides, inspected, cows and steers, No. 1		0 05½
" " " " No. 2		0 04½
Country hides, flat, per lb.	0 03½	0 04
Calf skins	0 08	0 09
Kips	0 06	0 07
Lamb skins	0 80	0 90
Horse hides, No. 1		2 50
Rendered tallow, per lb.	0 04½	0 05½
Horse hair, per lb.	0 24	25

TRADE NOTES.

The Maple Syrup Produce Co., of Bolton Forest, Que., has been registered.

Grocers who handle pork and pork products would do well to send their name to Joseph O'Mara, Palmerston, for his Easter price list.

Attention is called to the special advertisement in this issue of E. W. Gillett Co., Limited, warning buyers against the purchase of a so-called Gillett's lye, which is said to be put on the market by an unscrupulous United States firm. It would be well to watch for and avoid this imitation article.

J. J. Pickup, who was formerly with Shaw T. Nishimura, Montreal, and also with J. L. Watt & Scott, Toronto, has opened a general brokerage business in Toronto and has secured the agency for a leading London tea house and also for two large green fruit dealers in New York. His temporary office is at 83 Shuter St.

Gillett's Lye
WARNING!

Within the last few days we have learned that a concern in the Lye business in Chicago have offered, what they call "Gillett's Lye" to the wholesale trade in Canada. The concern selling and those who might buy would be liable under the Canadian Trade-mark Act and Canadian laws, and besides under the Anti-dumping Clause the article would not be admitted at an under valuation. We warn the trade against buying these goods as we intend to protect our proprietary rights to the full extent of the law.

E. W. Gillett Co. Ltd.

Winnipeg Toronto, Ont. Montreal

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Mar. 26, 1903.)

Business continues active and the trade are looking forward confidently to a prosperous spring and summer. Money is easier throughout the west than it has been for some time and the effect is seen in more active buying than has been seen for some time.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 9	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4-oz "		4 75
5-lb tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax. "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 15
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 00
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " "	1 90
3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¼'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	7 55

SUGAR—The market is advancing rapidly, prices having been advanced 20 cents in Manitoba points and 10 cents in points farther west, as compared with last week's quotations. We quote Manitoba prices f.o.b. Winnipeg, as follows :

Montreal and B.C. granulated, in bbls	5 50
" " in sacks	5 45
" yellow, in bbls	5 10
" in sacks	5 5
Wallaceburg, in bbls	5 40
" in sacks	5 45
Berlin, granulated in bbls	5 30
" " " sacks	5 35
B.C. gunnies granulated, 5-18's to bale, per cwt	5 55
" " 5-20's " "	5 55
" hard pressed lump, 25's, per cwt	6 65
" " " half bbls., per cwt	7 00
" icing	6 10
" bar sugar	6 10
Icing sugar in bbls	6 10
" " in boxes	6 30
" " in small quantities	6 70
Powdered sugar, in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 15
Lump, hard, in bbls	6 45
" " in ½-bbls	6 45
" " in 100-lb cases	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ¼ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" " "	0 33
" 5 gal. kats., each	2 25

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s. per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 08
" " fancy seeded in ½-lb. packages per package	0 08½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 11½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 10½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 12
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 16
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES—Quoted now at 9c to 9½c per lb.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" 40 " " 80	3 05
" 20 " " 80	3 10
" 8 " " 80	3 40

CORNMEAL—Quoted at $1 90 per sack.

POT AND PEARL BARLEY—Pot barley, $3.60 per sack ; pearl barley, $5 per sack, and $2.55 per half sack.

BUTTER—Supplies are more liberal than they have been heretofore this spring. For No. 1 dairy produce houses are paying 25c f.o.b. Winnipeg, and for good No. 2 they are paying 21c ; for poorer grades 18c to 20c per lb.

EGGS—Arrivals are heavy and prices are declining almost from day to day Produce houses are paying 18c to 19c per dozen f.o.b. Winnipeg.

CHEESE—

" Ontario, large	0 15
" " twins	0 15½

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight trade No. 2, per bbl	5 50
Northern spies No. 2, "	4 50
do No. 1	5 00
Oranges and Lemons—	
Washington navels 96's, per case	3 50
" " 11's to 126's per case	3 75
" " 176's to 250's	4 00
California lemons, 300's, 360's, per case	5 50
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes, kegs, per keg	5 50
Pears—	
Fancy Columbia, "	4 00
" " half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" per case	6 00
Sweet potatoes, per bbl	5 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 0½
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb.	0 3½
Cabbage (native), " "	0 02½
Lettuce 1½ doz., per box	0 75
Radishes per doz	0 80
Green onions, per doz	0 80

WILL ACT IN CONCERT.

American Can Company Acquires Interest in Sanitary Co.

The following announcement, which was circulated this week, is of considerable interest to the canning trade in general :

"The American Can Company has acquired an interest in the Sanitary Can Company, and the Sanitary Can Company has arranged to move its New York headquarters to the building of the American Can Company, No. 447 West 14th street, at an early date. The management of the Sanitary Can Company's business will remain with Messrs. William Y. Bogle, president, and George W. Cobb, general manager, and its present organization will be continued as heretofore in all departments. The several departments of the two companies will, however, be in close touch, and will act in concert when such action shall be to the advantage of the patrons of either company."

Goodhand & Miller, grocers, of Watford, Ont., have sold to A. Cameron.

SITUATIONS WANTED.

A GROCERY Traveller open for engagement; Soo Branch, Georgian Bay Points, New Ontario. Box 190 CANADIAN GROCER, Toronto [16]

A Guarantee That Means Something

Back of every product that leaves the Heinz plant there is the *experience* of thirty-eight years and the *reputation* of the largest food establishment of its kind.

The consumer understands this. Isn't it good business to take advantage of this confidence by carrying a stock of

HEINZ
57 VARIETIES
PURE FOOD PRODUCTS
(the kind that contain no preservatives)

You are perfectly safe in selling Heinz goods. They are well advertised, absolutely guaranteed and thoroughly reliable. Should any of them fail to please, dealers have full authority to refund the purchase price.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

TO SEAL

A slight downward pressure

That's All.

SCHRAM AUTOMATIC SEALER

The Perfect Fruit Jar.

TO OPEN

Insert blade of knife under cap, raise up

That's All.

WRITE FOR PRICES

SCHRAM AUTOMATIC SEALER CO.

OF CANADA, LIMITED

WATERLOO, - - - - - ONT. 848

In Everything we Manufacture OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The

YOUNG-THOMAS SOAP CO., Limited

REGINA, CANADA

We are offering
Splendid Value in

ROLL BACON

A rapid seller at present time on account of special low price.

MILD CURED
NEATLY ROLLED
NICELY SMOKED

Trial order will convince superiority.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BACK BACON

is very much in request at the present time and owing to the fact that this cut is also used fresh for roasting and for pork chops it is difficult to keep up with the demand. We shall be glad to have your orders. We have a good stock of new cured, either out of pickle or smoked and can ship promptly.

F. W. Fearman Co.
Limited
Hamilton, Ont.

A Successful Provision Business

can only be built up by handling high-grade goods. The wise grocer is the man who caters to the high-class trade by selling

CORONA BRAND
HAM AND BACON

It is pure. It is delicious in flavor, tender and juicy. The sight of it makes your customers' mouth water —and unties her pocketbook.

Prices on request.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
WE HAVE NO RETAIL STORES.

The WM. RYAN CO.
LIMITED
70-72 Front Street East
TORONTO, - ONT.

BUTTER

EGGS

We are buyers in any quantity.
Phone or write us for prices.

Dairy Produce and Provisions

Eggs Declined Sharply With Easier Feeling in Butter—Cheese Firm With Scanty Stocks—Review of the Packing Situation.

CHEESE AND BUTTER BULLETIN

Montreal March 25.

Supplies are rapidly dwindling, and holders of cheese are letting their stock out in small lots at steadily advancing figures. True, the upward tendency of the market is not observable in any startling jumps in quotations, but figures are getting higher ½c at a time. This week white is quoted at 13½c to 13¾c by one house. This is an advance of ½c over last week. Some firms are still selling at last week's figures, but the most conservative are firmer in their views. Colored is unchanged in price, something in the neighborhood of 13½c being asked by those with stocks to offer.

As the weeks slip on more houses are finding themselves in the position of a few who last week were reported as declaring themselves unable to give authoratative information because they were not in the market, having no stocks.

Demand is not particularly brisk, but the steady consumption, which always necessitates a certain quantity, is cleaning up the small holdings, which are not being replaced by current receipts. Few lots of cheese are coming forward. weekly receipts for the past three periods of six days averaging but 50 boxes.

Last week receipts amounted to 80 boxes, against 7 boxes previous week and 42 boxes same week last year. Total receipts to date amount to 2,053,992 boxes, against 2,349,833 boxes same period one year ago.

Butter sold last week, finest, at 30c to 31c. This week the highest asked by any house is 30½c, but this is not the ruling figure. The best creamery is obtainable anywhere from 28c to 30c. Most concerns are asking 28½c to 29½c. This easier feeling is evidently the forerunner of an easiness which will make itself felt as the new season's butter comes on the market. It is no doubt a fact also that the falling off in consumption caused by high prices forced many houses to bring their quotations down to a level within easier reach of the average grocer. That the price should be weaker is hardly what one would expect at this time when holdings are so light and becoming less every week.

Dealers report a very satisfactory trade with city grocers, while sales to country retailers are also very good. Some nice orders of one to two hundred packages are reported.

During the period when butter was sold at skyrocket prices grocers did a great business in honey, syrups and other lines of food products which in a measure took the place of butter. Sales of these are still noticeably larger than usual at this time of year, especially in the case of corn syrups, but with butter dropping down to its old level, and the prospect of fresh new creamery, no doubt many who temporarily were forced to do without butter will return to that generally regarded necessary table article. On the other hand, the maple syrup season will shortly be in full swing, and many consumers do not consider it necessary to use both maple syrup and butter. It is probable, therefore, that unless butter prices continue downward demand will show no appreciable improvement within the next few weeks. Many dealers are just as glad of this, as their stocks are not large, and they anticipate having just enough to go around. Some houses expect to see a firmer market.

First packages of new creamery will be welcomed. Supplies will hardly come forward in any quantity until the new season is well on its way toward the end of April at the very earliest. Country points are short of butter of every kind, and will consume all that is made in their districts for the first few weeks. After that the creameries will get a supply ahead, and will be in a position to ship to the city more freely.

Dairy butter is a little easier this week, being quoted 25c to 26c. Receipts last week amounted to 240 packages, against 370 packages previous week and 1,168 packages same week a year ago. Total receipts to date amount to 416,093 packages, against 611,303 packages same date a year ago.

THE PROVISION SITUATION

Toronto, March 26th.

Though Canadian packers are offering somewhat higher prices this week and conditions in the local markets seem to be slightly more encouraging, matters abroad are on the same unsatisfactory basis.

While the American shipments were lighter last week, those busy shippers, the Danes, again made record "killings," their deliveries on the British market aggregating 43,000. Considering this, it is small matter for wonder that the British market is dull and it seems quite evident that there will not be a great deal of demand for Canadian bacon until these immense Danish shipments are curtailed.

In the meantime, Canadian packers are moving along, in some instances running their plants at a loss. The past week they have been running at about three-quarter time, and with light demand, as above, and light deliveries, the question of keeping their labor employed is a pressing one.

Canadian farmers have been objecting very strongly to the prices offered for hogs for some months back and in many cases are threatening to go, and have gone out of the business. As a matter of fact, the prices offered by Canadian packers have been considerably above those offered elsewhere, and at times seemed to be above what market conditions would justify.

As a result of this American shippers have been able, even under the handicap of a 2 and 3-cent duty, to unload a large amount of pork products on the Canadian market, particularly in the West. This business occurs to more or less extent every year, but has been much larger this year than usual.

How the Canadian situation is regarded in Great Britain is shown in the following letter which came from a selling agent of considerable authority in England to one of the large Canadian packers last week:

"No improvement to report nor is there likely to be any till the Danish killings let up. Canadian packers are playing the fool game to perfection. Where is the sense of keeping up the price of hogs to such a high level, that it allows American packers the run of your Canadian markets for their product. Such a policy is for lunatics and not one for sane men. The losses, of course, will be heavy and they are most richly deserved. We are selling slowly at 10s. per cwt. loss all the time."

Prices quoted have been rather unsteady this week. $5.25 f.o.b. was quoted generally on Tuesday, which is 10 points better than a week ago. There were rumors on Tuesday and Wednesday of a break to $5.40, but this could not be confirmed at time of writing. This should stimulate delivery to some extent, but stocks in farmers' hands are said to be rather low and packers seem to foresee a possibility of very dear hogs before fall.

Conditions existing in American markets last week are summarized in the following paragraphs from the New York Journal of Commerce:

"The past week has witnessed no great activity or change in the prices of hog products. Receipts of hogs have

fallen off moderately and prices have advanced, especially at the East. Packers early week bulled the market and shorts covered. After mid-week they withdrew their support and prices fell back, notwithstanding hogs kept up and prices were stronger than early in the week for raw material. It is believed that the Cudahy Company and the beef trust are on opposite sides of the market, and the fluctuations have been caused as much by their operations as by legitimate influences. Offerings of cash stuff have been moderate with no pressure to sell, and in most cases held more firmly in the West; demand has only been of a hand-to-mouth character and no advances have been obtained except in speculative articles, chiefly in lard. Demand for that has been very light at the advanced prices asked, and exporters have been out except for small lots. They have inquired a little for meats at the West, but higher prices prevented business, as packers' consignments on the other hand are still cheaper than to buy here."

I GET HIGHEST PRICES
for
BUTTER and EGGS
SELLING DIRECT TO CONSUMER
Will handle your produce on commission —prompt returns
Correspondence Solicited
L. A. HEATH
332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market remains firm. Pure lard is higher this week, having been advanced ½c on Tuesday. Compound lard is also very firm, as is also smoked meats. Hams and bacon are in good demand at unchanged prices. Other lines are unchanged.

Lard, pure, tierces	0 12	0 12½
" ..... 56-lb. tubs	0 12½	0 13
" .....20-lb. pails, wood	0 12½	0 12¾
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12	0 12½
" " 3-lb. "		0 12¾
Lard, compound, tierces, per lb.	0 08½	0 09½
" " tubs	0 08½	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " " 5-lb. "	0 08½	0 09¾
" " " 3-lb. "	0 08½	0 09½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The butter market is much easier this week, and all lines are lower in price. There is some fresh made creamery being received, and in consequence prices have declined. Fresh dairy rolls are in good request and scarce, but are slightly lower in price in sympathy with creamery. Held creamery is lower. An increase in receipts of fresh made creamery is expected early next month. At present it is quoted at 31c to 32c per lb.

Creamery, fall make, boxes		0 30
Fresh Creamery,	0 31	0 32
Dairy, tubs	0 23	0 24
Fresh large rolls	0 25	0 25½

EGGS—The egg market is much easier this week, owing to heavy receipts of fresh laid, which in some cases are in excess of the demand, although trade is brisk. The low prices of American eggs are also responsible to a certain extent for the easier prices locally. Fresh laid are quoted at 19c to 20c per doz. and still lower quotations are expected. Pickled eggs have declined considerably also, being quoted at 15c to 16c per dozen.

New laid	0 19	0 20
Pickled	0 15	0 16

CHEESE—The cheese market remains steady at the old prices, while there is a fairly good demand locally. There is very little export trade at present.

Cheese, old	0 15½	0 16
" new, large	0 14	0 14½
" " twins	0 14½	0 15

HONEY—The honey market remains the same, there being a fair amount of business doing. Buckwheat honey is in good demand at present and is scarce. Prices are unchanged.

White clover comb honey	0 14	0 15
Buckwheat, ext acted	0 08½	0 09
Clover, strained, bulk	0 10	0 11½

POULTRY—The poultry market is very firm. There are no fresh stocks being received. Turkeys are higher and are selling at 18c to 20c a lb. Ducks are also firmer, being quoted at 13c to 14c per lb.

Turkey, per lb	0 18	0 20
Chickens and fowls, lb	0 13	0 14
Geese	0 11	0 12
Old fowls	0 10	0 11
Ducks	0 13	0 14

TORONTO.

PROVISIONS — Business continues fairly steady. Prices remain materially the same. Smoked meats are not so active Lard is very firm tubs having advanced slightly. The decline in eggs has slackened the demand for both fresh and smoked meats to a certain extent.

Long clear bacon, per lb	0 09½	0 10
Smoked breakfast bacon, per lb	0 14	0 14½
Roll bacon, per lb	0 10	0 10½
Small hams, per lb	0 14	0 14½
Medium hams, per lb	0 13	0 14
Large hams per lb	0 12½	0 13
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16
" pea meal		0 16½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11
" tubs "		0 11½
" pails "	0 11½	0 11¾
" compounds, per lb		0 08½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	6 70
Veal	0 08	0 09

BUTTER—An easier feeling is noticeable in the butter market. Creamery prints have declined 1c. Good dairy butter still remains rather scarce. The demand keeps up well in view of the prices being asked.

	Per lb.	
Creamery prints	0 31	0 33
Creamery solids		0 31
Farmers' separator butter	0 28	0 30
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 21	0 22

EGGS—As forecasted last week, another considerable decline in the price of new laid eggs has happened during the week. The offerings from Ontario points have been unusually heavy. No shipments from the United States are arriving. While the demand has improved greatly, it is not sufficient to equalize receipts. Prices have dropped 5c all round. The market is in a weak condition and a further drop seems assured.

Eggs, new laid	0 17	0 18
" limed	0 15	0 16½

CHEESE—Prices are not materially changed and remain steady at former quotations. Supplies are getting low.

Cheese, large	0 13	0 13½
" twins	0 13½	0 14

HONEY—A better feeling is noticeable, there being a fairly good demand. Prices rule the same.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Very little is doing in fresh fowl. Receipts are practically nil. Some storage stock is moving.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 [illegible]

"SEND CLARK'S"

If a customer phoned you to send a tin of meat, **"but be sure it is good,"** wouldn't you send **CLARK'S,** knowing that reputation was behind it?

And wouldn't you expect the next order to be, **"Send CLARK'S, same as last time?"**

Isn't it better to build on a good foundation? Keep your good customer!

All grocers know our lines – keep these lines complete!

WM. CLARK

Manufacturer

MONTREAL

SIX REASONS WHY YOU SHOULD STOCK

O'MARA'S BACON

1. It is in great demand by the public.
2. It allows you an excellent Profit.
3. Your neighbors have it in stock.
4. Customers are pleased and come again.
5. It is made in an up-to-date inspected factory.
6. It is easily the best Bacon on the market.

TRY IT YOURSELF

JOSEPH O'MARA

Pork Packer **PALMERSTON, ONTARIO**

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
308 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

WHOLESALE HOUSE FOR EDMONTON.

New Firm of Grocery Jobbers Will Bid for Alberta Trade.

A new wholesale grocery house is to open in Edmonton as soon as arrangements can be completed and the stock moved to that town. G. F. & J. Galt, wholesale teas, of Calgary, Winnipeg, Vancouver and other points, have taken space in the Morris block. William McNab, a resident of Edmonton for the past three years, has been appointed manager.

The new wholesalers will not only carry a stock of teas, but will put in a complete stock of their special lines for the Edmonton trade. It is not likely that the new branch will be open much before May 1, as it will take some time to fit up the premises and get the stock in.

A lesson in directness is contained in the saying that "A man never forgets to say what he thinks when a horse steps on his foot."

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

Free Watches!

KEEP YOUR LABELS and exchange them for
A SOLID GOLD WATCH
Guaranteed and fully jewelled, and warranted a perfect timekeeper.
SOLID SILVER AND GUN METAL WATCHES ALSO
are offered for a smaller number of Labels.

FUSSELL'S
(BUTTERFLY BRAND)
CREAM AND MILKS

5,000 MARKS WIN A SOLID GOLD WATCH.
2,500 MARKS WIN A SOLID SILVER WATCH.
1,000 MARKS WIN A PRETTY GUNMETAL WATCH.

Full particulars are wrapped round each tin, but BEGIN AT ONCE TO COLLECT. Every Label fixed on a tin of Fussell's Cream and Milks has value in this competition.

Contractors to the British Government.
Ten Gold Medals Awarded.

Address all communications relating to this offer to **FUSSELL & Co., Ltd.,** (Competition Dept.) **4, Monument Street, London, England.**

Keep your labels to get a GOLD WATCH FREE

Insist on Fussell's

Prices and Particulars of the Agents
- John W. Bickle & Greening, - Hamilton, Ont.
- Carman Escott & Co., - - Winnipeg, Man.
- J. S. Creed. - - - - Halifax, N.S.
- C. Fairall Fisher - - Montreal
- Sol. Oppenheimer - - Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S No better Chocolate

A little reflection on your part as to the manufacture of Cocoa and Chocolate will show you that, as far as turning out high-class goods, Canada is in the forefront. This reputation is due to

Mott's
of Halifax, N.S.,
the pioneers in the manufacture of pure cooking, eating and drinking cocoas and chocolates.
"Diamond" and "Elite" brands of
Chocolate
should be your special lines.
Every jobber sells them.

John P. Mott & Co.,
Halifax, N.S.
SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

The best value in high-grade blended Flour on the market is unquestionably

BUDA

"The Flour of Quality."

Are you handling it?
Better write me for prices.

J. B. HARTY
PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Demand is Good in All Lines With Firm Feeling Apparent—Prices Unchanged Since Last Week—Supplies Delivered Freely.

The markets continue on about the same basis as noted in last reports. Demand in several lines has been stimulated and active business is being done in feed and rolled oats, particularly in Quebec.

Dealers; generally, report supplies of wheat and oats as coming in freely, consequent on the improved conditions of the country roads.

Prices continue on the same basis in both Ontario and Quebec as reported last week.

MONTREAL.

FLOUR—The market remains firm, and there is a good local demand for all lines. Last week's prices still prevail.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 10
Glenora	5 60
Manitoba spring wheat patents	6 10
" strong bakers	5 50
Five Roses	6 10
Harvest Queen	5 50

FEED—The feed market is still very firm, while there is a fair demand. It is expected that the market will remain firm for sometime. Prices are the same as last week.

Ontario bran	23 00 24 00
Ontario shorts	25 00 27 00
Manitoba shorts	24 00 27 00
" bran	23 00 24 00
Moullie, milled	26 00 31 00
" straight grained	27 00 33 30
Feed flour	1 50 1 60

ROLLED OATS—Dealers report an increased demand for rolled oats this week, at the advanced prices. The market is likely to remain firm for some time.

Fine oatmeal, bags	3 20
Standard oatmeal, bags	3 20
Granulated "	3 20
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	3 12½
" 80-lb. bags	2 75 2 80
" bbls	6 10 6 35

TORONTO.

FLOUR—The market continues firm with no appreciable change in prices or conditions. Supplies are coming in freely.

Manitoba Wheat.

90 per cent. patents	5 50
85 " "	5 30
Strong bakers	5 30

Winter Wheat.

Straight roller	4 90 5 10
Patents	5 20 5 40
Blended	5 25 5 30

CEREALS—Business is about the same as at last report, with no change in prices. Supplies of both oats and wheat are plentiful.

Rolled wheat in barrels, 100 lbs	2 85 3 10
Rolled oats, in wood, per bbl	6 55
" " in bags, per bag 90 lbs	3 00 3 25
Oatmeal, standard and granulated, per bbl	6 40
" " " " in bags, 98 lbs.	2 90 3 25

WHY CEYLON TEA IS POPULAR.

In a recent number of this paper attention was directed to the amazing progress of Ceylon tea in popular favor in North America; and the statement was then made that it had won greatly upon its merits. It may not be out of place to give here a slight resume of the facts upon which this statement was based, and, also, some little description of the island, and of the tea itself, that may enable the reader to inform himself as to the latter's virtues and the causes to which they owe their being. That the climate is equable may be gathered from the fact that tea is picked the year round in Ceylon. The situation of the island—in the Indian Ocean—is evidence enough that it gets the full fructifying power of a tropic sun. The altitude of its plantations, some of which are located seven thousand feet above the sea, accounts for the vigor of the plant, and its consequent possession, in such high degree, of these natural properties that combine to make tea so comforting and inspiring a beverage. To the island's volcanic origin is due its independence of artificial soil-fertilization, and to it, also, are ascribed certain agreeable and beneficent peculiarities of the tea—notably its lemony flavor, which other countries have long and utterly in vain, attempted to reproduce.

Then, too, the island being in the possession of the English, Ceylon has the great advantage of European scientific cultivation, which has entirely replaced the primitive and ineffective Oriental methods. The happy-go-lucky way of curing and preparing the tea for markets by hand that still obtains, for example, in China and other tea-growing countries, has given way in Ceylon to machine processes, and these not only make for sanitation and economy, but also for uniformity of grade, etc.

Ceylon tea is consumed in vast quantities by the British, though not, it is true, to the extent that Indian is. The latter gives a heavier liquor, and seems to be preferred on that account "across the sea." Still, the milder Ceylon is largely used to tone down to the more fastidious palate, the Indian product's greater astringency and headiness. It is probably because of the fact that it affords a heppy blending of the delicacy and fragrance of the China tea with more or less of the full body and high stimulating powers of the Indian product that Ceylon so commends itself to tea drinkers in this country. Perhaps, too, American prejudice in favor of machine prepared food products has much to do with the enthusiastic welcome accorded it here.

The following word comes from Dawson: "The potato market is long on quantity, and sales are none too rapid. The egg market, while low, now and then on over-ice stock, is sufficiently well stocked to keep the price of ranch eggs down to $2 to $3 wholesale."

Do You Want More Business?

All progressive merchants do. One of the surest routes to business expansion is handling

Mooney's Perfection Cream Sodas

Why? Simply because they are so perpetually crisp and delicious that they bring in the best paying class of customers.

GET OUR PRICES.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURG

A COLUMN FOR CLERKS

Hints and Good Advice for the Grocer's Assistant—Qualities Which Make for Success in Any Business.

Employers want men who combine with ambition and material talents, honesty and capacity for hard work. Honesty means something more than financial reliability. It is the quality which makes a man work without watching the clock, or being afraid that he will give his employer more value than he is being paid for. The honest employe brings to his work the best effort of which he is capable and begrudges nothing where the interests of his employers are at stake. A young man was recently applying to a well-known employer for a position. He was in the midst of a rather glowing description of his qualifications for the place, when the employer interrupted him with: "Never mind about all this. There is just one thing I want to know. Will you work?"

Every man who intends to make himself of value to his employer and to win advancement (and the two go hand in hand, despite all that pessimists may say) must have this capacity for work. No matter how great his ability, how thorough his education, or how attractive his personality, these qualities are as worthless as a locomotive without fuel unless backed up by persistence and energy, wrote J. H. Hapgood in World's Work. He may be retained for a time because of his ability, but in the long race he will be found wanting. Some day his employer will be forced to give the position which he has hoped for, and which, by his natural talents, he is pre-eminently fitted to fill, to a man who, although less capable, has shown himself to be a worker.

In considering applicants for positions, employers are always on the watch for signs of this persistence. Many well-known business men think that they can judge a man on this point by the manner in which he seeks a place, and this is not a bad method. Men often advance to some responsible position, and then suddenly and without apparent reasons, fail and drop out. "The place got too big for him," we say. But in most cases the real reason for the failure is that the man began to slacken in effort, thinking that he had advanced so far on the ladder of success that he could afford to take things easy.

For the business man of to-day there is no such thing as taking things easy. The higher he gets, the more is expected of him, and the harder he must strive. The president of a great manufacturing company, for example, says that one of his duties alone, the securing of capable assistants, is harder work than he ever had to do when he was only the head of a minor department. The man who does not realize that continuous effort is essential to a general manager as to an office boy, will not be of permanent value.

It is work that makes a good salesman—not natural ability, appearance, or personality. One of the best salesmen in the United States is red-headed, homely, uncouth, and poorly dressed—he does not seem capable of selling bread to a hungry millionaire. Yet he sells on an average more than $100,000 worth of goods a year, in a field where competition is remarkably keen. He succeeds by making hard work take the place of the adaptability, the personal magnetism, and the appearance which he lacks.

The perseverance of this salesman is the quality lacking in many men. Plenty of men can work hard when the road to success seems clear, but when difficulties thicken they lose their grip. Others work by spurts, keying themselves up to high pitches for brief periods, and then lapsing into half-hearted effort. Neither the fair weather type, nor the sky-rocket worker is desired. Employers want men who can be relied upon for even better effort when the skies are dark than in times of prosperity, and who will be as persistent the month after next as they are to-day.

The managing director of one of the largest British banking institutions, having more than one hundred branches throughout the world, attributes the failure of many men to not realizing this truth. It has been his observation that out of one hundred employes starting on an apparently equal footing, only ten ever rise above the surface, and of this number not more than one ever proves fit to hold permanently a position of great trust and responsibility. The other nine begin to take things easy as they advance farther and farther, and thus fail to reach their maximum value. For of fit men there is a great scarcity. Whenever found, large salaries and unlimited opportunities for advancement await them.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Toronto Island Breakwater Extension," will be received at this office until Friday, April 24, 1908, inclusively, for the construction of an Extension to the Breakwater on the South Shore of Toronto Island, in the County of York, Province of Ontario, according to plan and specification to be seen at the offices of J. G. Sing, Esq., Resident Engineer, Confederation Life Building, Toronto; Charles Desjardins, Esq., Clerk of Works, Post Office Building, Montreal, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for four thousand five hundred dollars ($4,500.00), must accompany each tender. cheque will be forfeited if the person tendering decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order
FRED. GELINAS,
Secretary.

Department of Public Works.
Ottawa, March 11, 1908.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department. (13)

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

NAP. G. KIROUAC & CO.,

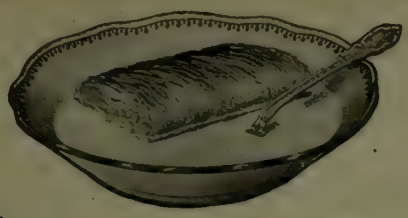
Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL



"It's All in the Shreds"

THE GROCER
WHO MIXES BRAINS
WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

A Good Profit for You, and a Satisfied Customer
—What More Can You Ask?

The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ont.

Kellogg's
("SANITAS")

TOASTED CORN FLAKES

THIS IS THE **GENUINE**

The one that sells and don't stay on your shelves.

STOCK IT NOW.

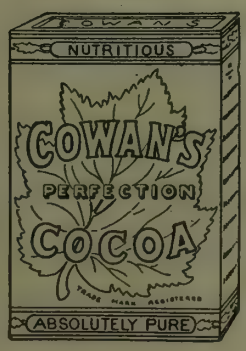
If you are in
ONTARIO, QUEBEC or the
MARITIME PROVINCES
Ask your jobber for the latest prices.

SALES OFFICE
20 FRONT ST TORONTO ONT

BRANCHES { CARMAN ESCOTT CO 141 BANANTYNE ST WINNIPEG MAN.
SHALLCROSS MACCAULEY & CO VANCOUVER & VICTORIA B.C.

COWAN'S
COCOA and CHOCOLATE

is simply Perfection. It is absolutely pure, and positively delicious in flavor. No healthier beverage on earth than Cowan's Perfection Cocoa.



The Cowan Co., Ltd.

Bakers and Confectioners

Our new department is well stocked, Shelled Nuts, Egg Savers, Icing and Marshmallow Powders, French Fruits, Oils and Flavorings, Dry and Liquid Colorings, Dragees, Currants, Raisins, Dates, Almond Pastes, Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything you need.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson.

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

WHAT TO DO NEXT MONTH

Easter Trade Offers Opportunities to the Live Grocers—Opening of Spring Business—Preparations for Coming Summer.

April should be a good month for the grocer awake to the opportunities which lie before him, provided he is not afraid to work for the success of his business during the thirty days which commence next Wednesday.

During the premier part of the month the Lenten season, which began March 4, continues. There will be ample time to sell a considerable quantity of fish of all kinds right up to the last Friday of Lent, April 17. The fish department of the grocery store should be a paying one. If it is not at present it should be made so. Some grocers object to handling fish because of the extra trouble, of the danger of contamination of other goods through the odors, and a variety of other reasons, but there is really no objection to the line from the man who works. And he is the one who reaps the profits. Speaking further about fish for the remainder of the Lenten period, how about pushing package goods a little more strenuously? There are a number of Canadian packers of fish who put up most attractive lines at popular prices. These goods are, as a rule, much appreciated by customers, probably you handle a line or two, at least, already. If not, give the goods a trial this month and you will be rewarded. Package fish will become one of your steady lines.

Of course, it is Easter which looms up larger than anything else in April. Do you give much attention to the Easter trade? Or do you just go ahead in the same old way without taking advantage of the opportunities afforded you to increase your turnover at this season? Any number of grocers make April a mighty big month largely through their Easter sales.

Push Lines of Confectionery.

That confectionery department which has been a quiet section of the store since Christmas can now be boomed with profit. Easter time is a season of rejoicing on a mild scale. People have the holiday spirit, for a few days anyway, and there is no reason why you should not take advantage of the fact. They are willing to spend money for things which are not necessary, but which please them just the same. Easter eggs, made of chocolate, are obtainable in a variety of forms from all confectionery houses. The latter give considerable attention to the Easter trade and in consequence can show you a range of goods from which you will have no trouble in selecting a line of novelties for which you will find a ready market in your town.

Do not go into this matter in a half-hearted manner. Be the first grocer in the place to secure your stock. Get the pick of these specialties and devote time and energy—and advertising space—to letting the public know what you have for them. Besides the Easter eggs there are Easter rabbits, and other animals of this description; Easter baskets of fancy confectionery, and other sweetmeats adapted to Easter time.

When these goods arrive they should be put on display. They should be before the public at least a week before Easter Sunday. Some grocers arrange a neat table in the front part of the store; others place the goods in the confectionery showcases, while all make window displays, and the progressive merchants devote some of their advertising space to the novelties. Do not forget the chocolate specialties.

April 1 is generally conceded to be the first day of spring. Lines which the grocer can push to advantage for the spring and early summer trade should be looming large before the eyes of the up-to-date merchant. It goes without saying that spring goods should be in the hands of the grocer in April.

Special Spring Lines.

Among the spring lines which find ready sale are butter, eggs and other lines coming from the farmer, such as maple sugar, maple syrups, and kindred products. Butter has been very expensive all winter, but towards the middle of April the new make will be finding its way onto the markets, and, as receipts increase there will be a decline in prices. Already, early as it is, the approach of the new season is influencing the butter market. People will be glad to get the first of the new season's creamery. It's a good idea to stock up early. Eggs, "strictly new laid"—those that we can depend upon—will be coming in freely toward the middle of April, and with consequent lower prices there ought to be room for numerous sales.

What About Maple Products?

Then, the maple syrup and maple sugar season opens in earnest in April. Get the pure article and push it strenuously. Let people know you have the genuine. Everybody likes maple syrup. The real article is delicious, especially in the spring time. Then, too, everybody knows that they are likely to get what they ask for when they request maple syrup right in the maple syrup season. Avoid the impure syrup as poison. Of course, if you have some customers who do not care to pay the price for the pure article there are numerous mixtures which are excellent. But the point is this, do not sell a mixture for the real article.

Seeds, for the farm and the garden will be in demand during April. How about a few boxes? Your jobber will be able to supply you if you ask him.

And, going back to Easter again, smoked meats are worth considering. There is a strong demand for these around this season. Do not delay in ordering. Get into the game early. Breakfast bacons, hams, and all these products find ready sale. And they are such staples that one has but to suggest them to a customer.

Plan for Spring Improvements.

It is just about this time that you ought to get busy about the store, warehouse and stable if you are going to do any spring house-cleaning. Going to increase space, do some painting, extend the warehouse? Do not put it off until those warm summer days when a fellow does not feel much like taking off his coat and working really hard on some such job. Chances are it will not be done in 1908 if you do.

In the store itself it will not do any harm to turn things around a bit. You have a lot of winter goods which are not seasonable. These should be gotten out of the way, either sold at special sales or stored. In any event, it will do no harm to get the must, dust and accumulations of the winter cleaned up. The store will have the brighter appearance for any such attention to it.

Look Up New Customers.

And spring time is the season to get after those old customers who have not been buying much from you of late, also those people whom you would like to have purchasing at your store. Everybody feels good at seeing the sunshine, the ice breaking up in the rivers and lakes, the snow disappearing and summer coming on. It is an opportune time to get in some good work. People are in a more receptive mood than they are at most other seasons, This is when you should make your advertisement in the local paper full of live interest, readable and racy, without being slangy or "smart." Everybody feels good. Show that you do too. Be enthusiastic in your advertising, in your manner. It will become catching, your clerks will be the better for your enthusiasm and so will your business.

BUSINESS NOTES.

W. J. Martin, grocer, of Highgate, Ont., has sold to G. C. Crawford.

The assets of the Ottawa Fruit and Produce Exchange have been sold.

B. Pratt, general merchant, of Barachois de Malbaie, Que., has assigned.

E. Seeber, grocer, of Walkerton, Ont., has sold his business to Frank Oberle.

J. W. Irwin, Clinton, Ont., has sold his grocery and crockery business to W. Linder.

J. B. Renand & Co., wholesale grocers, of Quebec, have been appointed agents for Holbrooks goods for the eastern portion of the province. F. Abel Turcotte will act as special representative of Holbrooks among the retail trade of Quebec City.

PERSONALS.

S. T. Nishimura & Co. are in receipt of a cable from Japan announcing the safe arrival there on 13th inst. of S. T. Nishimura, head of the firm.

R. W. Waters, general merchant, of Norwood, Ont., one of The Grocer's enthusiastic subscribers, was a caller at the Toronto office last Friday while in the city on a business trip.

W. Halford, of S. T. Nishimura & Co., Montreal, has returned from a successful business trip to New York, Detroit and other American cities. He reports conditions as being considerably better than they were a couple of months ago.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Candian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

"Florida Celery"

The Trade is asking for Chase's pack, knowing it is best. We have it.

Our arrivals of California, Valencia, Golden Flower, Rose, Clover and Tiger Brands are in fine shape. Know that we can guarantee satisfaction. Let us have your orders.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

Judgment for

"Golden Flower"

on 3 counts

Quality—Cost—Profit

Remarks by those who know

The Quality is high and regular
The Cost is minimum
The Retailers' Profit is large

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

California Oranges in Heavy Demand—Potatoes Easier, Imported Vegetables Firm—Mild weather Slightly Affects the Fish Market.

There has been a decided improvement in the volume of business being transacted in fruits. The change from cold to warm weather has stiffened the demand. Prices of nearly all lines are firm to higher, with advances already made in certain lines. Navel oranges are practically monopolizing the orange market at present. The quality of the navels arriving is excellent. Prices have been advanced 10 and 15c. California lemons are steady under a good demand. The market for bananas is beginning to open up and dealers are preparing for increased business. There is still talk of a crop shortage and it is highly probable that prices will advance. Pineapples are firmer.

Considerable business continues to be transacted in vegetables. Potatoes are plentiful again, the heavy offerings being responsible for an easier feeling and a decline in prices. Beets are off the market, or, at least, very difficult to obtain. Turnips are getting scarce, as are also onions. Imported vegetables are arriving in heavier quantities. People seem to be buying better. Florida celery is a little lower. Boston lettuce, spinach and cucumbers are in good demand. Strawberries are arriving freely. Rhubarb and radish are being quoted this week.

The fish market continues in a healthy condition and business keeps well up to the previous level. The mild weather has but slightly weakened the consumptive demand. There are fears of a decided shortage before the Lenten season is over. Halibut has been moving very freely. Fresh haddock is replacing frozen haddock and is being secured in Boston. Prices remain unchanged.

MONTREAL.

GREEN FRUITS—There is a fairly good demand for green fruits this week. All lines of oranges are in good demand. Strawberries and grape fruit are also selling well. Navel and Florida oranges have declined considerably in price. Kumquats are off the market. Pineapples are a shade firmer. Other lines are unchanged. Bitter oranges are almost done.

Bananas, fine stalk	2 00	2 25
" jumbos	....	2 25
Cocoanuts, new, per bag	....	3 50
Lemons	2 00	2 40
Navel oranges	2 75	3 00
Florida oranges, box	2 00	2 50
Porto Rico oranges, box	....	2 50
Jamaica oranges, bbl	....	4 00
Valencia oranges	3 50	4 00
Tangerines, half-box	3 00	3 50
Pineapples, case	4 50	5 25
Grape fruit, box	2 75	7 00
Almeria Grapes, keg	4 00	6 50
Cape Cod cranberries, bbl	11 00	15 00
Nova Scotia cranberries, bbl	6 00	7 00
Strawberries, qt	....	0 65
Apples Tameuse, bbl	4 00	5 00
" other fall varieties, bbl	....	5 00
Bitter oranges	2 00	2 25
California Blood Oranges	3 00	4 25

VEGETABLES—There is a fair amount of business doing this week. Boston hothouse lettuce, spinach, cauliflowers, parsley and cucumbers are in good demand. Other lines are not quite so active, although there is a fair general demand. California celery has declined slightly in price, while spinach has dropped considerably also. Canadian onions are a little firmer. Other lines are unchanged in price.

Parsley, per doz. bunches	....	0 35
American parsley, large bunches, doz	....	1 00
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage, bbl	0 75	1 00
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate	6 00	7 00
Water cress, large bunches, per doz	....	0 75
Spinach, bbl	....	2 75
Green peppers, crate	....	3 50
Boston hot house cucumbers, doz	2 50	3 00
Potatoes, per bag	1 00	1 15
Sweet Potatoes basket	....	3 25
Beets bag	0 75	0 80
Carrots, bag	0 65	0 70
Tomatoes, Florida, crate	4 00	5 00
Tomatoes, hot house, per lb	....	0 35
Spanish onions, small crates	0 75	1 00
" " large crates	....	2 25
Canadian onions, lb	0 01½	0 02½
Boston lettuce, hot house, per doz	0 85	1 10
Radishes, doz	....	0 60
Bermuda parsley, crate	....	3 00
Mushrooms, per lb	....	0 75
Horse radish, per lb	....	0 12
Beans, green, basket	....	7 50
Egg plant, doz	....	2 00
California cauliflowers, per crate	....	6 50
New cabbage, crate	....	3 25

FISH — The fish market continues steady, and all lines are selling well. Prepared boneless cod and salt herring are in very good demand. Other lines are moving well. Frozen haddock is off the market, and is being replaced by fresh haddock, which is being received from Boston. There have been no changes in prices.

Fresh and Frozen Fish.

Haddock, per lb	0 04½	0 05
Halibut, per lb	0 03	0 08½
Mackerel, "	....	0 08
Dore, "	0 07	0 07½
Grass pike, lb	0 04½	0 05
Steak cod, lb	0 04½	0 05
Whitefish, lb	0 07½	0 08
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07	0 07½
No. 1 Smelts, lb	....	0 07
Sea herring, bbl	1 50	1 60
No. 1 salt eels, lb	0 07½	0 08
Smoked and Salted—		
Lake trout	0 09	0 09½
Haddies, boxes, per lb	....	0 08
Kippered Herring, 50 in box	....	1 10
Smoked herring, per small box	....	0 10
Yarmouth Bloaters, per box	....	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 25
Boneless cod, 20 lb. boxes	0 08½	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
Oysters and Lobsters—		
Standards, bulk, per imp. gal	....	1 40
Selects, bulk, gal	....	1 60
Paper pails, 100, pint size	....	1 10
" 100, quart size	....	1 50
Live lobsters, lb	....	0 20
Pickled fish—		
No. 1 Labrador herring, per bbl	5 50	5 75
" " per half bbl	3 00	3 25
No. 1 Nova Scotia, per bbl	....	5 00
" " per half-bbl	....	2 75
No. 1 Haddock, bbl	....	6 00
No. 1 Mackerel, 20-lb. kitts	....	1 75
Green cod, per bbl	....	5 00
Medium " " "	....	8 00
Large " " " "	....	8 50
Labrador Salmon, ½-bbls	....	8 50

TORONTO.

GREEN FRUITS—A healthy feeling prevails in nearly all lines of fruits. The mild weather has quickened the consumptive demand and caused good sales. For the present prices are firm and high-

er in some lines. California navels have advanced 10c and 15c as a result of the brisk demand for navels, which is found in the market. Lemons have an upward tendency and are beginning to move more freely. Bananas are picking up, prices being slightly higher and the demand much better. Grape fruit and Almerias are unchanged. Cranberrles are still moving.

Oranges, Navals, new	2 85	3 35
" Valencias	3 75	5 50
" Bahamas	1 75	2 00
Oranges, bitter	2 25	2 40
Lemons, California, 240, 300, 360, 420	3 00	3 25
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, jumbo bunches	2 00	2 25
Cranberries per bbl	9 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00

VEGETABLES—Business has been quite satisfactory. Potatoes have an easier feeling, a decline of 5c being noticeable. The offerings are heavy at present. Onions are very scarce. It is almost impossible to obtain any beets. Turnips are short and higher at 50c. Good quality imported vegetables are arriving in bigger quantities. Florida celery is plentiful and a shade easier. Strawberries are of excellent quality. Rhubarb is on the market this week and is being quoted at $1.50 per dozen. Boston lettuce is 5c higher. New radishes are selling well.

New Brunswick Delawares, per bag	1 00	1 05
Potatoes, Canadian, per bag	1 00	1 05
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 50
" green, per doz		0 20
Beets, per bag	0 90	0 95
Cabbage, per ton		15 00
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 45	0 50
Parsnips, per bag	0 80	0 90
Parsley, per doz		0 50
Celery, Florida, per crate	3 75	4 00
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "		1 10
Cucumbers imported, per doz		2 50
Tomatoes, imported, per crate		4 50
Strawberries, per box		0 65
Mushrooms, per lb		0 65
Pineapples, per crate		5 00
Rhubarb per doz		1 50
Radishes per doz		0 50

FISH—Business has not been quite so heavy as a result of the mild weather. Good orders, however, are being received. Prices continue steady all round. There are fears of a general shortage in supplies before the Lenten season is over. Halibut is getting short, the run on it having been particularly heavy lately. Herring are a little slow. Cod and mackerel are moving well. Finnan haddie is a little off in quality. Oysters are coming in for their share of the trade.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb	0 08	0 09
Had lock, frozen, per lb	0 06	0 07
Holland herring	1 00	1 10
Herring, Labrador	3 00	5 25
" kippered, per box	1 00	1 25
" Digby, per bundle		0 85
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 15
" large		0 25
Finnan Haddie, per lb		0 09
Flounders, per lb		0 04½
Bloaters, Yarmouth, per box		1 10
Oysters, per gal		1 85
" in shell, per 100		1 50

CALIFORNIA CELERY

2 fancy cars from a late section arrived to-day, quality fine.
Large crates 5, 6 and 7 doz.

LEMONS

HOME GUARD BRAND LEAD THE MARKET

A shipment of 1000 boxes arrived this week—Waxy in appearance, handsomely packed, moderate priced.

PINEAPPLES, TOMATOES, BANANAS and Early Vegetables.

WHITE & CO., Limited
Toronto and Hamilton
The Wholesale Fruit People.

The Unusuality

of "St. Nicholas" is they're always the same,

"THE CHOICEST OF THE BEST."

W. B. STRINGER & CO., Sole Agents, TORONTO

FANCY RIPE
BANANAS
Fancy Sound Almeria Grapes

We also have few barrels FANCY SOUND JERSEY CRANBERRIES, which we will sell for $8.50 per Bbl.

Send your orders to

HUGH WALKER & SON
Established 1861 **Guelph, Ont.**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

Look Here!

Some Interesting Prices

Large Bright Frozen Herring, per 100.	$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld. "	4.25
Cod Oil, a gallon	.40

Send us your order.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

TO CONNECT MONTREAL WITH G.T.P.

Board of Trade Petitions Government to Build Branch Line.

That Montreal has been neglected by the Government in the matter of giving the city a connection with the National Transcontinental Railway was the feeling expressed at a meeting of the Board of Trade of that city held on Monday. One hundred were in attendance and every one of them was in some way interested in the speedy building of a short branch line connecting the metropolis of Canada with the country's national railway. Some present were of the opinion that the delay was largely due to the inactivity of the members of Parliament representing Montreal, and many agreed that Canada's first city was unceremoniously being side-tracked much to the detriment of trade interests in Montreal. The members decided to petition the Government at once showing them :

"That Montreal, the commercial metropolis and national port of the Dominion, the head of ocean navigation, and, to a very large extent, the eastern terminal of the Canadian Pacific and Grand Trunk Railway Companies, has all the advantages required to become a great railway and industrial centre.

"That it is in the interest of Canada at large, and the district of Montreal in particular, that a branch line should be constructed between the main line of the National Transcontinental Railway and the city of Montreal by the most direct route.

"That the management of the Grand Trunk Pacific Railway has declared that that company can not commence the construction of the branch line to Montreal until its main line is practically completed.

"That the construction of the branch line will greatly benefit the business community of Montreal and the neighboring district, and will further develop an immense tract of valuable territory between the main line of the National Transcontinental Railway and the northern part of the Montreal district.

"That the provision of the branch line would, with the Grand Trunk bridge at Montreal, connect the two sections of the National Transcontinental Railway now divided by the St. Lawrence river, and therefore that the construction of said branch line should be proceeded with forthwith,"

Then the petition continues :

"Wherefore your petitioners do humbly pray your honorable house to adopt, during this session of Parliament, legislation providing for the construction forthwith by the Dominion Government, of a branch line affording direct connection between Montreal and the National Transcontinental Railway, said branch to start at a suitable point on the main line and to follow on a south-easterly direction, the shortest practicable route to Montreal, the conditions of the construction of such branch line to be those specified in the Acts respecting the National Transcontinental Railway for the construction of the eastern division thereof."

These "reasons why" should appeal to the Government as being nothing less than absolute truth, and it is to be hoped that the memorial will have its desired effect in hastening legislation urgently required in the interests of not only Montreal, but of the whole of Canada, because of the unique position of the largest city as a distributing centre and the commercial metropolis of the Dominion.

MONTREAL INCORPORATIONS.

In the latest issue of the Canada Gazette announcement is made of the incorporation of two firms who will do business on a large scale in Montreal, these are : Ram Lal's Pure Tea Co., and Matthews, Fortier & Monette, Limited. The incorporators in the first-mentioned company are Charles Henry Roomsmale-Cocq, E. M. Woods, O. P. Hannington, G. Redman and A. E. McFall. They are permitted to carry on business as tea and coffee importers and blenders, and as manufacturers of baking powder, essences, and kindred lines. The authorized capital of the concern is $100,000.

The other firm's incorporators are W. E. Matthews, A. E. Matthews, R. G. Code, E. F. Burritt and C. T. Moffat, all of Ottawa. The authorized capital is $75,000, and their charter allows the firm to deal in all food products and delicacies, such as butter, eggs, cheese, cereals.

WORTHY SPECIAL NUMBER.

The special spring number of the Maritime Merchant, which has just come to hand, should ably sustain the high reputation already enjoyed by this excellent journal. Two hundred and forty-five pages, printed on callendared paper, well illustrated, and with a very appropriate cover, make up a very attractive number. The departments usually devoted to the various lines of trade are enlarged and a considerable amount of reading matter and illustrations relative to local industry add to the general interest. The excellent typography in the issue is worthy of note and a large amount of advertising is an evidence of the publication's value as a publicity medium.

NEW CANNERY IN CHILLIWACK, B.C.

British Columbia is rapidly coming into her own as a recognized fruit producing province of the Dominion. A company is now being organized in Chillwack, to build and operate a fruit cannery. The plant will have a capacity of 20,000 cases and an evaporating plant will also be operated. The intention is to have the factory ready to take care of this year's fruit. The company is being organized as the Chilliwack Canning and Preserving Company, with headquarters in that town.

Snaps for cash **this week** Labrador Herring in barrels $2.00 per bbl. cash. Marmalade Oranges, 240 size, $2.00 per box cash. Fancy Messina Lemons, 300 size, $2.50 per box.

THE DAWSON COMMISSION CO., - TORONTO

"WHITMAN'S"
"ABERDEEN AWA"
CANNED FINNAN HADDIE

Absolutely the Finest quality of Nova Scotia Haddock, put up in a model canning factory.

Special Prices to the Trade

The Atlantic Fish Co's, Limited, Lunenburg, N.S.

ATLANTIC FISH COMPANIES LTD TRADE MARK REGISTERED NOVA SCOTIA

Montreal Agents, A. H. BRITTAIN & CO.
Winnipeg " STEWART WATSON & CO.
Vancouver " MILNE and GUNN.

ATLANTIC FISH COMPANIES LTD TRADE MARK REGISTERED NOVA SCOTIA

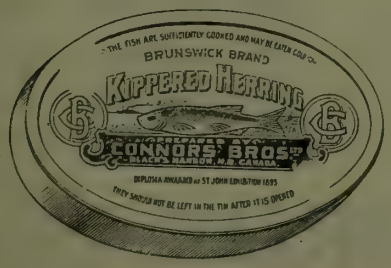
"Brunswick Brand"

We have now new Pack of

Clams and Scallops

and will be pleased to receive orders for any of the following goods :

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and Sardines



Connors Bros., Limited
Black's Harbor, N.B.

SARDINES are fighting shy of their old haunts on the French and Portuguese coasts.

The best are now caught off Norway and the leading brand packed is

"King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard olive oil, demand "King Oscar" brand from your jobber.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

N. B. MARKETS ADVANCING

Sugar, Molasses, Cornmeal, Pork and Beef Going Up—Demand Heavy for Fish for Lent—Other Grocery News.

Special Correspondence to The Canadian Grocer.

St. John, N.B., March 24.

Sugar advanced another 10 cents a hundred on Thursday last, making a total advance since Jan. 1 of 40 cents a hundred on barrels and 70 cents on Austrian granulated in bags. Bag sugar was being quoted very low which accounts for the big increase in the quotations. Molasses is advancing. Some small quantities of new stock have arrived and are being quoted at 30 cents a gallon for prompt delivery. Larger shipments are expected this week. For future delivery the price is a little higher as the market is unsettled and the jobbers are not anxious to book orders for any quantity at the present price. The advance in sugars is affecting the price of molasses as the planters feel they can get more money by holding off for a while and they are watching the sugar market closely.

* * *

Cornmeal, in bags, has advanced 15 cents a hundred during the past fortnight. Lard is advancing; pure lard being held at a ¼-cent advance with the price for compound unchanged but firm. Pork is up 25 cents a barrel and beef is quoted 50 cents a barrel higher.

The egg market has gone off, the price now ranging around 19, 20 and 21 cents. Large shipments are coming in from the country and a still further drop is anticipated.

* * *

Butter is scarce and high. Creamery is retailing as high as 38 cents a pound and tubs of good dairy butter are proportionately high.

* * *

Produce prices in Carleton County have dropped considerably. Last week potatoes were being sold at $1.20, while hay declined to $7 and $8. Oats hold fairly firm at 40 to 42 cents.

* * *

The Lenten demand for fresh fish has been very heavy. Good catches of halibut are being made in the bay and some nice new stock is offered for sale. A quantity of Bay of Fundy cod has also been received, and from the present indications it seems safe to conclude that before long there will be a marked decrease in importations of fresh fish from the American market.

* * *

Alderman Thomas H. Bullock, manager of the Imperial Oil Company, has announced his intention of opposing Mayor Sears for the mayoralty chair in the civic elections to be held in April.

AN ENGLISH VISITOR.

J. Fullerton, of Rowat's Pickles, is in Canada from England, on a periodical visit. Mr. Fullerton, speaking to The Canadian Grocer, stated that conditions in England were improving week by week. The financial upheaval which unsettled trade conditions on this side was keenly felt in the Old Country. The cotton industries were much affected from the middle of December on, but things are much better now. The thousands of unemployed residing in the iron and steel manufacturing centres are gradually securing employment. Prospects are good for excellent spring trade.

Mr. Fullerton will visit several Canadian cities while here, in the interests of the famous English pickle house.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Special attention is drawn to the ad. of Ridgeway's Collecting Agency, Montreal, in this issue, the oldest concern in its line in Canada. Makes prompt collections all over the world, and immediate satisfactory remittances. Correspondence as to terms, etc., invited.—Advt.

Skinless Codfish

NEW STOCK IN 100 LB. CASES

Boneless Cod in 1 and 2 lb. bricks, Boneless Fish in 2 lb. bricks,
New Finnan Haddies, New Yarmouth Bloaters,
New Kippered Herrings.

ALL OTHER KINDS IN SEASON **FRESH FISH A SPECIALTY**

Prompt Shipment.
Mail Orders a Specialty.

Fair Treatment.
Get Our Prices.

Information gladly supplied by wire, 'phone, or mail on request.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

ARTICLES FOR SALE.

CANNED TOMATOES—$1.10 per dozen in ten case lots, or upwards. It's an opportunity for you to secure a good leader. Every can sold brings repeat orders. Let us have your order this week. Bradley & Son, St. Catharines, Ont.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

NATIONAL Cash Register for sale; six drawer counter, revolving, almost new. Box 188, CANADIAN GROCER, Toronto. [14]

WANTED.

WANTED—An engagement in the West by a retail grocer; one who understands the business thoroughly; good stockkeeper, bookkeeper and salesman. Any merchant or clerk wishing a holiday might communicate. Box 192, THE CANADIAN GROCER, Toronto. (12)

YOUNG man, capable, experienced general store manager, open for engagement; store management or position in wholesale accepted. Box 186, CANADIAN GROCER, Toronto. (14)

WANTED—Agents or travelers on commission with good connection in Toronto, Hamilton, London, Ottawa, St. John, Halifax, Winnipeg and Districts to push sale of highest grade lemon squash, lime juice cordial, non-intoxicating ginger punch, baking powder, essences, etc.; liberal commission; easily sold owing to low prices. Apply Box 201, CANADIAN GROCER, Montreal. (12)

AGENTS Wanted—16 x 20 crayon portraits 40 cents, frames 10 cents and up, sheet pictures one cent each. You can make 400% profit or $36.00 per week. Catalogue and samples free. Frank W. Williams Company, 1208 W. Taylor St., Chicago, Ill. [16]

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St, Toronto. Phone Main 4673. (15)

FOR SALE—Four hundred bushels choice Alaska pea seed, at a very reasonable price. Exeter Canning & Preserving Co., Ltd., Exeter, Ont.

TWO-HORSE power electric motor and power sausage meat cutter, with filler, shafting, etc., complete. Cheap price for quick sale. A. J. Groom, Guelph, Ont.

FOR SALE—General store business clearing $6,000 to $8,000 yearly; business has grown remarkably and can be largely increased; proprietor forced to retire on account of ill-health. Address Box 184, CANADIAN GROCER, Toronto. (13)

FOR SALE—National Cash Register, nearly new; 2 six-foot oval front show cases; 1 McLaughlin soda fountain, used one season. Will sell on easy payments. T. J. McCammon, Moose Jaw, Sask. (14)

FOR SALE—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

GENERAL store and stock, "Leeds County"; grasp the opportunity of entering business for yourself; 35 per cent. profits; choice investment for a clerk; full particulars. Box 185, CANADIAN GROCER, Toronto. (15)

TRAVELERS WANTED.

TEA TRAVELER for Montreal City; must have good connection with the grocery trade. Apply with full particulars to Box 183, THE CANADIAN GROCER, Toronto. (12)

WANTED—Wholesale grocery traveller with connection main line Toronto to Cobalt, North Bay to Soo and Fort William. Only experienced men with connection need apply. State terms. Apply Box 189, CANADIAN GROCER, Toronto. [13]

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

SITUATIONS WANTED.

TO Pork Packers and Produce Merchants—Traveller with first class experience and thorough knowledge of the business; is open for engagement with good house; city or country. Traveller care of W. Wood, 9 Ann Street, Toronto.

B.C. RETAILERS ORGANIZING.

British Columbia retailers are following the example of retailers in the other provinces and steps are now being taken to organize in that province a strong association to be known as the British Columbia Retail Merchants' Agency. Offices have been opened in the Court House block, corner Robson and Howe streets, Vancouver, and the work of organization is in charge of Wm. J. Butt, late of Winnipeg, whose portrait The Grocer takes pleasure in reproducing herewith.

Mr. Butt is an energetic business man who has had considerable practical experience in wholesale and retail lines and knows the many difficulties the retailer has to contend with—difficulties which could often be avoided by united effort.

Before moving west, Mr. Butt held a responsible position in the wholesale hardware house of Frothingham & Workman, Montreal. This position he resigned to become chief clerk for Merrick Anderson & Co., in Winnipeg. Later he

WM. J. BUTT

Of Vancouver, Organizer B. C. Retail Merchants' Agency.

was for several years in the retail hardware business on Portage avenue, Winnipeg, being a member of the firm of Lennox & Butt. The Canadian Grocer knows Mr. Butt well and believes he will be successful in building up a strong retail association at the Pacific coast.

The new association now being organized has in view the usual objects of such associations. It aims at curtailing the credit system, at securing for its members accurate information as to the credit of customers and to advance and protect the interests of its members by advocating and watching legislation affecting retailers.

The new movement is meeting with good success in Vancouver and in other parts of the province. A number of successful meetings have been held and the trade are being educated to see the advantages of organization.

MARKET NEWS FROM NOVA SCOTIA

Favorable Grocery Business—Retailers Cease Handling Butter—High Prices Restricting Trade—Some Business Changes.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., March 24.

The local grocery markets appear to be in a very healthy condition, though business is not quite as brisk as might be expected for the season. It is generally conceded that the high prices restrict trade. For instance, many of the grocers here have given up handling butter owing to the high price. To The Grocer the other day a well-known commission merchant said that his sales of butter to the grocers had fallen off very greatly of late, and that the grocers said it was impossible to handle and make any money out of it. The top however, seems to be about reached and the jobbers expect that the price will ease off some before very long.

Eggs are now quoted at 21c for fresh laid stock and they will continue to drop from now on. Even at these prices the demand is not very great. The moderate price for eggs all this season has prevented the usual first rush when prices dropped.

* * *

Sugar has an upward tendency and during the past few days prices have been advanced ten cents. No cause has been assigned for the increase. The steamer Dahome, of the P. & B. line, which arrived here on Friday from the West Indies, brought 20,000 bags of raw sugar.

* * *

Molasses is very firm here, with a fairly good demand. The price, however, is considered reasonable for the season of the year. Quotations on sugar in Halifax this week are: Cut loaf, in barrels, $5.25; extra standard granulated, $4.70; Austrian granulated $4.60; bright yellow, $4.50; No. 1 yellow, $4.20.

* * *

The market is well supplies with fruit. some fine Jamaica oranges arrived during the week and the bananas are of fairly good quality.

* * *

During the past season Nova Scotia fruit has been awarded more premiums at the various English shows than in any other previous year. By a co-operation between the Agent-general for Nova Scotia, J. Howard, and the Department of Agriculture in this province, arrangements were completed to send to England a larger amount of choice specimens of fruit than had heretofore been sent. At the Royal Horticultural Society Show, held in November last, Nova Scotia fruit was awarded a silver gilt medal. At the Crystal Show, held a few days later, a gold medal was awarded, and now at the spring show of the Royal Horticultural Society, another gold medal has been received. In addition, at the fall show, twelve local fruit growers from Nova Scotia, who sent their fruit along with the department exhibit, received medals.

In regard to the March show, at which the gold medal was awarded, exceedingly favorable comments have appeared in the English press.

* * *

Alexander Urquhart, of the grocery firm of R. Urquhart & Son is seriously ill at his home on Spring Garden Road.

* * *

N. A. Nauffts, of the staff of W. H. Schwartz & Sons, spice manufacturers, is leaving for Toronto where he intends engaging in business.

* * *

W. A. Cookson has opened a fruit and confectionery store on Spring Garden Road. He is carrying a nice line of fresh goods.

D. Collins, Montreal, has re-opened in the old premises formerly occupied by the Collins Scale Company. He is taking up the business again.

THE LEADING PIPE TOBACCO IS

T. & B.

ANY GROCER WHO WANTS THE SMOKERS' TRADE OF HIS LOCALITY WILL FIND T. & B. A LINE WELL WORTH HANDLING. T. & B. IS ABSOLUTELY PURE, WELL-FLAVORED AND FRAGRANT.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

GROCERY FACTS

Something About the Goods Handed Over the Counter Every Day.

Do clerks know enough about the goods they are selling? With a view to giving some useful information about staple goods a column or so of these "Facts About Groceries" will appear regularly.

Mustard.

Mustard is manufactured of several strengths or qualities, and from a mixture of different kinds of seed, white and brown, and with or without the addition of other ingredients, such as wheat flour, tumeric, cayenne, etc. Every firm has, of course, its own particular recipes and processes. This white seed, Sinapis alba, yields a much larger percentage of flour than the dark brown or black variety, Sinapis nigra, and is much cheaper.

Now ground mustard made from dark seed with this oil left in will not keep good long owing to variations in temperature, exposure to air, etc. It soon cakes the powder, turns it rancid, bitter, and unfit for use; hence any kegs, tins or other packages, with discolored paper linings or wrappers showing oil stains within or without, should always be rejected as old or out of condition. The oil is, in fact, a source of great trouble to manufacturers who wish to sell a pure mustard in powder, of good flavor, and one that will keep good.

Pimento, Jamaica Pepper, or Allspice.

Is the dried unripe berry of the pimento tree, known as Eugenia pimento or pimento officinalis. The tree is a fine evergreen, growing twenty to thirty feet high, of the myrtle bloom order, very common in Jamaica, West Indies and South America. Its leaves are of oblong or oval shape, of a deep shiny green color, and about four inches long. It is largely cultivated in plantations called "pimento walks," but grows to perfection, in a wild state, in Jamaica, whence British importations have been mostly derived; hence the name Jamaica pepper. The berries are light and brittle, of roundish form and crowned with the remains of the calyx, generally in the form of a raised, sear-like ring. Each corn contains two dark brown reniform seeds. They are called "Allspice," from the fancy that they have the flavor of cinnamon, cloves and nutmegs combined. The corns are about the same size as huckleberries, and are sometimes adulterated with mustard husks. There are also inferior kinds, such as pimento acris.

What Chicory Is.

It is the roasted root of chichorium intybus, or wild endive, and belongs to the products of China, Holland, France and England. It is roasted in greased pans to prevent sticking. It imparts a dark color and bitter taste to coffee, but adds no nutriment. It has for an adulterant Venetian red wheat flour, red earth, rye, beans, mustard husks, and other things. Chicory itself is not poisonous, but it has too many imitations, then it is not pure coffee by any means.

Walter Baker & Co., Montreal, have reduced the price of their soluble cocoa in 1-lb. tins from 45 cents to 41 cents.

TOBACCO MEN SEE GOVERNMENT

Will Oppose Proposed Excise Duties—Divided on Question of Uniform Stamp.

The new excise duties on tobacco and cigars and the change to a uniform stamp, proposed in the budget speech recently, have awakened a good deal of interest among cigar and tobacco manufacturers, and several delegations have interviewed the Government regarding the matter.

The last one, composed of a large number of manufacturers from Toronto, Montreal, Quebec and London, met in Ottawa on Saturday last and held a conference on the situation before presenting their views to the Government.

On Monday, the deputation, headed by J. Bruce Payne, of Granby, Que., waited on Hons. Messrs. Templeman and Fielding in regard to the proposed changes.

They asked that the excise duty on cigars be reduced from $2 to $1 per thousand, that the customs duty on tobacco be raised from $3 to $4, retaining the ad valorem duty of 25 per cent., and that the Government tax all Canadian leaf at 5 cents per pound.

The members of the deputation were rather divided on the proposal to have a uniform black excise stamp on all cigars. The Quebec men favor this, on the ground that it will be favorable to the more extensive use of Canadian leaf and will thus benefit the tobacco raising industry. The Ontario manufacturers are almost unanimous in strongly opposing the union stamp, contending that the Canadian leaf, as turned out at present, is not of a satisfactory quality for cigar making and that the proposed change would be injurious to the manufacturing interests and would not be fair to the consumer.

The ministers after hearing the arguments presented promised to give the matter due consideration before action was taken.

The assets of J. A. Thibodeau, grocer, of Sorel, Que., are to be sold.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

Established 1887

JOS. COTE, QUEBEC

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domest c and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

JOS. COTE, Importer, QUEBEC

N.B. Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

IT IS TIME TO PREPARE FOR SPRING

If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Ever Lie Awake Nights?

trying to scheme out some better and easier way of keeping your accounts—some system that would take less time and cut out the mistakes?

You can install the

Allison Coupon System

and sleep soundly every night.

HERE IS HOW THE PLAN WORKS:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.
For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

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COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

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You have lost enough money to pay for a Bowser many times over. Write for Catalog B, which tells you why you have lost money and how to stop it.

S. F. BOWSER & Co., Limited

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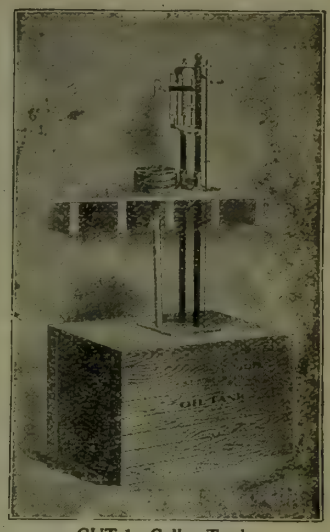
If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.



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designed and made to suit your business at surprisingly moderate prices. Before fitting up or making alterations, write or 'phone me.

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Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

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It cuts by money's worth; it cuts by pounds and fractions

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

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All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

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will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

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MONTREAL TORONTO WINNIPEG

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CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

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TRY A CONDENSED AD IN THE CANADIAN GROCER.

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COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL

Canada

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

ACME CANS

have been used by Canadian packers for so many years that they have become the Canadian standard of can perfection.

Acme Cans are Durable, being well made, and every Can is tested before leaving the factory. There is no loss to the packer through doubtful Cans. This is a feature worthy of consideration.

Send Us Your Order.

ACME CAN WORKS

Montreal

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

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ROCHESTER, N.Y.

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the Canadian Standard for 20 years.

Open-Top Cans

for hand packed goods.

Lacquer-Lined Cans

for acid fruits and highly colored packs.

Solder-Hemmed Caps

for saving time and solder in the canning factory.

Solder, Flux and Canners' Supplies

THE

Norton Manufacturing Co.

HAMILTON

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" Electrically Driven Coffee Mill

will save your clerk's time, your customers' time, and advertise your store. Write for catalogs describing our various Electric Mills with capacities for granulating from 4 oz. to 9 lbs. of coffee per minute.

The illustration shows our double mill, No. 08712 with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other: at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ h.p. motor for direct current, or ½ h.p. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

CARPET TACKS

ALL SIZES AND KINDS

Samples and prices upon request

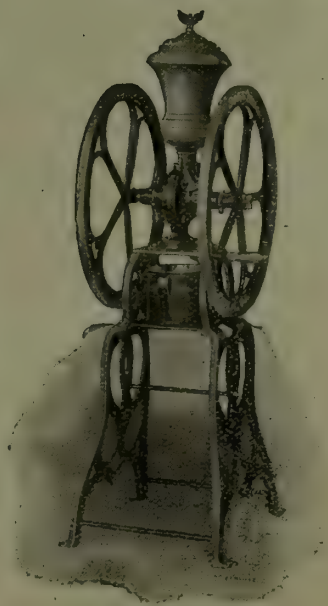
THE BAZIN MFG. CO.

94 Arago Street

QUEBEC

COLES' Coffee Mills

PULVERIZING AND GRANULATING



Price $25.00

Points of . . Excellence

1—Ease in running.
2—Rapidity in grinding.
3—Perfect uniformity in grinding.
4—Cleanliness.
5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

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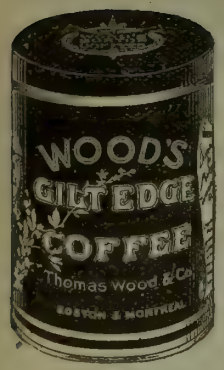
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.



ESTABLISHED 1879

Exalted Types

We are familiar with "exalted types of manhood," and it is to such that every community "takes off its hat."

Now, as our goods bear the same relation to the ordinary haphazard variety as the First Citizen does to the Hobo, it is pertinent to affix the adjective "Exalted" to

WOOD'S COFFEES

They have earned and maintained the highest position "among their fellows."

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No. 428 St. Paul Street - - MONTREAL

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National Drug Co., Montreal
Royal Baking Powder Co., New York

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
Nelson, H. W., & Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Canners' Supplies
Acme Can Works, Montreal
Norton Mfg. Co., Hamilton
Sanitary Can Co., Niagara Falls, Ont.
Schram Automatic Sealer Co., St Louis
Stecher Litho. Co., Rochester, N.Y.

Cash Sales Books.
Carter-Crume Co., Toronto

Cheese Cutters
American Computing Co., Indianapolis

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails, Pail Hooks, Strapping, Etc.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Chocolats Meurisse, Montreal
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

Cotton Seed Products.
Brayley, J. M., Montreal

Counter Check Books.
Carter-Crume Co., Toronto
Merchants' Counter Check Book Co., Toronto

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Heath, L. A., Winnipeg
Ingersoll Packing Co., Ingersoll, Ont.
Laing Packing & Provision Co., Montreal
MacLaren Imperial Cheese Co., Toronto
Nickerson & Hart, Halifax, N.S.
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Feathers
Poulin, P., & Co., Montreal

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Cassidy John E., Montreal
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McLea, J. & R., Montreal
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

Foreign Importers.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Nickerson & Hart, Halifax.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Battle Creek Toasted Corn Flakes Co., London, Ont.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Greig, Robert, Co., Toronto.
Harty, J. B., Pictou N.S.
Kirouac, Nap. G., & Co., Quebec.
Nicholson & Bain, Winnipeg.
Paradis, C. A., Quebec

Grocers—Wholesale.
Adelstein, P., Montreal
Balfour, Smye & Co., Hamilton.
Bell, Thos., & Son, Montreal
Boyd Co., Port of Spain, Trinidad
Ozo Co., Montreal.
Carter, S. J & Co., Montreal.
Casson, John, & Co., Toronto
Chaput Fils & Cie, Montreal
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Fenwick, Hendry & Co., Kingston, Ont.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie, Montreal
Kinnear, T., & Co., Toronto.
Laporte, Martin & Co., Montreal
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co. London, Eng.

Jams. Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Sugars & Canners, Ltd., Montreal
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

Labels
Stecher Litho. Co., Rochester, N.Y.

Lamps, Etc.
Ontario Lamp & Lantern Co., Hamilton

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Bunnell & Lindsay, Winnipeg
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal
Dunn, Wm. H., Montreal and Toronto.
Elsom & Whitlock, Moose Jaw, Sask.
Evans, F. G., & Co., Vancouver, B.C.
Foley, F. J., & Co., Edmonton, Alta.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Richards, S. C., Winnipeg
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Nutmegs
Binks, Chas. H., & Co., Montreal

Office Supplies.
Urain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

Oil
Queen City Oil Co., Toronto

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Brand & Co., London, Eng
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal
Paterson's—Rose & Laflamme, Montreal.

Poison, Rat
Common Sense Mfg. Co., Toronto

Polishes—Metal.
Oakey, John, & Sons, London, Eng.
Nickle Plate Stove Polish Co., Chicago

Polishes—Shoes,
Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass
Nickle Plate Stove Polish Co., Chicago

Poultry and Game
Poulin, P. & Co., Montreal

Printing.
Barnard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Fabien, C. P., Montreal
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co, Regina.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.

Storage and Warehouses.
Terminal Warehouse & Cartage Co. Montreal.

Store Fittings, Show Cases, Etc.
James J. Howell, Toronto
Sexton Mfg. Co., Toronto
Walker Bin & Store Fixture Co., Berlin

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Girard, P. J, Richmond, Que.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Ross, L. G., Toronto
Sugars & Canners Ltd, Montreal
Tippet, A. P., & Co., Montreal.

Tacks.
Bazin Mfg. Co., Quebec, P.Q.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Brayley & Co., Montreal.
Ceylon Tea Association
Chase & Sanborn, Montreal
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies
Young, W. F., Montreal

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Midland Vinegar Co., Birmingham and Toronto

Washing Compound.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Nelson, H. W., Co., Toronto
United Factories Ltd., Toronto

Yeast.
Gillett, E. W., Co., Toronto.

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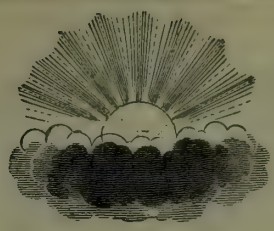
Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders — ***No Sugar Required,*** but just add water. Very handy and ***economical.*** Retail at popular prices and show a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme

Montreal and Toronto



"Sun Burst"

"Non-Pareil"

Kentucky Edible Oils Winter Pressed

Highly recommended by the **Leading Chefs and Bakers.**

Guaranteed under the Pure Food Act.

On sale at all **up-to-date wholesale grocers.**

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

55 ST. PAUL ST., - - MONTREAL

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Another Store-keeper Sued for Damages

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts $15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

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The greatest recommendation you can give it is that

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MONTREAL

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Office of Publication 10 Front Street East, Toronto

VOL. XXII. MONTREAL, TORONTO, WINNIPEG, APRIL 3, 1908. NO. 14.

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(Continued on page 4.)

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BY

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This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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Hygeian Beets are the kind we have been trying to get for several years, and we have no hesitancy in pronouncing them the finest canned Beets we have ever sold. They are equally as nice as new beets at this season, and much more satisfactory.

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We remain,

Yours respectfully,

(Sgd.) T. A. ROWAT & COMPANY

Hundreds of Successful Grocers

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when ordering from your jobber

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Suppose someone does offer you a tea at a low price.

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After all the sales test is the surest test. "SALADA" has for sixteen years enjoyed the reputation of being the surest and quickest selling tea on the Canadian market. A position won wholly and solely on merit.

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EVERY BOTTLE OF

Symington's

"Edinburgh"

Coffee Essence

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Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

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All at bottom prices and quality guaranteed.

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Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

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No. 4 Strong Bakers
No. 1 Golden Cane Syrup
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The above supplied in puncheons, tierces, barrels and half barrels. Also

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In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

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LIMITED

Halifax, - Nova Scotia

Genuine Merit

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Paterson's Worcester Sauce

All Grocers should sell it—if they don't they miss sales.

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This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

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AGENTS — ROSE & LAFLAMME, MONTREAL

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$5,000.00 No. 3 $5,000.00

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TAYLOR'S SOAP POWDER
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TAYLOR'S QUICK CLEANER**

The great success of our previous prize competitions has induced us to again offer a list of valuable prizes absolutely free to those persons sending in the largest quantity of wrappers off Eclipse Soap or Gold Soap, or the largest quantity of coupons enclosed in every package of Taylor's Soap Powder or Taylor's Quick Cleaner.

LIST OF PRIZES

1st Prize for	Alberta	$25.00	cash.
1st " "	British Columbia	25.00	"
1st " "	Manitoba	25.00	"
1st " "	New Brunswick	25.00	"
1st " "	Nova Scotia	25.00	"
1st " "	Ontario	25.00	"
2nd " "	Ontario	15.00	"
3rd " "	Ontario	10.00	"
1st " "	Prince Edward Island	25.00	"
1st " "	Quebec	25.00	"
2nd " "	Quebec	15.00	"
3rd " "	Quebec	10.00	"
1st " "	Saskatchewan	25.00	"

A prize of $25.00 cash free to the person who sends us the largest number of wrappers or coupons residing in each Province in Canada. The rest of the competition is open to anyone in Canada.

50 prizes of ladies' or gentlemen's 14k. gold filled watches, fine jewelled movement, guaranteed.

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Taylor's Soap Powder

Gold Soap

Taylor's Quick Cleaner

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SUGARS **STOCK FOOD**

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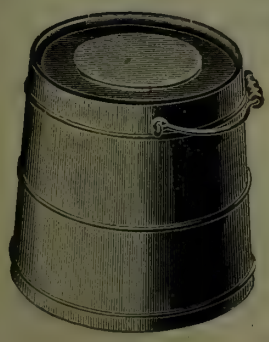

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JELLY POWDERS

are the choice of the merchant who values his name for reliability. Customers who once use these insist upon having them always.
Special attention to Western Trade.

Manufactured by

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Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

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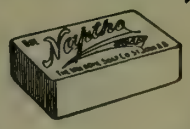


Naptho SOAP

MADE IN CANADA

IT IS A GOOD TIME right now to test the qualities of

Naptho Soap

We claim its superiority to all others.

BECAUSE It is the most effective while the most harmless to the fabric.

BECAUSE It has the most lasting and durable quality.

BECAUSE It is a pure and satisfactory detergent of the highest quality at the lowest price.

The Welcome Soap Co.

Limited

St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE:

WE ARE CLOSING OUT THE REMAINING FEW LINES SPOT TEAS OF EXCELLENT VALUE. IF YOU ARE OPEN NOW IS YOUR OPPORTUNITY.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, Montreal

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

WANT ANYTHING

1 CENT A WORD

If You

Want to Buy a Business
Want to Sell a Business
Want a Situation
Want a Clerk
Want Store Fixtures
Want to Sell Store Fixtures
Want to Sell any Article

Grocer Small Ads. will satisfy your wants. They give results.

1 CENT A WORD

USE WANT ADS

APPLE BUTTER

We have a very fine line in 28 lb. pails. Price right.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

CURRANTS

"SOMERSET"
BRAND
Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

Grocers generally in all parts of Canada know about

Our Matches

"Laurier" and **"Togo"** brands have made a reputation for themselves that has led to good business for those who have handled them.

Are you one of those?

If not order a trial lot.
We save you money on freight charges.

The Improved Match Co.
Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

The Most Convincing Argument

that you handle really high-class goods would be the fact that you handled

2 in 1 SHOE POLISH

unquestionably the finest and best selling Shoe Polish.

The F. F. Dalley Company, Limited

Hamilton, Canada. **Buffalo, U.S.A.**

EMPIRE BRAND

TEA SALES

Our Tea Sales are very large. We offer our EMPIRE Tea to retail at 25, 30, 40, 50 and 75c. Our EMPIRE Tea at 25c. is extra value.

If you are not handling it, it would pay you to send for a sample package and correspond with us. We would be glad to hear from you.

L. S. & B. Syrup, Maple and Corn Syrup.

Be sure and see our travellers.

4 free 'Phones —use them

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON, - - - - ONTARIO

Business is gaining momentum daily and

STERLING BRAND PICKLES

are in larger demand than ever before. The reason is plain: Grocers all over the Dominion are finding an increasing call for all goods bearing the brand Sterling—whether pickles, relishes, jellies, marmalades and what not.

Keep stocked up in all Sterling goods, ordering from your jobber, or direct from the factory.

The T. A. LYTLE CO.

Sterling Road, Toronto. **Limited**

(North of Dundas Bridges) Phone Park 376

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.

Proprietors **SHERBROOKE, P.Q.**

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

About One Million People

are in the territory covered by our selling organization. We are in close and constant touch with the grocery trade of Western Canada, and from our warehouses, handle a greater volume of business than any other house in the trade.

We sell on commission, and we would like a few more accounts of concerns who would appreciate and support vigorous and intelligent representation.

We should like to correspond with you.
You have goods we should like to sell.
We have facilities that would be invaluable to you.
Can we not get together?

NICHOLSON & BAIN

Established 1882

CALGARY WINNIPEG EDMONTON

TO THE TRADE:

Have you not discovered that there are really

NO TEAS AS CHEAP

as

CEYLON TEA?

In

THE TURN OVER

lies

THE REAL PROFIT

Your money will earn very much more, by the end of the year, if you

STOCK GOOD TEA

Because your money will turn many times more than if you stock Tea the chief recommendation for which is to be found in the difference between its buying and selling prices.

Diamond E Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for **"DIAMOND E"** Blend Coffee this brand has long since been tested by the public, and the verdict has been **"Perfect."**

THIS MAKES IT A SAFE PROPOSITION

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Oso Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

THICK, SWOLLEN GLANDS

that make a horse Wheeze, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling caused by strain or inflammation. No blister, no hair gone, and horse kept at work. $2.00 per bottle, delivered. Book 3-C free.

ABSORBINE, JR., for mankind, $1.00, delivered. Cures Goitre, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal

When writing advertisers kindly mention having seen the advertisement in this paper.

There has been a demand for sometime for a Jelly Powder to retail at five cents. Here it is

WHITE CROSS JELLY POWDER

5 cents a package

each package makes a pint of excellent jelly — pure and wholesome, fifteen flavors to choose from, five cents each, with a good profit to the dealer.

Have some

THE ROBERT GREIG CO., LIMITED
TORONTO

A Quick Turnover=

such an essential to the success of a grocery store—is assured to the grocer who stocks our

PURE
FRUIT JAMS
CIDER VINEGAR and TOMATO CATSUP

(Made from whole Tomatoes.)

These goods are perfectly pure, and so satisfactory that they invariably bring in repeat orders.

Price List on Request.

The Belleville Fruit and Vinegar Co., Limited
BELLEVILLE, - ONTARIO

NOW IS WHEN!

Are you asking yourself how soon you should stock Maple Syrup and Maple Sugar for Spring trade? **NOW** is the time and

"Pride of Canada"

the brand. **IT PAYS** to stock the genuine article, which is guaranteed by

The Maple Tree Producers' Association, Ltd.,
Waterloo, - Quebec

The splendid values we are offering in

PRUNES

in sizes from 30/40's to 90/100's should appeal to any grocer.

Also exceptional quality in Evaporated Peaches, boxes 25 and 50 lbs.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

LIPTON

THE TEA KING OF AMERICA

HAS NOT WITHDRAWN THE

25c. Grade

We can still supply you—the same quality at the same price, with the same profit for you as for years past

LIPTON'S TEA

Packed Only in an Air-tight Tin.

Thomas J. Lipton

75 Front St. East, - - TORONTO, CANADA

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.

LIMITED

CANNED

PINEAPPLE

Best Pack Attractive Prices

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

TO SETTLE DOUBT

Drop a postal to our Canadian agents (mentioned below) for free full-sized tasting bottle of H. P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

Messrs. W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Godville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair st. Louis, Mo., 1904. Proven the purest and best and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

A greater trade than ever

The orders from Canadian Grocers for

ROWAT'S OLIVES

are increasing every year and this season's trade is so large as to establish their popularity more firmly than ever.

Place your orders with your jobbers now.

A. G. Snowdon,
325 Coristine Building,
MONTREAL

Agent for
Ontario
and Quebec

Another Limerick Contest

FOR St. George's Baking Powder

$500 in Cash Prizes

Our first Limerick contest was a grand success. Thousands competed, and grocers who handled St. George's made a tidy profit on the increased sales. We have launched another—with $500 in prizes—to run until May 30th. This means two months of big advertising and a greatly increased demand for St. George's Baking Powder.

It certainly will be good business policy to stock goods that everybody will be asking for.

Stock St. George's—let your customers know you have it—and see how fast it goes.

Do YOU Sell It?

National Drug & Chemical Co.
of Canada, Limited, Montreal

Our Gazelle Brand Japan Teas

require no extensive nor persistent advertising. Every cent you pay for them goes into Quality, and Quality sells our Japan Teas.

Pick out any line that may suit your trade, and see if you don't get repeat orders from your customers.

H.H.M. Half Chests,	80 lbs.	22
Caddies,	40 lbs.	23
Half Caddies,	20 lbs.	25
Diamond F.C.		
Half Chests,	80 lbs.	24
Caddies,	40 lbs.	25
Half Caddies,	20 lbs.	27½
Matts 4/10 lb. Caddies		29
Matts 8/5 lb. Caddies		30
Diamond P.P.		
Half Chests	80 lbs.	26
Caddies	40 lbs.	27
C.P.H.		
Half Chests,	80 lbs.	30
Diamond H.		
Half Chests,	80 lbs.	35
Half Caddies,	20 lbs.	37½
Matts 4/10 lb. Caddies		40
Matts 8/5 lb. Caddies		42½

Lots of 5 half chests or more, or the equivalent, **freight prepaid** to any Railway Stations in Quebec and Ontario east of Sarnia and Sudbury.

TERMS—3% 30 days or Net 4 months.

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

DO YOU KNOW THAT 1 POUND OF RED ROSE TEA WHICH RETAILS AT 40 CENTS WILL MAKE 200 CUPS OF TEA?

If the people who use 25 and 30c. teas knew this, don't you think many of them would use the 40c. Red Rose instead?

Tell them about it! Let me help you. Send me your address and I will send you some printed slips, giving this and other interesting facts, for distribution among your customers.

Put more energy into the selling of really good tea and you will be surprised at the results.

T. H. ESTABROOKS

Branches { TORONTO WINNIPEG St. John, N. B.

HOLBROOK'S Worcestershire SAUCE

A bare statement in an advertisement is not convincing unless it can be justified by experience in handling the article advertised. We could take up a good deal of your time in making true statements in praise of this Sauce, but instead we merely ask you to test it for yourself. Your decision will be that it is a Sauce which on first trial must secure permanent users. Its particular and pleasing flavor, free from excessive heat, suggests the blending of many choice ingredients and so tickles the palate that its use becomes essential. This has been the experience in the Old Country where its popularity is ever increasing. The next question which interests you is PROFIT, this will be found to be much better than that obtained on most advertised proprietary lines but an enquiry to

Canadian Manager, H. Gilbert Nobbs

HOLBROOK'S LIMITED
25 Front St., East
TORONTO

Will bring you full particulars.

If it is Toilet **SOAP**

We have the largest variety of the most satisfactory kind, from standpoint of quality and profit.

SAVONS FRANCOIS (C. Pagnuelo, Manager)

Factory: 1653 Notre Dame St. MONTREAL Offices: 225 Coristine Building

E.D.S. Brand Jams and Jellies

Lead in Profit because they Lead in Purity

The grocer who ties up his capital with impure goods will be a long time reaching success—if he ever gets there at all. Government analysis has proven that E.D.S. Brand Jams and Jellies are the purest in Canada.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

"What is Sauce for the Goose"

Molasses in Tins

Yes, Sir, you can buy SAUCE made in Canada from an English Formula.

Worcestershire Sauce

Write for prices

Try a sample

Equal to any Sauce made in England and will cost you less money. Write

John Casson Co., Front St. East, **Toronto**

Finest Tomato Catsup

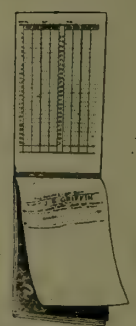
"Is Sauce for the Gander"

The Need Supplied

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates. The

"Duplex" Counter Check Book

is just that kind of book. It is made in various sizes too. You will find the book of much service to you.



Write and secure sample, free.

The Carter-Crume Company Limited,

Toronto and Montreal

JELL-O The Dainty Dessert

REDUCED IN PRICE

Now Retails for 10 Cents a Package

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavors.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case	**$1.80**	**Retails 10c. per pkg.**
JELL-O, Ice Cream Powder, 2 Doz. case	**2.50**	**Retails 15c. per pkg.**

THE GENESEE PURE FOOD CO., Bridgeburg, Ont.

It's the Standard

and hence the saying "As Pure As Windsor Salt"

Things don't "just happen" in this world—there's a reason for everything, and there's a splendid reason why Windsor Salt has reached that much sought for pinnacle that entitles the makers to justly claim it "best."

¶ To-day it is the Standard Salt from which comparisons are made when some one is trying to sell an inferior product—something "just as good." The purity, whiteness, dryness, and free-running qualities of Windsor Salt are almost proverbial. "It's the Standard"—isn't that enough?

CANADIAN SALT CO., LIMITED

Windsor, Ont.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Tartan

SIGN OF PURITY **BRAND**

ORDER NOW.

TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

TARTAN Maple Syrup all sizes

TARTAN New Pack Glass Lobsters

SPECIALS

in FI S, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

Stock the Best. **"KIT" COFFEE**

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey108 Princess Street.

First Car of New Maple Syrup and Sugar

arrived to-day

WARREN BROS. & CO., LTD., Wholesale Grocers, 35 and 37 Front St. E., Toronto, have received a car of Maple Syrup and Sugar refined from this year's run of sap direct from Canada's greatest sugar-bush, the Province of Quebec. It is being sold under the "Pioneer" Brand and is guaranteed to give satisfaction. The car was forwarded by

THE IMPERIAL SYRUP CO.

ESTABLISHED 1840

We would like to give you one of these broom display racks.

Send us your order for 10 dozen brooms, including not less than two dozen "Pansy" and we will send one of the above illustrated broom display stands FREE.

The balance of the order may be made up from any of our other lines, we have exceptionally good values to retail at 35 and 30 cents, and don't overlook the fact that our 25 cent special is the best value offered anywhere—but the main idea is to get you handling

"PANSY" BROOMS

after that we are content to let quality talk.

H. W. Nelson & Co., Limited

Office and Warehouse: 92 Adelaide St. W. **Toronto, Ont.** **Factory:** 15, 17, 19, 21 Jarvis St.

Sugar Bush Maple Syrup

Our rapidly increasing sale of this popular brand is the best testimony of its merit.

Supplied in Pint, Quart, ½ gallon, Gallon and 5 Gallon tins.

Freight prepaid on 5 case lots South and East of North Bay.

Order now through our travellers, by mail, or by wire at our expense.

JAMES TURNER & CO. LIMITED

Hamilton, Ont.

Extra Special!

We are in a position to make immediate shipments of Canned Goods in nearly all lines, but can give no guarantee that this will continue. Stocks are getting low in many cases, including

—Strawberries	**—Raspberries**
—Plums	**—Pears**
—Cherries	**—Peaches**

and the sooner your order reaches us the better. We're in excellent shape with corn, tomatoes and pumpkin on account of a very much larger output. In addition we have a number of successful side lines that need to be reckoned with in reaching after the best trade.

The Essex Canning and Preserving Co. Limited

Factory at Essex, Ont.

28 Wellington St. E., TORONTO, Can.

"The Hard Luck Seed"

A Story for Grocers of Modern Business Methods—How a Grocer's Good Wife Picked Out the Flaws in Her Husband's Methods and Put New Life in the Busine ss.

"John," said Clarke's pretty wife, after breakfast one morning, "I shall want some money to-day. I must get ready for the visit promised mother, you know."

John looked worried. Things were going badly at the grocery on the corner, and he needed every cent he had to meet bills with. He wanted his wife to make the visit, but did not see how he could spare the cash at that time.

"Can't you postpone the visit?" he asked.

"Oh, John!" gasped wifey.

"I've got a lot of bills to meet, and every dollar looks like a cart-wheel to me now. If you could only wait a few weeks."

Wifey wrinkled her pretty brows. This visit to mother had already been twice postponed in the interest of unpaid bills. If John had been working for someone else for $12 a week, she thought, she would have had better clothing and more money to use for herself.

"It won't cost so very much," she said.

"At least $50, I presume?" asked John.

"Oh, a little more than that, dear, for I haven't had any new clothes lately, and you don't want me to go to the old home looking shabby, do you? Besides, the carfare there and back is about $30."

Clarke sank dejectedly into a chair.

"You must have the money, I suppose," he said, "but I shall have to stand off some of the bills, or get more money at some bank. I don't know what's got into everything. I haven't got half the trade I had a year ago, and it seems that I've got all the bad pay people in town, at that. I'm surely up against a streak of hard luck."

"What seems to be the trouble with your trade?" asked wifey.

"Oh, I don't know. People who used to do business with me now go to Barr's. I've tried to find out what's wrong, but I can't."

Wifey looked out of the window and beat time on the carpet with one slippered foot. Her father had been a grocer, and she had worked in his store for a year or two before her marriage with Clarke. Her father had made money, and she thought that her husband ought to do equally well, as he was a friendly sort of a man and had a fine business location.

"I've had to cut down on clerk expenses," continued John, "until it is hard work getting anything done. I've only one clerk left, and it looks as if I wouldn't need him much longer. I'm all to the bad."

"I'll put off the visit, dear," said wifey, "and help you out at the store. Perhaps I can learn where the trouble is. You know I was star clerk at father's."

"Indeed you won't come to the store" said John. "Nice thing that would be! What would all your society people say? Not for mine, dear!"

"I have not any society people, John," said wifey. "I haven't the clothing to go out much, and people stay away after two or three calls. I've been thinking since we've been talking that I may have lost some of your trade by not returning calls. Anyway, before I come down to clerk for you I'm going to fix up in my nicest and pay every call I owe. Now, don't say a word. I'm going to help you out at the store, you despondent old dear!"

And wifey made her calls as per agreement and then went to the store in a gingham apron and waited on customers, keeping her eyes open every minute for the cause of the poverty of the concern. A few scenes, sketched from the next few days, will describe what she found:

"I want these goods sent up before 10 o'clock," said a stylishly dressed woman, the very first morning after the new clerk appeared. "I'm going away at 10 sharp, and the vegetables will freeze if left outside, while the dogs and cats will get at the meat."

"Very well," said John, "I'll have them up there long before that."

Wifey noticed that it was five minutes to 10 when the delivery boy started off with the order. When he came back he said he had left the goods without knocking on the door to see if the people were at home—just left them on the back porch.

That night, just before closing time, a red-headed man burst into the store with a bushel basket swung across his paunch. He was perspiring from the unwonted exertion of carrying the load the basket held, and his eyes flashed angrily.

"Here's your stuff," he said, putting contents of the basket on the floor. "You were told not to leave it at all if you couldn't get it to the house before 10 o'clock. You left it after my wife had gone away. The vegetables are frozen and the dogs have been at the meat. Here's what's left of the order. Give me my money."

John was about to put up an argument, but wifey stopped him with a look, paid over the money, and walked doorward with the customer, now showing signs of repenting his rough conduct.

"I know how it is," she said. "Women can't stay at home all day waiting for slow delivery boys. I'm sorry, but the mischief has been done."

"See here," said the red-headed man, "I guess I was a little bit ugly over the matter, and I'm sure leaving the store a loser, so here's the money. Duplicate that order and send it up in the morning."

The next day a couple of girls, members of two fine families, whose trade was worth a lot to any dealer, came in and ordered sugar for some special purpose of their own.

"We must have cane sugar," they insisted, "and have it on time. We're going to have a party to-night, and we have got to make a lot of fudge and sweets. You'll break our hearts if you disappoint us."

"All right," said John, smilingly, "you shall have the best there is, and have it on time. Don't worry over it."

As soon as the girls went out John started to put up the sugar. He threw the scoop into the barrel and frowned.

"It's always the way," he said. "I haven't a pound of cane sugar in the store. Sold the last I had yesterday, and was going to order more by 'phone this morning. Just my luck! Now, I haven't time to send for more, and this must go up—this old beet stuff. Perhaps they won't know the difference."

Wifey saw that John had not yet learned his lesson and said nothing. The next morning two very angry girls entered the store.

"You spoiled our whole party," one of them said to John, "by substituting beet sugar for cane. Everything was ruined with that old blue stuff. You may just send your bill and we'll find another place to trade."

Wifey didn't feel like trying to square this just then. She knew that when the grocer spoils a party by inattention to business the girls who are the promoters are not the ones to argue with. She squared with the fathers later on, however.

John entered the store one morning in a rage. He found the furnace fire out and some of the potatoes frozen. He was at fault, for it was one of his duties to see that the furnace was all right before leaving for the night. While he was mourning over the frost-bitten vegetables a boy came rushing in.

"Send us some potatoes that are fit to eat!" he shouted. "Dad bought some of Howe, and they're no good. Send 'em over in time for dinner."

John measured out a bushel of the frost-touched tubers and sent them over about 11 o'clock. That afternoon, after some of them had been boiled for dinner, and a meal spoiled, they were returned and dumped on the floor with angry words.

"You can't work off your frozen stuff on me!" said the man.

Incidents of this character were of frequent occurrence. Goods were not sent as ordered, and they were not sent on time. John promised anything and everything in order to make a sale, and then neglected to perform his part of the bargain. He sent stale goods to men who owed big bills, saying that anything was good enough for them, forgetting that the way to lose a bill is to make the debtor angry. He did not keep his stock up, and often sent articles "just as good" as in the sugar case.

"John," said wifey, one day after a particularly exasperating incident of wrong goods sent out, "we're losing

ground every day. I wish you would make that long promised visit to mother and let me run the store. I can fix things, I think, so you can go."

"What can you do here that I can not?" demanded John.

"I can keep faith with customers," replied wifey. "I guess that will cast the hoodoo out of the store. I think that if I deliver on time, and send the goods ordered, I can change that streak of hard luck to good luck. The trouble with the store, John, is that it is not dependable. You think you have done your duty as a merchant when you take in the money. Another thing, John dear, I can keep the stock up, which you don't do. If you'll make the visit to mother, I think I can find the expense money for you!"

"So you think you've found the hard luck seed, eh?" asked John.

"I know that I have," was the reply. "You are not dependable. I, for one, wouldn't wait your slow deliveries, and no woman will."

"Say," said John, with a blush—a real blush!—"why not try the new system together?"

And they did, and it won out, too!

Alfred B. Tozer, in the Inland Grocer.

ALEX. ORSALI,

Of Hudon & Orsali, Montreal, Member of Advisory Committee, Exhibition of Groceries.

STAMPS FOR FUNERALS.

Up-to-date Chicago undertakers are now offering "trading stamps with every funeral," says the New York Herald. Brightest one in the lot will probably be the first to adopt the scheme of giving double stamps to all who order funerals before noon.

Minto Bros. report their business in Melagama tea for the past three months to be 50 per cent. above that done in the same period in 1907.

AN EASTER GROCERY WINDOW

A Suggestive Display of Hams and Eggs for Special Attraction During the Easter Holiday Week.

A special window for a special occasion is always a very attractive and much-talked-of feature. Easter week is already in close proximity and it is worth while thinking now about making a special effort for trade at this more or less observed holiday time.

An idea for a window is presented herewith which ought to be of some help in securing a share of the Easter business. The sketch is borrowed from a recent issue of the Grocery World, of Philadelphia.

As will be seen at once, the idea is to present a display of Easter hams and eggs in attractive arrangement.

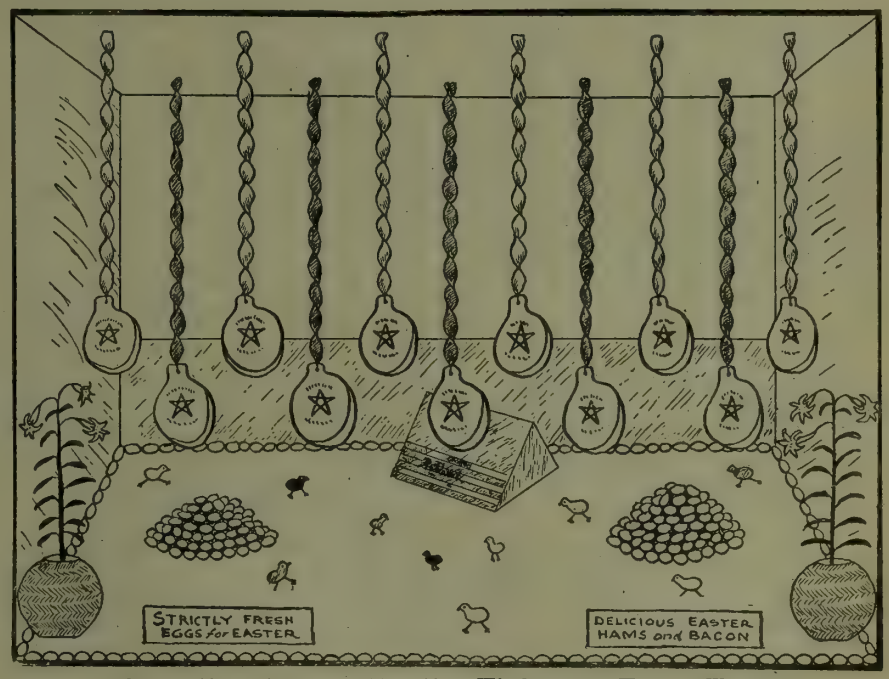
The floor is covered with sawdust. Then a background is made with a strip of white paper 20 inches or more wide. Then around the edge of the window is placed a row of eggs end to end.

The hams are hung from the ceiling by wire, stovepipe wire will serve the purpose, and are intended to be arranged in two rows, the rear row hanging about a foot or fifteen inches lower than the front row. Strips of crepe tissue about an inch and a half wide are twisted around the rows and fastened to show the curl. A pleasing effect may be introduced here by using different colors of tissue and working out a diagonal or square pattern in these hanging ribbons.

Of course, Easter wouldn't be Easter without eggs. Place a good-sized pile of them in either side of the window. They may be piled inside a small barrel hoop, and the sawdust heaped up a little to cover the hoop. A few colored eggs placed on the top of the piles will add to the effect.

At the front of each side of the window place an Easter lily. Then to give the window a real-life appearance, put a chicken coop—one may be easily knocked together or an old one used—in the back of the window, with an artificial hen inside. Then place at irregular spots on the sawdust floor several artificial chicks.

A couple of well-printed cards bearing some suggestive catch lines, in the forefront of the window will add to its effectiveness.



Suggestions for an Attractive Window for Easter Week.

MEET IN HAMILTON IN MAY.

Ontario Wholesale Grocers' Guild Planning Interesting Programme.

The annual meeting of the Ontario Wholesale Grocers' Guild will be held in Hamilton on Tuesday and Wednesday, May 5th and 6th.

The place of meeting was decided as the result of an invitation from the trade of Hamilton last year and a very pleasant and profitable gathering is expected.

While the programme has not as yet been definitely announced, it is understood that it will include several papers by members on trade subjects, and discussion on the points brought out. Among these are expected one from H. C. Beckett, of Hamilton, on "The Importance of Trade Associations and their Relations to the Government," and another from Fred. Smye, also of Hamilton, on "The Cost of Doing Business." Other subjects likely to be discussed are, "The Importance of a Better Recognition of Associated Efforts," and "The Relation of the Wholesale Grocer to the Manufacturer."

With such discussions in view, the meeting certainly promises to be most interesting.

*Grocery News from Coast to Coast

Letters From Our Own Special Correspondents in the Larger Towns and Cities of Canada—New Ideas in the Trade and Business Changes Noted.

CHATHAM.

After a long, hard fight, the local grocers have carried their point with reference to the amendment of the clause in the market by-law prohibiting them from making purchases on the city market before 10 o'clock Saturday morning. The by-law making the desired amendment passed its third reading at last week's council meeting almost without a murmur. Just before the by-law was finally passed, Ald. Westman moved that the council go back into committee to reconsider the matter, but the motion failed to find a seconder.

There is, as was probably inevitable, a certain amount of public objection, but this will probably wear off in the course of time, when it is found that the change is a convenience, rather than an inconvenience, to the purchasing public.

* * *

And still the Ben Brodie peddling matter will not down. Since the city's appeal in the matter was allowed and Judge Dowlin has found that the by-law can be enforced, Brodie's solicitor has intimated that if the fee is not reduced, steps will be taken by the peddling fraternity of the city to appeal to the High Court with a view to having the by-law quashed.

* * *

The maple syrup season is on. Quite a bit of the genuine product is offered for sale on the market and in the stores, the price being 35c per quart, with varying reductions for larger quantities. The harvest is reported good.

* * *

The marriage of Clarence Blackburn, formerly of McCorvie's grocery, to Miss Erie Millard, of Windsor, took place in the latter city last week.

* * *

Capt. F. B. Stevens' grain elevator on concession 14 Dover, was burned to the ground on Monday morning. It being filled, the loss will be heavy. Incendiarism is hinted.

* * *

A leading citizen passed away on Sunday in the person of Ex-Mayor S. T. Martin. Mr. Martin was in his 70th year, and filled the chief magistrate's chair in 1893. He was prominent in connection with large drainage works, whereby much marsh land in this district was redeemed to cultivation.

* * *

Samson R. Russell, who for a number of years past has conducted a grocery on Queen street, south of the G.T.R., died very suddenly on Friday morning, being found dead in bed at six o'clock. He had been suffering from heart disease for many years. Mr. Russell, who was in his 24th year, was a very popular young man, and his death came as a shock to many friends, particularly in the local trade.

* * *

Richard Cudmore, aged 79, passed away in Detroit last week. He at one time conducted a grocery at the corner of William and Wellington streets, where Gray's factory now stands.

* * *

The latest grocer to join the ranks of the advertisers is John W. Dyer, the genial St. Clair street man. Mr. Dyer is now using a three-inch space in the local press to boom the business of the Red Star store, and is putting forth a neat and attractive announcement.

* * *

Mr. Bennett, of E. R. Snook's grocery, left on Monday for Los Angeles, Cal., where he will locate for a time. Though only thirty or thereabouts, he has seen much of the world, and while during his year's stay here made quite a hit soliciting orders.

* * *

Local grocers are complaining with regard to the new special freight tariff, which went into effect March 15—at least in so far as it deals with cartage charges. The tariff has been adopted by the C.P.R. and G.T.R., though apparently the Pere Marquette, largely an American road, is not implicated. It fixes the cartage charges at each end of the line at 2c per 100 pounds, with a minimum charge in each case of 15c. Grocers here who have to pay charges at both ends declare that the practice is unfair, and that the wholesalers should assume the cartage charges at points of shipment and deliver the goods f.o.b. cars there.

* * *

Chas. Matthews, of Woodstock, has issued a writ in the High Court against the Ridgetown Canning Co., most of the members of which are residents of London, claiming between $300 and $400 for services rendered to the company in obtaining applications from farmers for them, and also for other services rendered. The writ was served last week at London. This is the company in whose behalf a by-law granting certain concessions was passed last year by the Ridgetown ratepayers, though the factory never materialized.

* * *

Samuel Cox, for years a baker and butcher, at South Woodslee, and lately engaged in farming near that village, passed away recently.

* * *

Jas. Clendenning, president of the Kent Farmers' Produce Company, of Blenheim, and his assistant solicitors for stock, report that they have met with gratifying success, upwards of $6,000 being already subscribed.

* * *

Petrolea is the latest location for a canning factory. Henry Mann, of that town, is interested in the scheme.

* * *

W. A. Gosnell, of Ridgetown, who is giving up business, has moved his stock of crockery and groceries into another store, where it is now being auctioned off.

* * *

Brook Wigle, of Kingsville, formerly employed with Fielding & Campeau, grocers, of Windsor, passed away recently, after a three weeks' illness.

* * *

It is understood that the new cheese factory at Wyoming will commence operations about May 1st. The equipment is due to arrive this week from Aylmer, and will be installed without delay. Mr. Dell Shain has met with much success in soliciting subscriptions from farmers in the vicinity. Mr. Doan will be manager of the concern.

* * *

Reports indicate that the farmers of this vicinity will go very largely into the raising of sugar beets this year, a considerable acreage having been already signed for in Kent, Essex and Lambton.

BELLEVILLE.

A. E. Ridley has opened up a brand new grocery business in a neat brick block on the corner of Victoria avenue and William street. The building has a fine plate glass daylight front facing Victoria avenue. The store fixtures are solid oak, installed by the Toronto Show Case Co., and compare favorably with the furnishings of the finest groceries in our large cities. The shelves and silent salesmen are tastefully stocked with the finest confectionery and groceries. There is a fine refrigerating plant in the building, and a furnace that is unlike many of those in the downtown stores, high and dry, and will be available for use whenever needed. Mr. Ridley is prepared to attend to all 'phone orders on shortest notice and will, we have no doubt, meet with success.

* * *

I. B. Harker, who has been a subscriber to The Canadian Grocer since its first issue, has just completed his annual stocktaking, and expresses himself as well satisfied with progress during the past year. He reports an ever increasing trade, and that, despite the reported hard times, he has done more business th's last two months than during the same period last year.

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

All of the leading grocers in town are favorably impressed with the free market day in the middle of the week, as advocated by A. Wallbridge, and think that the idea cannot be too strongly placed before the city council.

* * *

Business generally is moving along very smoothly, with a slight increase over the same period for last year.

* * *

Butter and eggs dropped to 28c and 16c, respectively, last Saturday, eggs starting out at 23c.

* * *

Maple syrup has not started to come in yet, and there is likely to be a short crop this year, we are told.

* * *

Price-cutting in flour has been satisfactorily regulated. A short time ago some of the merchants were selling flour at a loss as high as 10 per cent.

* * *

There are rumors of more new grocery businesses being launched here in the future, and we think it wise for the prospective grocers to consider the prospects before overloading the boat. It is not by any means a sinecure to get a new business started. Increased rents, clerks' salaries, cash registers, new scales, increased competition, all tend to make it just a little difficult to do business, in fact, it is getting to be more of a fine art every day to conduct a really successful grocery business.

EDMONTON.

The chief question that is agitating the producers, consumers and the middlemen in Edmonton at present is that of a suitable market in which trading may be carried on. The farmer and market gardener and the citizen, are all anxious that suitable market accommodations should be provided. The grocer and general storekeepers are not so anxious, as a small proportion of their trade would be thus taken away. The effect is not, however, of sufficient importance to cause any open opposition to the movement.

"Edmonton," said a prominent gentleman recently to a Canadian Grocer representative, "is making almost phenomenal advances in many ways, but is neglecting the important feature of a market for garden produce. The soil here is admirably adapted to the growing of this produce, but there are no facilities for the producer coming in direct contact with the consumer, and thus obtaining the best price for his goods and thus there is no encouragement for him to cultivate this branch of farming operations."

These are but the sentiments of a large number of the residents of Edmonton and vicinity, and efforts are being made to induce the council to take steps to have a suitable market building erected.

* * *

Arrangements are being made to open a new wholesale house in Edmonton shortly. The new firm is the G. F. & J. Galt Co., wholesale tea merchants, of Winnipeg, Calgary and Vancouver. Offices and warehouse space have been secured in the Morris block, next to the A. McDonald Co.'s block. William McNab, a resident of Edmonton for the past three years, has been appointed manager of the local branch of the company. It is expected that the new firm will commence business in Edmonton about May 1st.

GUELPH.

The regular meeting of the Retail Merchants' Association was held on Thursday night. A deputation from the Clerks' Association presented a petition for the regular Thursday half-holiday this year and were again turned down. The grocers favored the holiday, but the jewelers and gents' furnishing stores claimed to have had a hard year and the majority decided unfavorably. It was decided to give the clerks one whole day during the summer to hold their annual picnic. The high price of electric lights here and the appointing of a bad account collector, with an office to which each Monday morning the members could send in their lists and have them collected, was some of the business transacted.

* * *

The Clerks' Association is not satisfied with the decision over the half-holiday, claiming that it was not put to a vote; and also that their petition was signed by a majority of the business men of the city. But right there is where the shoe pinches. The merchants don't all belong to the association, and, therefore, have no vote. Would it not be a good idea for both bodies to get these merchants to join the association? The clerks also claim that if the holiday is not granted this year it is gone for good and that the one day is not at all satisfactory.

* * *

It has been suggested by one grocer that if there is going to be a western Ontario grocers' picnic that that one day this year might come in all right.

* * *

Business in the grocery stores was a little flat again last week on account of the bad state of the roads in this section. Good butter is reported very scarce, although it will only be temporary. The farmers are still using runners, while the snow is practically all gone in the city.

* * *

Those seedless grape fruit and lemons are all right and good sellers.

* * *

One dry goods store here gave each purchaser three roses on Saturday night and did a good business.

* * *

There is some talk of a commission house being started here by local parties, and no doubt there is a lot of business to be picked up in that line in Guelph.

KINGSTON.

Trade is a little on the flat side. The islanders are cut off again from us, as the ice is too weak to risk good horses and people.

* * *

Colleges will soon close, which means smaller orders from the restaurants and boarding houses. The Y.W.C.A. have opened up a large boarding house and it is filling up rapidly with good people.

* * *

The egg market has flopped and the product of the busy hen is now 15c to 17c a dozen. The butter market is stiff yet. Creamery is retailing for 35c and dairy at 28c to 30c.

* * *

The grocers here are putting up sugar now at, granulated, 6c lb., or 18 lbs. for $1; yellow, 5c lb. or 21 lbs. for $1.

* * *

James McCulla, proprietor of the Belfast grocery, met with a small but painful accident in cutting (no, not prices) but bologna, last week. The customer drew his attention by saying, "I don't think you will have enough." He looked up, still working the toothless buzz saw, and said. "Oh, yes, I think so," and off went the top of his thumb.

* * *

J. Todd, grocer, of Sheffield, Eng., arrived here with wife and child recently. He came out with the Salvation Army. He has engaged with Mr. Sears, a retired gentleman.

* * *

Bob Sutherland, city traveler for Fenwick Hendry, secured the John Carruthers gold medal for this year. It has to be won two successive years to be retained. It has about twenty gold bands on a ribbon of winners in former years of men who only won one year. No one yet has been fortunate enough to get it the second year, but we think Bob will say next year, "By gosh, I have it for good."

* * *

A lady demonstrator is lauding the praises of Suchard's cocoa here. She is at Gilbert's stores this week. It is a good way of introducing an article if followed up by judicious advertising; not all in magazines, but in local and trade papers.

* * *

The representative of Rickett's blue and Zebra stove shine, is making a door to door sample campaign in town and expects good results.

* * *

Christie's biscuits, "Ever-et?" John Everett calls on the trade twice a month now and always has snaps to offer. He still looks like a senator, and may he be spared to visit us for many years to come is the wish of one hundred and thirty-nine Kingston grocers and half grocers.

* * *

Before putting your sleigh away for the summer, get it overhauled and painted, and it will have lots of time to dry and will pay you. Too many get a rig painted and run it out before the paint is dry. You know the result.

* * *

Good delivery horses have jumped up in price. You must now pay $125 to $175 or take a plug, and plug drivers and horses don't pay a dividend.

* * *

J. Gilbert purchased two large Dayton computing scales from the local agent, Will Crothers, recently, and is

well pleased with them. He says they are beginning to pay for themselves already.

* * *

Anderson Bros., grocers, do a large fresh and smoked meat business and may eventually go in extensively and push out the groceries. There is more money in meats, they say.

* * *

Herb Dunlop, formerly head clerk with Jas. Redden & Co., has joined the staff of the new Clarified Milk Co., and will hustle for trade.

* * *

Rees Bros. brought in a car of fine navels last week, and expect their first car of bananas this week.

* * *

On April first begin low freight rates. Don't get fooled by shipping before that date.

LONDON.

Signs are not lacking of returning confidence in the grocery trade. Retailers are buying with more freedom now that the weather is becoming more settled and the roads are improving, the result being a decided betterment of trade.

* * *

Brokers report all staples unchanged. Teas remain firm. There has been no further advance in sugar, but that commodity is now just as speculative an article as wheat. Whether the next movement will be upward or downward even the most experienced grocery men will not undertake to say.

* * *

Canned goods are slow of sale, wholesalers report. The cause is ascribed to the action of the late firm of Lind, Kerrigan & Co. in buying out the output of the London Canning Company and selling out to retailers at a figure lower than the regular wholesalers could procure the goods for. The consequence is the latter find their stocks of canned goods are diminishing very slowly. To their credit be it said, however, retailers are maintaining prices well under the circumstances.

* * *

It is not improbable that the Lind-Kerrigan business will be continued as a going concern. At all events it is expected there will be lively competition at the sale on Thursday next, bidders from outside places, including Montreal, being expected here. A well-known local broker, it is said, will endeavor to get control of the business for a syndicate, as he has every confidence that there is room for the house in London, and that with sufficient capital it could be made to pay.

* * *

For some time past between 25,000 to 30,000 head of cattle have been daily passing through this city over the Grand Trunk Railway, all bound for the European markets. The animals are being shipped at various points in the western States, and the trade has become so heavy that several special cattle trains have been put on by the company. Forty cars, with between twenty and thirty cattle in a car, make a train. In the case of Texas steers, which have very large horns, not more than fifteen or twenty can be placed in a car. The shipments are expected to be very heavy for some weeks yet.

* * *

Frank Robinson, grocer, of South London, has returned from a holiday of several months spent at Seattle and other Pacific coast points. Mr. Robinson's many friends will be glad to know he returns much improved in health.

HAMILTON.

Trade in grocery lines is a little bit quiet just now, the great public sticking pretty close to the stores where they get credit.

The sharp advance in sugar is not making the average housekeeper feel very pleasant and the grocer of course gets the blame, but this is now counterbalanced by the drop in eggs, which occurred when most grocers were loaded up at fairly high prices.

* * *

Almas Bros., of John St. South, have sold their fine grocery and meat business to Gilmore & Gillies. Mr. Gilmore is from the Canadian co-operative coocern, where he succeeded in building up a large trade for that institution. and Mr. Gillies is from the well known Gillies business on York Street. The large connection they bring with them and the very large business of Almas Bros. combined, will soon put them on easy street.

* * *

Trade in wholesale circles is very quiet and the retailers are complaining of their selling in retail quantities. One grocer reports tnat he saw an invoice to a Chinaman from one of the large wholesale houses. Others say the travelers have instructions to call on all eating houses and lunch counters where there is any chance to sell—pretty small business for people who cater to good trade.

* * *

Rev. Mr. Laidman, one of the promoters and secretary-treasurer of the Canadian Co-operative Store, has resigned and has accepted the pastorate of a church in the Niagara Peninsula.

STRATFORD.

Grocers and citizens generally are sorry to hear of the failure of the fine grocery store run by Will J. Norfolk. His store was known as "The Clean Grocery," and everything was kept in a spic and span condition. The sale of the assets of the estate took place last week. The sale was a most satisfactory one and was largely attended. Buyers were present from London, Toronto, Port Hope and other distant places. The goods and chattels were disposed of to Walsh Bros., of this city, at 53½c on the dollar, and J. Foster, of Cleveland, bought the book debts at 32½c on the dollar.

* * *

Several important subjects were discussed at a general meeting of the local branch of the Retail Merchants' Association held last week in Societies' hall.

It was agreed that the association make application to the proper postal authorities to have the afternoon mail, which is at present delivered in the retail section at 3 p.m., delivered after 5 p.m. The merchants are not satisfied with the 3 p.m. delivery as they are unable to get their afternoon mail delivered to them until the following morning.

The association will also apply to the Postmaster-General to have the present postage rate of two cents on drop city letters reduced to one cent.

It was agreed that the Bad Pay list should be revised and that the same be properly printed, a copy of the list to be furnished to every retail merchant in the city.

Considerable discussion took place as to the passing of the Industrial and Co-operative Societies' Bill and the amendment to the Criminal Code. In regard to the Criminal Code the retailers, concluded that they should be allowed to meet together for their own reasonable protection, the same as other companies and associations were allowed to do.

MONTREAL.

At a meeting of the Retail Grocers' Association, held Thursday, March 26, the report of the delegation which was sent to Quebec, to interview the Premier regarding the maintenance of the liquor license on the same basis as was allowed them last year, namely, a reduction of 50 per cent. off the increase, was read and declared favorable, the Premier having promised that the advance would not be put into effect for this year at least.

* * *

A delegation was appointed to go to Quebec and support the Montreal city council in their request to be empowered to raise the peddlers' license to $200. This question has been occupying the attention of the retailers for some time past, as this class of dealers are injurious to the retail grocer, their small expenses and low rate of license enabling them to cut prices on their various lines of fruits and vegetables to such an extent as to make competition prohibitive on the part of the retail grocer.

* * *

George Graham and some of the other progressive grocers of the city are delivering their groceries in rather neat folding wooden boxes, which are manufactured by the Hubbard Folding Grocery Delivery Box people, of Minneapolis. The boxes are very useful and have many features to commend them to the retailer for delivery purposes. Kenneth H. Munro is looking after the line in Canada.

VANCOUVER.

It is doubtful if ever eggs were so plentiful on the coast before. In Vancouver, the consumer is getting the best for 30c, while in Seattle the price is 25c, with a probable drop to 20c. That is something unheard of. Last week when 35c had been dropped down to, it was thought that would be rock bottom. for the price fluctuates between that and 70c. Those private consumers who get their eggs brought in by the egg and chicken dealers on the outskirts of the city are told that it is not profitable to deliver then at less than

35c, though three-dozen lots are sold for 90c. The weather has been very favorable and eggs have flooded the market from all over. Feed, however, is not reduced, which makes it hard for the man who keeps chickens. But the consumer welcomes the low price, and for once one can get eggs without feeling that a luxury is being purchased.

* * *

During the week a number of excellent No. 1 B.C. apples have been brought out. These must have been kept back to allow disposal of No. 2 and No. 3 grades, for a short time ago the No. 1 could not be had. Now that the lower grades have been worked off, the better ones are coming along. Prices, $2.25 and $2.50 per box.

* * *

Another fruit feature is that in the price of oranges. They have gone up a little, but still they are about 75c a case less than they were a year ago, with quality this year A1. The fruit is large and sweet and very juicy.

* * *

Flour milling is steadily coming to the front on the coast, the trade with the Orient bringing good business. Here, however, there is strong competition with mills on the other side of the line. Last fall they expected an active movement, and large quantities were ground. This did not come up to expectations, and since then Washington mills have been almost at a standstill. The surplus has been worked off now, and a decided improvement is reported in the situation. Small but plentiful orders are coming from the Orient, principally from North China ports.

* * *

Following the report that very few salmon canneries will be operated on the Canadian side of the line comes the news that only nine of the canneries on Puget Sound will be run, and Chinese labor contracts are being made on the basis of half a pack. Contracts are not being made with the trap owners for supply, most of the latter preferring to take their chances on the open market. It is expected that this will be one of the lightest seasons on record.

* * *

The Dominion Government is to make another experiment in planting lobsters on the British Columbia coast, and 2,000 or 3,000 will be brought out next month and put in Cooper Cove, at Sooke, near Victoria, on Vancouver Island. Readers of The Grocer will remember the previous experiments which have been made along this line, but the lobsters have disappeared. Whether they can have fallen a prey to devil fish or other marauders of the deep, it is not definitely known. One was caught near Salt Spring Island some months ago, which showed that it had both lived considerable time and traveled. It was in good condition.

* * *

Reports from Nanaimo yesterday were that the herring were spawning in greater numbers than ever, and that the catch should be a good one during the season. In this connection, the Provincial Government is being asked to consider a proposal to aid in bringing out from Scotland two hundred fishermen, three fish smokers and five coopers, the offer being submitted by Murdo Maclean, Stornoway. The Government is asked to pay the fare of $80 in each case and guarantee employment for six months. In return, the money will be refunded out of the first earnings. The matter has been referred to G. Starrett, manager of the New England Fish Company, of this city, with a request for a report as to the advisability of assisting in the immigration project.

* * *

Copas & Young, who recently bought out Fell's grocery, at Victoria, had a fire last Monday night. Most of the damage was done by water. Very fortunately, the insurance was fixed only last Saturday morning.

* * *

At the annual meeting of the Chilliwack Creamery Association last week it was reported that the average price of butter was 29.5c, as compared with 23.7c in 1906, which gives over $16,000 more money to be divided among the patrons. The cost of manufacture was a trifle higher, being 4.4c, as against 3.9c in 1906. The matter of installing a cold storage plant was left with the directors. The officers elected were : President, F. C. Kickbush, (re-elected) ; vice-president, W. H. Hawkshaw ; secretary-treasurer, W. L. Macken ; directors, Messrs. Barrow, C. Vickerson, Willis Holden and J. S. Mercer.

* * *

With construction going ahead on the G.T.P. in the north, the purchase of supplies should bring some good business to coast merchants. It was stipulated by the Provincial Government in the agreement with the Grand Trunk Pacific that supplies should be bought in the province, and steamship companies are anticipating a brisk trade. Work will be in full swing in a month or two. It has been found that the coasting laws of Canada will permit an American boat to carry freight from an American port to a Canadian port, although it cannot do it between two Canadian ports. On the other hand, Canadian boats are handicapped in that they cannot do likewise. The point is that some fear that supplies, which may have to be purchased in the east, may be brought over the Great Northern and shipped north from Seattle, instead of having this business kept in Canada, and shipped through Vancouver. Every once in a while it is found that the coasting laws are defective in some point or other. The Vancouver Board of Trade has taken the matter up.

* * *

Both dealer and consumer are awaiting with interest the opening of the new public market in Vancouver. This will not be for a month or two yet, but the buildings are well under way, and arrangements are already being made to give a direct boat service between this city and the producing districts on the Fraser River, above New Westminster. At the last market in New Westminster, prices were fairly low, compared with what they are in Vancouver, and if they are the same in the new market, the attendance should be large. The fear has been expressed that this will develop into a wholesale buying emporium, but whether this will be the case or not, there is this point, that the consumer cannot always afford to buy, say meat, in the quantities offered by the farmer. The experience of eastern markets is quoted, but the weather here is not like what it is in the East. But restaurants, which can afford to put in facilities to handle stocks, ought to be large buyers and the price of the average meal ,which is now fairly high, might be reduced. With it all, however, the whole thing is somewhat of a venture, and the outcome is awaited with interest.

—

WOODSTOCK.

A movement is on foot in this city to form a co-operative society for the purpose of building a large departmental store and a committee is busy with the preliminaries. Whether or not the matter will be carried to a successful end is a question which will be determined by just in what light the laboring class of the citizens will view it. The recent hard times have put many mechanics and laborers behind, and some are in debt with their dealers.

This fact alone, should these people cast their lot with the co-operative society, would cause the dealers to become wrathy. The result would be that the dealers would close down on their erstwhile customers, their credit would be killed and division court suits might result.

Co-operative societies in England have been very successful. A local contractor who visited the British Isles this winter went over many of the stores conducted by such societies, and found them highly successful. He, of course, has dispensed this information among his fellows, and thus not a little impetus was added to the movement.

* * *

Burglars entered the general store of Wm. Kirkpatrick, of Burgessville, a few miles from here, a few nights ago. They broke open the till, but the proprietor was lucky enough to have removed the contents of that receptacle the night before. Nothing valuable was taken, but the thieves helped themselves to some crackers and cheese.

* * *

There was a busy market Saturday. eggs sold at 15c, 16c and 17c per dozen. Butter brought 30c per pound. Large quantities of maple syrup sold readily at a dollar per gallon.

* * *

A well-known wholesale and retail grocer says that April, generally the smallest month of the year, gives promise of being a very good business month this year.

THE CANADIAN GROCER

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WEATHER CONDITIONS AND OUTLOOK.

The month of March took its departure in a very lamblike manner, after its strenuous introduction four weeks ago, and indications early in the week pointed to the realization of a really early spring. The last couple of days, have, however, deferred slightly any calculations in this direction. Ontario and Quebec suffered on Wednesday and Thursday from exceedingly cold and violent winds, and the West, at last reports, was in the grip of the worst blizzard of the season, which struck North Saskatchewan on Tuesday and became general on Wednesday. This storm was even heavy enough to block traffic on the railway lines.

These conditions, while seemingly a detriment to the early opening of seeding, are really a benefit. Southern reports tell of a warm wave which is taking out the last touches of frost in the Middle States, and is likely to strike Canada shortly. Reports from the West also say that while this late storm will delay seeding operations for a few days, the snow was really needed to get a good deal of the land into satisfactory shape.

The frosty nights and warmer days of the past week have been welcomed very heartily by the maple syrup makers. These conditions have made the sap run merrily and prospects seem very favorable for a good crop this season.

BUYING CANADIAN BEANS.

The Ontario bean markets are considerably firmer this week and from rather a peculiar cause. It is stated that American markets are found to be very short this season and jobbers across the line are sending the buyers into Ontario for supplies. Just how great this demand is may be learned from the fact that these American buyers, at some points in the western part of the province, are said to be willing to pay from five to ten cents more than is offered by Canadian dealers. Some buying was done for United States firms a few weeks ago, but the demand then was not so strong, and while the local market was firmed up at that time it did not reach the point it has assumed under the present conditions.

THE SEASON'S ICE HARVEST.

Rather alarming reports have been circulated lately as to a great shortage in this winter's cut of ice and consequent high prices during the summer. Careful enquiry among the dealers does not bear out these statements to the full.

The only shortage is in what dealers call the "reserve supply," meaning by this the storage ice held in Toronto, and available in case of emergency. This supply is only about three-fourths what it usually is, due to the stormy and inclement weather this winter blocking the railways and thus interfering with ice shipments. The general cut is fully up to the average. Available supplies stored at upper lake points are quite sufficient for the demands of the trade.

Despite the fact that expenses have been greater in this winter's ice yield, there is little fear of any advance in prices, and last year's schedule will, in all probability, prevail. Ice is not a thing of necessity and its sale is, therefore very sensitive to any advance in prices. Large consumptive buyers, however, will be unable to obtain any cut rates as formerly.

ASSOCIATION WINS ITS POINT.

The London Retail Grocers' Association furnishes a remarkably good example of what may be accomplished by a well-managed organization, and a case in point touched in the following extract from a letter from our correspondent in that city shows how far-reaching its influence is and to what extent the members benefit :

"Outside biscuit manufacturers who have been selling direct to restaurant-keepers and others, have been brought to time by the Retail Grocers' Association. According to instructions, the treasurer wrote the offending parties recently, explaining the position of affairs and setting forth the consequences of their continuing to do business in the way complained of. A reply has been received from each of them, promising to offend no more."

This is only one grievance that the London association has been able to remedy. And their association grows in strength as they accomplish this good work.

The same grievances exist in almost every town in Canada, and they will continue to exist until some steps similar to this are taken to remedy themi Why not organize a Grocers' Association in your town and get conditions in the trade on a more satisfactory basis ?

LIGHT SALMON PACK PROBABLE.

From reports coming from the salmon canneries of the coast it appears that the coming season's pack will be exceedingly short and may possibly be one of the lightest on record.

Owing to scarcity of fish in some of the rivers it is said that only nine canneries will be operated on Puget Sound, and very few of the Canadian factories are preparing for a season's work. Other facts which points to the conclusion noted above is that the Chinese labor contracts have been made on a basis of half pack and that the trap owners have signed practically no contracts, evidently preferring to take their chances on an open market.

AN ATTRACTIVE NEW FEATURE.

The Grocer, always on the lookout for attractive features, has secured the publication rights in Canada for a new story, "Men Who Sell Things," by Walter Moody, which will be run as a serial as a regular weekly feature, and will continue for several months. The story, which is an exposition of the practical and amusing sides of salesmanship, is remarkably well written and will be interesting, not only to the traveler and salesman, but also to the store manager. A special offer is being made to non-subscribers in connection with the publication of this story, which is noted more fully on another page of this issue.

THE WESTERN WHEAT FOR 1908.

From our Special Winnipeg Correspondent.

Anxious inquiries come from all over the East and South, and the burden of their cry is, "What is the outlook for the wheat crop of 1908?" That is a hard question to ask with the prairie covered with snow, which has fallen in the last two weeks and the thermometer roaming at zero, more or less. Not being a prophet or the seventh son of a seventh son, I do not know, I cannot tell. It may help some of the anxious ones, however, if they have an idea of what the prospects are for the wheat

going in under favorable conditions. Personally, I consider the prospects at the present time better, in many respects, than for ten years. The West is peculiar and what would be ruin down East is what we want here. Last summer was wet and cold, followed by a fine dry fall. There was an enormous amount of fall ploughing done, and the new breaking had the benefit, for six weeks, of bright days and hard frosts at night, before it got any snow blanket at all. The snowfall in the early part of the winter was light all over the country, so that although the winter has not been a severe one the frost has had a chance to penetrate the ground to a good depth. During the last month there has been a good snowfall, which has extended pretty well all over the West, and is sufficient, even if no more should come, to moisten the surface of the seed bed when it melts, and leave the ground in that delightful mellow, friable condition which is so hard to describe and so easy for the experienced wheat man to detect. If there are no high winds and hard frosts in May the indications are that there is moisture enough to carry the new crop well into June without any heavy rainfall. This to Western farmers is the ideal condition.

Therefore, at the present time, there is known to be a wide area prepared for wheat, probably taking the three Provinces as a whole, 25 per cent more than in 1907. The outlook for the moment is for an excellent seedbed in which the plants will get a good start, and, lastly, through the distribution of seed grain by the Government it is probable that never in the whole history of the Canadian West has so much choice seed been sown in any year as will be put in the ground in 1908. With anything like ordinary conditions throughout the year the West stands to reap one of the best crops in its history. Of course, all this is very much in the air, but as far as the season has gone the conditions are good. They are normal, particularly so, and to the farmer there is more comfort in normal conditions, even if they may not be the rosiest, than in anything abnormal, no matter however apparently favorable it may be.

As has been said, the area prepared for wheat is large and it may be further increased from the fact that the price of good seed oats is very high, 85c and 90c per bushel, the prices of wheat are relatively cheaper and this may lead to part of the oat land being devoted to wheat.

THE SITUATION IN THE WEST

The Outlook at the End of the Month—A Small Real Estate Boom—Conditions in the Building Trade—Grain Exchange to Buy Building—The Wheat and Cattle Markets.

The Western Viewpoint by our Special Winnipeg Correspondent.

Movement of real estate and building are the two things that are uppermost in the general conversation of commercial circles this week. The announcements in regard to the splendid union depot of the G.T.P. and C.N.R. have given an impetus to all matters in connection with building and the sale of land.

With a frontage on Main Street of 350 feet and a cupola rising 100 feet in air, the "Fort Garry Station" will be a landmark and at the same time will be a fitting successor to "Fort Garry," the walls of which surrounded all the land on which it is to be erected. The building will have a depth running eastward to the Red River of 140 feet, and when completed will be the finest railway station in the Dominion of Canada.

* * *

The municipalities of Springfield and St. Boniface have quite a tiny boom on in lots and blocks near to the land on which the G.T.P. will erect its shops. The exact location of the land has not yet been announced, so that this lends a spice of uncertainty to the buying.

Sales of small lots have been quite numerous during the past week and loan companies and land companies both report a great increase in the inquiry for farm lands as batches of settlers continue to arrive daily. There is not the mad rush of the past few years but to those who consider the question carefully, looking well to the future of the immigrants and the power of the country to assimilate them in the matters of providing transportation for their produce and supplying them with coal and other things, the stream is quite large enough and it certainly is more select in quality.

* * *

In regard to building, Winnipeg is the only criterion available just now and here it may be said that twenty-two building permits have been issded during the past week for buildings aggregating $65,000. This would indicate that outside of the big railway station the buildings this season are likely to be small, many of them being residences of the middle-class type.

There is no doubt that any lowering in the price of building material would at once be reflected in the increased number of building permits issued, but just at present there is no very great prospect of such a lowering of prices taking place. The money stringency of the past winter will without doubt be reflected in the building trade to a very considerable extent though the natural growth of the city will force the erection of more houses. Many leases are renewed from March to May and a careful inquiry has elicited the fact that there has been a very general reduction of rents, both in business and house property. None of the reductions are sweeping, but they are sufficient to show that the days of the landlord as "cock of the walk" in Winnipeg are numbered, and this in itself will give a great impetus to business in other lines, for the money taken from rent will assuredly go into other comforts for the family. A lowering of rents will, however, tend to lessen the number of houses built by individuals for their own use.

* * *

Another step has been taken in the affairs of the Grain Exchange. At the informal meeting, following exchange meeting, which was fully dealt with in a special article last week, a committee was appointed to inquire into the possibilities of issuing preferred stock to men who having an equity in the new building were willing to put up $500 each towards buying it in. The plan had been to issue preferred stock, 10 per cent. guaranteed, to these men and then go to the banks with that preferred stock and raise the money to purchase the building. At a meeting held Friday afternoon, the 28th, the committee reported that they could not issue preferred stock as in doing so they would affect their right of letters patent. The forming of this company is going on and though it is a disappointment that preferred stock cannot be issued, common stock will be issued and the company will go to the banks with that. It is expected that it will take a little longer to get the money, that is all. The press are most rigorously excluded from these meetings but the above came from a reliable source and is rather more than approximately correct.

* * *

The wheat market has been a very dull one since Wednesday. Up to that date there was a very good inquiry for No. 1 and 2 feed for export and a quiet but manifest eagerness on the part of millers to secure contract grades. There is still some business in low grades for export but the improvement in conditions of the winter wheat crop in America has had a tendency to slacken inquiry and prices, while the continued heavy shipments from Argentine is another bear factor. It is worthy of remark, however, that Argentine has already shipped over half of her available surplus, even putting it at the rather high figure of 120,000,000 bushels, so that shipments are not likely to increase from that quarter and it is still three months to July.

Western receipts are very small and there is but one opinion and that is that the wheat is remarkably well cleared up in the country. General trade is being held back for the nonce by the little turn of cold weather, but the thermometer is rising and with it the volume of trade.

* * *

Some curious conditions prevail just now as to the produce market. Last

fall hay was known to be scarce, as owing to the heavy and continued rains many of the native hay meadows had been under water all season.

The man with a good supply of hay put up was regarded as having sure money in sight. The extremely mild winter, however, has lessened the demand to a most wonderful degree. In the first place farmers did not commence to feed heavily until after Christmas and the prospects are that they will not need to feed much after the first of May, while last year they fed from the beginning of November until the end of May. The result is that hay that was expected to realize $10 per ton in March and April is offering today in car lots at $6 and $8.

Butter is another anomaly. Butter was dear all winter, the winter was mild and farmers went in for dairy butter making more extensively than they have done for many years, with the result that though prices were high there was more fresh dairy butter offered on the local market than for many years. This has seriously affected the large central creameries that operate during the winter and they report it much more difficult than usual to secure cream and just at the opening of spring instead of creamery butter going down, it is going up, and to-day, (Saturday, March 28) is selling at 37½.

It might be asked if the farmers have made the butter why does it not answer as well as the creamery. Though the farmers have made more than usual the stocks held are more closely cleaned up than is common, the people who usually buy packed butter at this season are buying fresh dairy, while the people who normally at this season would buy fresh dairy have to fall back on creamery, with a smaller make to fall back on.

* * *

On the other hand, eggs are almost a drug on the market. It is a long time since Winnipeg was able to buy strictly new laid eggs retail for 25c. a dozen weeks before Easter, yet such is the case this year. The mild weather and the need of money have directed more care to the poultry, with a most surprising increase in the supplies.

Another line in which the supplies bear a direct relation to the mild winter, is that of hogs. The receipts are increasing, which is not usual so early in the year, and the hogs are also of good quality.

* * *

All the news from the ranges indicates that the cattle have come through the winter in magnificent shape and that very considerable numbers will be ready for shipment very early in June, indeed should the warm weather come early in May there will be quite a shipment before the end of the month. Some range steers are coming in every week in small bunches and they are in prime condition, six weeks on fresh grass would make them fat as butter. The flesh now is firm and a better foundation could not be asked for finishing. The demand is good, and the outlook for well finished stuff is excellent. Choice export steers bring 4c. point of shipment and there have been a few extra fine bunches that have brought 4¼c. Buyers are not too anxious to shout about what they are willing to pay, but a visit to the Winnipeg yards shows how keen is the competition for really good stuff. On the other hand, there is a lot of awfully bad stuff coming in, that is being shipped in as fat cattle. As one larger dealer wrathfully remarked, "They have rounded up all the dairy grandmothers, put them in the barn and fed them hay and a little meal for a few weeks and just as the old ladies are beginning to warm up and feel good they ship them in and call them stall-fed stock. It is simply going to break the market, even for tops, if we get much more of this stuff. —H.

HINTS ON OUTSIDE DISPLAY.

A Practical Grocer Gives His Ideas Regarding This Department.

Do outside displays pay a grocer? From our own experience, in spite of so much talk of germs and microbes, etc., it does pay. We know it from actual experience and now that the fine weather is about here and until the fall after the fruit season, a grocer can make good wages for himself from a display in front of his store alone. It is all very well for those large stores with lots of room inside to display their goods, to shout microbes, etc., but where are those large stores that have so much room for display purposes inside? They are in the minority around here. Very few have room enough to display their ordinary stock, let alone anything special. It is not necessary to put your whole stock outside, but it is necessary to work a little harder and get it out in good time in the mornings also.

I have heard it suggested not to let the same man put out the display and have to bring it in as those who bring it in at nights sometimes weary of well doing. A couple of tables about 6 feet long and 1½ feet wide, nicely dressed with seasonable goods, will not only pay for themselves, but attract the attention of people who pass your door several times a day who never come inside.

Don't block your window displays. We have so many lines of canned goods, package cereals, soaps, etc., that make great displays and will not be affected by microbes nor deteriorate in value if properly looked after in front of your store any more than hidden away where no one except yourself knows they are in stock. A good large two-sided blackboard, with leaders and prices quoted is also a good paying investment. Do not be afraid to misspell or make an error on the blackboard as people have been known to come in and leave an order just to get a chance to tell you of your mistake. Change it often and keep the people interested. Put price tickets on all your lines. Not cut prices by any means, but just regular prices. Change the color and style of your tickets also, occasionally. Give it a trial and you will soon know whether it pays you or not.

IMPORTS OF PORK FROM U. S.

Amount and Value of Fresh Meats Brought in Given Out in Commons.

The deputation of farmers which recently waited on the Government at Ottawa asking for an increase in the duty on American pork products, has evidently stimulated a desire for information on the part of some of the members. On Thursday, March 26th, questions were asked in the House of Commons, the replies to which should be of interest to the trade in Canada generally.

A. A. McLean asked: "How much mess pork, ham and bacon, giving the quantity and value of each, was imported into Canada from the United States during the months of November and December, 1907, and January and February, 1908?"

Hon. William Paterson, Minister of Customs, gave in reply: "Pork barrelled in brine, 3,046,869 pounds; value, $244,528. Bacon, hams, shoulders and sides, 2,112,457 pounds; value, $232,808."

Mr. Sproule asked: (1) "How much fresh pork has been imported for home consumption into Canada since December 1, 1907, up to March 1, 1908?" (2) "What amount of cured or salted pork has been imported for same period?" (3) "What amount of all other kinds of fresh meats was imported during the same period?"

Hon. Wm. Paterson gave as reply:— "Pork barrelled in brine, 2,059,448 lbs.; value $166,109; bacon, hams, shoulders and sides, 1,515,289 lbs., value $154,622; mutton and lamb, fresh, 545,113 lbs., value $39,025; fresh pork, 21,818 lbs., value $1,934; other meats, fresh, 53,857 lbs., value $6,282."

PURE FOOD SHOW IN OTTAWA.

Grocers' Section of Retail Merchants' Association Arranging for Exhibition at Fair Time.

The grocers' section of the Retail Merchants' Association of Ottawa, are preparing for a splendid pure food show to be held in the fat stock building at the time of the annual Ottawa exhibition next fall.

At a recent meeting the matter was taken up and the organization carried forward to a large extent. F. W. Forde was appointed head of the committee to secure exhibitors, William York was given charge of exhibitors' space and A. G. Johnson is at the head of the decorating committee, which, by the way, will have considerable work to do, for it was decided to spare no expense in making the building most attractive. C. J. Provost was given charge of the financial end of the exhibition and P. Lamoureux was appointed convener of the reception committee. Other sub-committees will be elected shortly.

An advisory committee was also appointed, including E. M. Trowern and J. A. Beaudry, Dominion secretary and treasurer, respectively, of the R.M.A.; Henry Walters, president of the Ottawa association; H. A. Beckett, Hamilton, president of the Wholesale Grocers' Guild, and the wholesale merchants in Ottawa.

A plan of the building will be made at once and arrangements carried forward as rapidly as possible. It is believed that the pure food show will be one of the most attractive features of the Central Canada Fair in September.

Markets and Market Notes

Reports From Canadian Markets and Notes From Overseas Sources of Growing Supplies—Sugar Remains Very Firm and Few Changes Noted in Staple Lines.

QUEBEC MARKETS

Montreal, April 2nd, 1908.

POINTERS—

Sugar—Very firm.

Butter—Easier.

Eggs—Declined.

Tea—Quiet.

Maple Products—New syrup and sugar arriving.

The sugar market is still very strong and an advance is likely to take place at any time. This is quite in keeping with the prediction that sugar would be $5 per bbl. before May 1. Receipts of new laid eggs are very heavy, and, as a consequence, prices have declined, many dealers being obliged to get rid of their surplus stocks. Butter is also a little easier this week. Fall make creamery is quoted at 28c to 29c lb. There is not very much fresh being received, and quotations are about the same for this line, 31c. Some new maple syrup has been received on the market and is in good demand at 65c to 75c per tin of 8½ lbs. New maple sugar is also quoted at 10c to 11c per lb. So far receipts of these lines have not been very large owing to the weather being unfavorable for operations. Tea business is quiet this week, the only lines there is any demand for are blacks and Japans. Coffee trade is also quiet, all lines being firm in price. Spice market continues firm, with a fair demand. Beans are rather quiet also this week at the reduced prices. Country roads are in bad condition, and this is responsible in a certain measure for several lines of trade being slow. Collections are reported to be good this week.

SUGAR—The sugar market remains very firm under a good demand. There has been no advance to the time of going to press, but one is likely to take place at any time, as the New York market is steadily advancing. The market is likely to remain very firm owing to the scarcity of raw sugar.

Granulated, bbls	$4 80
" ½-bbls	4 95
" bags	4 75
Paris lump, boxes, 100 lbs	5 65
" " 50 lbs	5 75
" 25 lbs	5 95
Extra ground, bbls	5 25
" " 50-lb. boxes	5 40
" " 25-lb. boxes	5 60
Powdered, bbls.	5 00
" 50-lb. boxes	5 20
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUPS AND MOLASSES—There is nothing new in the syrup market this week. Demand is fair at the old prices. Molasses continues to be in good demand, but stocks held are still light. Prices are the same.

Barbadoes, in puncheons	0 31	0 33
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Receipts of new maple syrup so far are light, owing to the weather being unfavorable for operations in this line, but what is on the market is in good demand at 65c to 75c per tin of 8½ lbs. Maple sugar is also in good demand at 10c to 11c lb. There has not been very much of this put on the market yet, and it is too early to predict what productions will be.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 10½	0 11
Pure syrup, 8½lb. tin	0 65	0 75

TEA—The tea market is quiet this week. The only lines that are selling anyway well are Japans and blacks. Other lines are very quiet. Prices have not changed.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The market is steady this week again and a fair amount of business is passing. Prices are the same as last week.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos		0 11½
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The dried fruit market is still quiet, there being only the usual consumptive demand. Dates are becoming rather scarce, and a firmer tone prevails in this market. Currants and raisins are still easy in feeling. There are no changes in prices.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07½	0 08½
Amalias "	0 07½	0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07½	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 06½
Selected, per lb.		0 06½
Layers, "	0 06½	0 07
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb.	0 04	0 04½
Packages "	0 05½	0 06½
California Evaporated Fruits—		
Apricots, per lb.		0 32
Peaches, "		0 18
Pears, "		0 18
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 00
"Excelsior Window Clusters"		5 50
" " ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 10	0 11
Loose muscatels 3 crown	0 09	0 10
" " 4 crown	0 10	0 11½
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 11
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 09½
" " " 60-70s	0 08	0 09
" " " 70-80s	0 08	0 08½
" " " 90-100s	0 07½	0 08

SPICES—The spice market is unchanged this week, all lines being firm, with a fair demand. Quotations are the same as at last report.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—The rice market is unchanged this week. There is a fair demand at the old prices. Tapioca is becoming scarce on spot, and there is a firmer tone in the primary markets. There has been no advance locally.

B rice in 10 bag lots		3 20
B rice, less than 10 bags		3 30
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 06	0 06½

BEANS—There has been no change in the bean market this week. Demand is fair at the reduced prices.

Choice prime beans	1 75	1 85

EVAPORATED APPLES—The market is easier this week, and quotations are down to 7½c to 8c lb. The reason for this is that some local holders are anxious to sell stocks which they have been holding for some time, and are willing to sacrifice price.

Evaporated apples	0 07½	0 08

RAW FURS—The raw fur market is unchanged this week. The result of the March sales will be known next week, when there are likely to be some changes.

Mink	5 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	9 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 28
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—The situation is the same as last week, there being a good demand for all lines, especially for fish and fruits.

TORONTO—Jobbers report quiet business this week with demand still fair for vegetables. Fruits are going out slowly.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted	....	8 92½
" " not pitted	....	7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack	....	7 67½
Gals., red, standard	....	5 42½
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard	....	5 92½
Gals. " solid pack	....	8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50½
Gals., standard	....	6 77½
Gals., solid pack	....	8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 52½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's	....	1 42½
3's, " "	....	1 97½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 15	2 12½
whole	2 85	2 82½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 85	1 82½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 65	3 62½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 90
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½
VEGETABLE		
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	....	1 12½
2's, whole, " "	....	1 02½
3's, sliced, " "	....	1 3.½
3's, whole, " "	....	1 2.½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob	....	4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 0.½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	0 9	0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

ONTARIO MARKETS.

POINTERS—

Sugar—Very firm.

Maple Syrup—New stock on the market.

Beans—Firmer.

Eggs—Supplies plentiful.

Collections—Fair.

Toronto, April 1, 1908.

Business is rather dull in the wholesale markets this week, jobbers being unanimous in admitting quieter conditions. No very satisfactory reason is given for this, the poor condition of the country roads under the opening up of spring being the only reason spoken of. Spice dealers are more cheerful as the eastern confectionery business seems to have created better conditions than have existed for some time in their business.

There have been no striking changes during the week and the markets are pretty generally steady. Sugar remains at the point reached on March 21, though it is still very firm and may go up again any time. Beans are somewhat firmer and evaporated apples are a little easier, but otherwise the staple lines are unchanged. New maple syrup came on the market during the week, though in small quantitles, and only a few of the jobbers have yet obtained a supply.

The financial side of the business remains on about the same basis. Collections are fair but none too easy though somewhat more confidence seems to be displayed.

TEAS—Local business continues comparatively light at the continued high prices.

The James and Hy. Thompson Co., of London, in their latest circular, dated March 19, say :

"Very little change has taken place during the past week, although there has been a distinctly firmer tendency for all the better liquoring parcels, with an advance in price in several instances. Fair common leaf has again been keenly sought after at 6¾d. per lb., while the quantity obtainable at 6½d. has been smaller owing to occasionally better quality. On the whole, therefore, what little movement has been noticeable since our last has been in favor of sellers.

"Cabled advices from India of shipments to this country during the first half of the month fully confirm our earlier estimates, and the further deficiency of 1½ millions in the total available for the U.K. brings the shortage in the landed receipts here from all India up to about 16 millions, or from Northern India alone nearly 18 millions—a falling off of over 10 per cent. The smaller exports cabled from Ceylon should also impart confidence to a market which seems likely to be by no means overburdened with tea during the next few months."

Gow, Wilson & Stanton, speaking in similar tone on same date, say :

"With a steady expansion in the demand for Indian and Ceylon teas in foreign countries, and with no material increase in the planted area, a repetition of the unsatisfactory position which ruled during 1903, 1904 and 1905, appears unlikely. Shipments from Calcutta and Chittagong during first half of March show a falling off of nearly 1½ million lbs., and from Ceylon of 1¼ million lbs., so that with very little more of the present crop remaining to be shipped from India, and with rather unfavorable reports as to growth from Ceylon, arrivals are likely to be light in the immediate future."

SUGAR—At time of writing the situation remains practically the same as last week. An advance was expected at the end of last week, but as yet has not materialized. The market continues exceedingly strong, even firmer than at last reports, and it is likely another advance will occur before Saturday.

A cable received locally on Wednesday noted an advance of 10c on raws on the New Orleans markets on Tuesday. The American market is considerably above the Canadian and still advancing.

Willett & Gray say of the situation in raws :

"Another important advance in both raws and refined at home and abroad marks a notable weev in the sugar markets of the world. Centrifugals which closed last week at 4.125c per lb. duty paid 96 degrees test, now stand at 4.36 cents, the highest point yet reached of the present campaign. The corresponding sales, cost and freight, were from 2¾c up to 3c per lb., and at the close sellers are withdrawn at this basis and waiting for a further advance. Buyers seem willing to rest a while at this level.

"The European markets have kept pace with our own being stimulated somewhat by purchases already made for the United States. As high as 11s

9d per cwt. c. & f. N.Y., being reported for April-May beet shipments, equal to 4.40c per lb. for centrifugals. European beet quotations for the week rose from 11s 0¾d to 11s 4½d, 4.40c per lb. parity, closing steady at the advance.

"The parity of beets to centrifugals is now 4c per 100 lbs. higher for beets.

"The stimulus for the somewhat remarkable advance noted is found in the conviction prevalent of an unknown shortage in the Cuba crop, which in instances is no doubt exaggerated, although sufficiently important to warrant the rise which has already taken place.

"Also, for a continued number of weeks Mr. Licht reported unfavorable weather, for work in the beet fields, which has now given place to favorable weather, but in reply to the question, 'Will sugar advance cause large increase of beet sowings?' Mr. Licht replies to us by cable, 'Not probable.'

"Without increased sowings of beets unusually high prices for sugar seem likely for a lengthened period of time.

"We give this week the final estimate of the American beet crop, amounting to a total of 440,200 tons.

"We have reduced the estimates of the crops of British West Indies and San Domingo 20 per cent., in view of unfavorable reports received from those islands."

Czarnikow, MacDougall & Co., say of the situation in part:

"Last week's rumored purchases of European beets have been confirmed and refiners have further fortified themselves against too high claims on the part of cane producers by making additional beet purchases this week, the price, it is understood, being 11s 9d c.f. for April and May shipment, equivalent say to 3c to 3.05c c.f. for Cubas, or 4.35c to 4.40c landed. It is now believed that the beet purchases so far made for United States account amount to about 90,000 tons.

"The reports from Cuba are such that we may take it that the Cuban crop will be 500,000 tons less than that of last year, which means that United States refiners will either have to draw that additional quantity from other countries or cut down their meltings, or end the year with no stocks on hand, provided always that those importing requirements are not lessened by an increase of the domestic crop of western beets and Louisiana cane."

Prices at time of writing were quoted as follows:

Paris lumps, in 25-lb. boxes	6 05
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 90
Redpath's granulated	4 90
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phoenix	4 85
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business in the regular line is rather quiet. Small stocks of maple syrup, new crop, have arrived and are quoted by a few houses at $1.25 per gal. This is pure stock, and what has come in is of good quality. Weather conditions seem favorable for a good make of syrup this year.

DRIED FRUITS—Business is only fairly good, with prunes still the leading article. There is nothing new to report.

RICE AND TAPIOCA—The feeling is perhaps a little easier this week though there are no noticeable changes to report. Arrivals from primary markets are keeping jobbers' stocks fairly well supplied.

	per	lb.
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03⅛	0 03¼
Patna	0 05½	0 05¾
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	....	0 06
Tapioca, medium pearl	0 05⅛	0 05¾

SPICES—Dealers report business as considerably brighter this week, the demand for confectionery and holiday goods adding to the regular volume.

Cocoa is slightly easier this week, but there is nothing definite as to its future movement.

BEANS—The market is firmer this week, presumably on account of the presence of American buyers, who are purchasing heavily at from five to ten cents above prices regularly offered.

Beans, hand picked, per bush	1 85	1 95
" prime No. 1, "	1 75	1 80
" Lima, per lb		0 07½

EVAPORATED APPLES — The market is slightly easier though no change worth noting is apparent.

Evaporated apples	0 07½	0 08

HIDES AND WOOL—Business continues very quiet and quotations on skins are slightly lower this week.

Hides, inspected, cows and steers, No. 1		0 05½
" " " " No. 2		0 04½
Country hides, flat, per lb.	0 03½	0 04
Calf skins	0 09	0 10
Kips	0 07	0 08
Lamb skins	0 60	0 70
Horse hides, No. 1		2 50
Rendered tallow, per lb	0 04½	0 05½
Horse hair, per lb	0 24	25

DEPUTATION TO OPPOSE BILL.

Toronto Retail Merchants' Association Hold Strong Meeting and Take Steps to Defeat Measure.

The Toronto branch of the Retail Merchants' Association held an enthusiastic meeting in Broadway Hall on Wednesday evening, April 1st, with a view to taking steps to prevent the passing in the Senate of the Co-operative Bill, which was railroaded through the House of Commons in such an unwarranted manner a couple of weeks ago.

F. C. Higgins, chairman of the Toronto branch, who was in the chair, told something of the work the association had done up to the present time, and outlined suggested work for the future.

E. M. Trowern, Dominion Secretary, who has had charge of the association's campaign against the bill, told of its history in the Legislature, how it had cropped up for three years, and had been formerly laid aside, but this year had been taken up as a Government measure, and, contrary to representations, had been railroaded through the House. Mr. Trowern told of the bill's treatment in committee, and was outspoken in denunciation of the unbusinesslike methods used in dealing with it. He characterized the bill as the greatest humbug of the 19th century, and prophesied serious results for the retailer if it became active. He condemned both parties for their action in the matter, but was enthusiastic in his praise of the Senate where the bill has been temporarily delayed. He pled with the members to act energetically to save their businesses. Speaking of the progress of the co-operative movement in Great Britain, Mr. Trowern attributed the large number of unemployed in Toronto this winter to the passing of the retailer as a result of the spread of this movement in England and Scotland.

G. E. Gibbard, chairman of the Druggists' Section, followed Mr. Trowern, and mentioned a number of reasons why the bill should be opposed. He was suspicious of the alleged benefits of the proposed movement and saw in it a scheme to drive out the retailer for the benefit of large corporations of English capitalists. Mr. Gibbard spoke of the good work the association is doing in the matter, and suggested that a subscription be taken to defray the expenses of a deputation to be sent to Ottawa. The matter was carried through immediately, and $126 was realized for the work.

T. Kinnear, representing the wholesale grocers of the city, spoke of the good feeling existing between the wholesale and retail trade, and said that the wholesalers were also interested in this matter, and would stand at the retailers' backs in opposing the bill.

Hugh Blain expressed himself as heartily opposing the bill, which he characterized as a piece of very unwise legislation and hoped that it would be defeated.

Finally a resolution was brought forward by Walter Mann, seconded by R. W. Dockray, and carried unanimously, to the effect that the association endorse the action of the Executive in opposing the bill in the Senate.

A deputation of twenty-four from the association went to Ottawa from Toronto on Thursday night. There they will be joined by a similar deputation from Montreal and by a monster representation from the Ottawa Association, and will see the Premier at noon to-day.

It is understood the Provincial Legislature has also taken steps to oppose the bill on the ground that it will tend to seriously injure the provincial revenues and representatives of the Provincial Government will be present to lend their influence.

G.T.P. TO MONTREAL.

Premier Assures Deputation it Will Be Constructed.

A delegation representing the Montreal Board of Trade went to Ottawa on Tuesday to present to the Premier the petition of that body praying that a branch of the Transcontinental Railway be built to Montreal.

Those forming the delegation were:—President, T. J. Drummond; 1st Vice-President, Farquhar Robertson; Secretary, Geo. Hadrill; Andrew A. Allan, A. A. Ayer, Robert Bickerdike, M.P., B. Hal Brown, Geo. Caverhill, J. S. N. Dougall, W. I. Gear, Wm. Hanson, Peter Lyall, J. P. Mullarkey, Robert Munro, Alex. Orsali, Jos. Quintal, Norman Wight.

The Premier, in replying to the delegation, admitted the advisability of the branch asked for, and finally gave assurance that the branch connection would be built as soon as was possible.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, April. 2, 1908.)

Business continues active and prospects for a large spring and summer trade are good. Collections are improving. Prospects point to an early spring and with the large amount of ploughing done last fall there will be a largely increased acreage under crop. With a favorable season this will mean prosperity for the west.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per case		7 75
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " " "	1 90
3 " " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25

SUGAR—The market continues very firm, but there have been no price changes since the advances noted last week. We quote :

Montreal and B.C. granulated, in bbls	5 50
" " in sacks	5 45
" yellow, in bbls	5 10
" " in sacks	5 05
Wallaceburg, in bbls	5 40
" in sacks	5 45
Berlin, granulated in bbls	5 30
" " " sacks	5 35
B.C. gunnies granulated, 5-18's to bale, per cwt	5 55
" " 5-2u's " "	5 55
" hard pressed lump, 25's, per cwt	6 65
" " " half bbls., per cwt	7 00
" icing	6 30
" bar sugar	6 10
Icing sugar in bbls	6 10
" " in boxes	6 30
" " in small quantities	6 70
Powdered sugar, in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 15
Lump, hard, in bbls	6 45
" " in ½-bbls	6 45
" " in 100-lb cases	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls, per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

FOREIGN DRIED FRUITS — Dried peaches and plums are cheaper and new prices will be noted below. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb packages per package	0 08
" " fancy seeded in ½-lb. packages per package	0 08½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 10½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 10½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 14½
Pears, choice (halves), per lb	0 13½
" standard "	0 12½
Plums, choice (dark pitted) per lb	0 16½
Nectarines, choice	0 16

EVAPORATED APPLES—Quoted now at 9c to 9½c per lb. in 50-lb. boxes.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" 40 " " 80	3 05
" 20 " " 80	3 10
" 8 " " 80	3 40

CORNMEAL—Quoted now at $1.85 per sack and 95c per half-sack.

POT AND PEARL BARLEY—Pot barley, $3.60 per sack ; pearl barley, $4.60 per sack, and $2.35 per half-sack.

RICE AND TAPIOCA—

Rangoon rice, per lb	0 04
Patna " "	0 05½
Japan rice, per lb.	0 04½
Tapioca, per lb	0 06½

BUTTER—There is no change in the price of dairy butter, but as supplies are more liberal a decline is expected shortly. For No. 1 dairy produce houses are paying 25c per lb. f.o.b. Winnipeg ; for good No. 2, 21c, and for cooking butter 18c per lb.

EGGS—Supplies are very large and the price has dropped. Produce houses are now paying 14c per doz. for fresh eggs.

CHEESE—

" Ontario, large	0 15½
" " twins	0 16

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	5 50
North-ra spies No. 2, "	5 00
do. No. 1	6 00
Oranges and Lemons—	
Washington navels, 96's, per case	3 50
" " 112's to 126's, per case	3 75
" " 176's to 250's	4 00
California lemons, 300's, 360's, per case	5 50
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes, kegs, per keg	5 00
Pears—	
Fancy Columbia, "	4 00
" half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" " per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03½
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb.	0 03½
Cabbage (native), " " "	0 02½
Lettuce, 1½ doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

PERSONAL NOTES.

John Fullerton, representing Rowat & Co., Glasgow, and Arch. Snowden, of Montreal, Canadian representative, visited the trade in Toronto this week, and also called on The Grocer. Mr. Fullerton reports the company's business in Canada as materially increased this year.

Mr. Dunlop, of Dunlop & Ward, New York, American representatives of Jas. Robertson & Sons, of Paisley, Scotland, manufacturers of jams, jellies, etc., was calling on the trade in Toronto this week.

Wm. B. Forbes, Montreal, was a caller on the trade in Toronto in the interests of his numerous agencies this week.

D. Greig, representing D. MacDougall & Co., of Glasgow, Scotland, manufacturers of clay pipes, etc., is making his annual trip among the trade in Canada and called on Toronto jobbers this week.

CANNING MACHINERY FOR SALE

2 Sprague Corn Cutters, 1 Conant Corn Cooker (single), 1 Silking Machine, 1 Pea Huller, 1 Pea Grader, 1 Pulping Machine.

All of the above machinery is in good working order.

THE SUSSEX PACKING CO., Limited

SUSSEX, N.B. [17]

FOR SALE.

NATIONAL CASH REGISTER, new Wilson computing scale, new brass balance scale, Bowser oil tank, 6 ft. show case ; all in good condition. R. McG. ARCHIBALD, Truro, N.S. [14]

MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication will be begun shortly in The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at $1.00. Of course, regular subscribers get it without extra change. We would appreciate very much our readers drawing the attention of commercial travelers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

A salesman of experience realizes that ideas —practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.

MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin $1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,
Subscription Department,
10 *Front St. E., Toronto:*

Please send me The Canadian Grocer regularly during time you are running "Men Who Sell Things."

.....
Name.
.....
Street.
.....
Town.

WE are making specialties of our **30** and **40c.**

MELAGAMA TEA

See our travellers or write us about our new advertising medium for **MELAGAMA** which went into effect on April 1st. **(IT'S A WINNER).** If you are not already stocked send in at once for a sample case, 60 or 100 lbs., and avoid disappointment from rush of orders.

WE carry full lines of **BULK TEAS** from the various producing countries, bought at the closest discount prices. Your orders, and enquiries for samples and quotations will be cheerfully attended to.

MINTO BROS., - - TORONTO

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Lent is Not Yet Gone!

Eastern Township grocers desirous of securing fish of all kinds, and supplies generally to carry them through the balance of the Lenten season will get the BEST GOODS at the BEST PRICE from us. Our quotations are MINUS THE FREIGHT.

T. A. Bourque & Co., Reg., Sherbrooke, Que.
Wholesale Grocers

No Danger From The Pure Food Laws

if you handle Heinz products. There are no drugs, artificial preservatives or coloring matter of any kind in any of them. That's why

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

are preferred by consumers and those dealers who know what is right and buy it. They meet the requirements of all Pure Food Laws and are guaranteed to suit.

You are always authorized to refund the purchase price if they fail to please your customer.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

Agencies Wanted

for the following lines

Pickles, Canned Goods, Jams, Preserves, Syrups, Biscuits, Confectionery, and Cured Meats

Advertiser whose headquarters is at Winnipeg is prepared to take care of the trade from Fort William West. Best lines only entertained. Has travellers calling on city and country trade.

Apply in first instance to

Box 7, Canadian Grocer, Winnipeg, Man.

TO SEAL

A slight downward pressure

That's All.

SCHRAM AUTOMATIC SEALER

The Perfect Fruit Jar.

TO OPEN

Insert blade of knife under cap, raise up

That's All.

WRITE FOR PRICES

SCHRAM AUTOMATIC SEALER CO.

OF CANADA, LIMITED

WATERLOO, - - - - - ONT.

848

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"

Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The

YOUNG-THOMAS SOAP CO., Limited

REGINA, CANADA

We are offering
Splendid Value in

ROLL BACON

A rapid seller at present time on account of special low price.

MILD CURED
NEATLY ROLLED
NICELY SMOKED

Trial order will convince superiority.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BUTTER

If you are a buyer of Butter, either Creamery or Dairy, we can supply your wants. Let us hear from you.

If you are a seller and wish to dispose of your surplus stock, we can handle all you wish to send us. Let us hear from you.

F. W. Fearman Co.
Limited
Hamilton, Ont.

Have You Ever Tried

the effect of a really high-grade article, as a stimulator for your provision business? Just try

CORONA BRAND
HAM AND BACON

and then watch your sales increase. Corona Brand leads, because it is the purest, tenderest, best flavored ham and bacon on any market.

Write for Prices

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
WE HAVE NO RETAIL STORES.

A Leader For Good Profit

Short Roll Bacon

Mild cured, made from carefully fed young hogs. The cheapest meat on the market to-day. This is a delicious dish with new laid eggs which are now reasonable in price. Big sales are yours if you push

SHORT ROLL BACON

WRITE FOR PRICES.

The WM. RYAN CO.
LIMITED
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Stocks of Cheese Are Low and Receipts Small—New Make Butter of Good Quality is on the Market—The Hog Markets Advanced.

CHEESE AND BUTTER BULLETIN

Montreal, April 1, 1908.

That stocks of cheese held in Montreal do not total more than 25,000 boxes is the general opinion of the trade. And it is not a few large houses that hold the supply. These 25,000 boxes are scattered pretty well among the produce dealers, few houses having a respectable quantity. Some of the larger firms have been out of the market entirely for some weeks, admitting that they were cleaned out completely.

For the past month or so quotations have not fluctuated a great deal. If anything, the prices are a shade lower this week. Holders of good colored are securing a figure in the neighborhood of 13c to 13¼c, while white is being placed at 12¾c to 13c. It is doubtful if any firm having a supply of white on hand, however, would refuse 12¾c.

Reports from the other side are to the effect that Canadian cheese is being sidetracked to a great extent by the New Zealand article. A considerable quantity of this has been arriving in England of late, and as the price has been lower than that asked for Canadian by 25c to 50c cwt., it is not surprising that many Old Country firms should find Canadian cheese rather a drag when it came to making sales. Canadian quality will be recognized in the end, however, and within the next couple of months, after the new make begins to be a strong factor in the market, our cheese will be sold just as freely as in the past in the markets of England.

Local dealers report a very fair trade. Shipments to points around Montreal, and to the west, such as they are, the latter would indicate that retailers are buying but for their immediate requirements. It is not likely that they will be interested in even fairly large purchases, as many desire to have on hand as little as possible of last season's cheese when the new make arrives on the market.

Receipts of cheese last week amounted to nil boxes, against 80 boxes previous week, and 106 boxes same week a year ago. Total receipts for the season amount to 2,053,992 boxes, against 2,349,939 boxes same period one year ago.

Greater interest is being taken in butter now that the new make has started to arrive. Truly enough, receipts so far have been very small. They have not been large enough to be a factor of importance in the market by any means. Yet the mere fact that new butter is obtainable once and in a while is in itself good news. New creamery in quantity is being looked forward to by everyone. The quality of arrivals so far has not been all that could be desired, but this will improve later on, and by 15th of this month it ought to be around the old standard for which Canada, the Eastern Townships particularly is famous. Packages are coming forward by both express and freight.

For the new stuff which has already been placed, dealers have obtained 29½c to 30c. Some feel that the former price is a little low, but it would be difficult to get more than 30c, which is also lower than the figure given by one or two houses. A prominent butter man, speaking of arrivals of new butter, said that he found receipts fully 50 per cent. less than they were at this time last year. He admitted the earliness of the season, but thought that new creamery should be coming forward a little more freely.

Held stocks are not large. The temporary high prices which ruled a few weeks ago, served to keep holdings from dwindling down too quickly. October creamery fetches 28c to 29c, the latter price for extra fine quality.

Some merchants are a bit chary of taking hold of held stock which has been stored ever since last fall. They are afraid to pay the price asked for fear they might be paying high figures for stock not quite up to the mark. Those who are waiting for new butter are therefore buying from hand to mouth.

Finest dairy rolls are selling from 26c to 27c, while poorer grades of dairy bring 23c to 24c.

Receipts of butter last week amounted to 167 packages, against 1,136 packages same week a year ago. Receipts of a week previous amounted to 240 packages. Total receipts to date amount to 416,260 packages, against 612,439 packages same period a year ago.

THE PROVISION SITUATION

Toronto, April 2, 1908.

In the face of unfavorable conditions abroad the Canadian packing industry shows a somewhat firmer position this week.

The English market just at present is in rather an excited condition and is rather irregular, though it shows an advance of about three shillings on the previous week's basis.

This would seem to mean somewhat more encouragement to Canadian products, but when it is known that those indefatigable workers, the Danes, made the enormous deliveries of 52,000 last week, it will be seen that the market was exceedingly well supplied. The Danish shippers have been making records this year and when they made "killings" of 48,000 a few weeks ago, it was thought the possible aggregate had been about reached. No one seems to be aware of the possibilities of this country, however, for again last week they turned out the record shipments noted above.

American markets have advanced materially and as a consequence their shipments dropped off somewhat, the aggregate being about 13,000.

Canadian packers this week are quoting $5.40 f.o.b. The advance is more a result of short local deliveries than of any outside demand. The bad condition of the country roads having seriously affected the quantity of receipts.

The summary of the American provision markets last week is given in Cincinnati Prices Current as follows :—

"There is shown considerable lessening in the marketing of hogs the past week, and the supply has fallen short of corresponding period last year. Total western slaughtering, 490,000 hogs, compared with 615,000 the preceding week, and 635,000 two weeks ago. For corresponding time last year the number was 550,000, and two years ago 490,000. From March 1 the total is 2,030,000, against 1,740,000 year ago—an increase of 290,000. Prices have developed an upward movement, top figures on yesterday reaching $5.30 per 100 pounds at Chicago, compared with $5 a week ago; here at Cincinnati $5.45 was reached on yesterday, against $5.05 a week ago. The general average for prominent markets at the close is $5.15 per 100 pounds, compared with $4.70 a week ago; $4.55 two weeks ago; $6.20 a year ago; $6.35 two years ago, $5.25 three years ago; $5.30 four years ago. The quality runs from fair to good, and in most instances is being well maintained.

"The speculative provision market was fairly active the past week. Early in the week a firm tone prevailed and the strength in the corn markets, with lighter receipts of hogs, and well-maintained prices induced buying. On Monday there was a decline in corn prices and provision quotations were lower. Since then more strength has been shown, and while trade was quiet, some recovery was made in values, although closing quotations for leading articles at Chicago are slightly lower than at the close of the preceding week. Export demand was fair and foreign markets held steady. Domestic markets were quiet and unchanged. The liberal stocks of speculative articles on hand had a tendency to check advances in prices. The export clearances of product were fair, but show a decrease as compared with the preceding week, while an increase is shown over the movement in the corresponding week last year."

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

I GET HIGHEST PRICES
for
BUTTER and EGGS
SELLING DIRECT TO CONSUMER
Will handle your produce on commission —prompt returns
Correspondence Solicited
L. A. HEATH
332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market continues steady and local packers report good business doing for the Easter trade. Owing to the summer rates of some houses going into effect business is brisker. Lard is firmer and likely to advance. Smoked meats also are very firm and scarce. One firm reports ham up 1c lb. this week.

Lard, pure tierces	0 12	0 12½
" " 56-lb. tubs	0 12½	0 13
" .....20-lb. pails, wood	0 12½	0 12¾
" cases, 10-1b. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12	0 12½
" " 3-lb. "		0 12½
Lard, compound, tierces, per lb.	0 08½	0 09½
" " tubs	0 08½	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin	....	0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " " 5-lb. "	0 08½	0 09½
" " " 3-lb. "	0 08½	0 09½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 00
Canadian short cut clear	20 50	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—Prices on fall-made creamery have declined during the week, some holders being anxious to sell their stocks but the situation is firming up, as stocks of fall-made are dwindling and receipts of fresh are light, in fact, only about 33 1-3 to 50 per cent. as heavy as the corresponding period last year. Receipts of dairy rolls are light, owing to bad roads in the country, and prices are firm at 24½c to 25c.

Creamery, fall make, boxes	0 28	0 29
Fresh Creamery,	0 31	0 32
Dairy, tubs	0 23	0 24
Fresh large rolls	0 24½	0 27

EGGS—Receipts of new laid eggs continue large, and some dealers are cutting prices to get rid of surplus stocks. Demand is strong owing to the Lenten season. Prices will likely be well maintained from now until after Easter. New laids are quoted at 17c to 18c per dozen, and pickled at 14c to 15c. Receipts of eggs last week amounted to 454 cases, as against 1,049 cases same week last year. Total receipts to date amount to 190,926 cases, against 240,774 cases same period a year ago.

New laid	0 17	0 18
Pickled	0 14	0 15

CHEESE—There is a good local demand and prices are steady. Export trade is quiet, there being small demand at present. Some of the cheese factories in Brockville district have been opened, but there is no new stock on the local market as yet.

Cheese, old	0 15½	0 16
" new, large	0 14	0 14½
" " twins	0 14½	0 15

HONEY—The honey market is unchanged this week. Buckwheat is still in good demand, but is very scarce. White clover and strained honey are the same as last reported.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk	0 10	0 11½

TORONTO.

PROVISIONS—The market remains firm. Satisfactory orders are being received. No material change is noticeable in provisions. Lard remains steady. A good demand for Canadian lard prevails in spite of the cheaper American lines that have been arriving lately. Fresh meats are moving fairly freely.

Long clear bacon, per lb	0 09½	0 10
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 10	0 10½
Small hams, per lb	0 14	0 14½
Medium hams, per lb	0 13	0 14
Large hams per lb	0 12½	0 13
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb	....	0 16
" pea meal	....	0 16½
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	21 00	21 50
Lard, tierces, per lb	....	0 11½
" tubs "	....	0 11½
" pails "	0 11½	0 12
" compounds, per lb	....	0 08½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	7 50	8 50
Veal	0 08	0 09

BUTTER—An easier feeling prevails in the market. Demand is rather slow owing to the high prices. Creamery prints have declined 1c. Dairy butter is still scarce.

	Per lb.	
Creamery prints	0 30	0 32
Creamery solids	....	0 31
Farmers' separator butter	0 28	0 31
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 21	0 [illegible]

EGGS—Since last week the market has been fluctuating for new laid eggs. Prices were easy, but have stiffened up this week and remain firm at last week's quotations. Receipts have not been so heavy lately. Limed eggs are off the market.

Eggs, new laid	0 17	0 18

CHEESE—A fairly steady consumptive demand keeps the market in a healthy condition. Prices rule firm.

Cheese, large, prime old	0 14	0 14½
" " " new	0 13	0 13½
" twins	0 14	0 14½

HONEY—Business continues rather dull. Prices are the same.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz	2 00	2 25
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Consumptive demand is very slow. Very little fresh stuff is arriving. Prices are steady and unchanged.

Hens	0 10	0 11
Chickens	0 15	0 17
Turkeys	0 21	0 23

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

There are many lines of goods that can be put in wooden pails to advantage, and manufacturers and packers will find it advisable to give this matter their attention as it is a well-known fact that the sweet, clean wood is the most sanitary and the most suitable for putting up anything in the line of foods and besides, the package is not cumbersome and is much preferred by the retail dealer. Pails also have an additional advantage over most other packages in the fact that their commercial value does not end as merely a package, as there are so many uses they can be put to after the contents have been removed.

Those interested in this line of goods can get full particulars by sending a card to the United Factories, Ltd., 80 York street, Toronto.

The Customer With a Preference

is the grocer's preferred customer. This is simple and self-evident.

It is easier to supply one who says "Have you CLARK'S MEATS?" than one who says "What meats have you?" and "What's the difference between them?"

Customers naturally ask for CLARK'S MEATS as they are better known from coast to coast than any other.

Is your line of CLARK'S MEATS complete? Don't run short.

WM. CLARK

Manufacturer

MONTREAL

Prices will be cheerfully quoted

O'MARA'S BACON

Write now for an

Easter Price List

whether you are buying or not

WRITE NOW

JOSEPH O'MARA

Pork Packer PALMERSTON, ONTARIO

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - MONTREAL
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - ST. JOHN, N.B.
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - HALIFAX, N.S.
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - TORONTO
120 Church Street

W. L. McKENZIE & CO. - - - - - - - WINNIPEG
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - VANCOUVER
336 Hastings Street West

and from all wholesale houses throughout Canada

WANT CANADIAN CIDER,

Firms in Great Britain Seek Supplies from Manufacturers Here.

The names of the firms given herewith are sent in by the Ontario Department of Agriculture with a note to the effect that these British firms are enquiring regarding Canadian cider. This appears to be an opportunity for Canadian cider manufacturers to get in touch with some export business. The firms and addresses are as follows :

Scorza & Oliveiri, 80-81 New St. Birmingham, Eng.

H. Weston, Much Marcle, Dymock, Glos., Eng.

John Kimberley, Tipton, Birmingham, Eng.

Henry Kenway, Ltd., 97-100 Moore St., Birmingham, Eng.

Hardeman Sons & Thompson, Ltd., Tenbury, Worcestershire.

The Armagh Cider Co., Portadown, Ireland.

Friends of J. Walter Snowden will be pleased to learn that he is again back at his desk in his Montreal office after three weeks' illness.

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

BUTTERFLY BRAND

FUSSELL'S

PURE

Cream and Milks

THE FAVOURITES ALL OVER THE WORLD.

TEN GOLD MEDALS.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

ALWAYS INSIST ON FUSSELL'S.

Prices and Particulars of the Agents

John W. Bickle & Greening,	Hamilton, Ont.
Carman Escott & Co.,	Winnipeg, Man.
J. S. Creed.	Halifax, N.S.
C. Fairall Fisher	Montreal
Sol. Oppenheimer	Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The superior quality of our

Diamond and Elite brands of

Chocolate

has never changed and during the extreme advance of raw material their high standard of excellence was maintained.

It is this uniform quality that has made these brands the most regularly profitable ones for the grocer to handle—

All jobbers sell them.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

You can make more money by handling

BUDA

"The Flour of Quality"

because it is really the best value in high-grade blended flour ever offered to the trade.

Write me to-day for prices. I may be able to offer you the sole control of Buda in your locality.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Quebec Markets Remain Firm and Fairly Active—Ontario Reports Considerable Dullness in All Lines.

Conditions are not materially changed in the Canadian flour and cereal markets since last report.

Reports from Montreal show a continuance of good demand and firm feeling, with unchanged prices in flour, cereals and feed.

Ontario markets are in less satisfactory condition. Both millers and cereal manufacturers report exceedingly dull business. There is very little demand and supplies also are light, in some cases, as a consequence of bad country roads. An easier feeling pervades the markets generally, and while prices continue on the same basis, a slump in flour is expected within a couple of days.

MONTREAL.

FLOUR—The flour market is unchanged this week. There is still noticeable a firm tone, and a good local demand for all lines is reported. Prices are the same as at last report.

Winter wheat patents	....	5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,	....	6 10
Glenora	....	5 60
Manitoba spring wheat patents	....	6 10
" strong bakers	....	5 50
Five Roses	....	6 10
Harvest Queen	....	5 50

ROLLED OATS—There has been no change in rolled oats this week. Demand is good and the market remains firm. Prices have not changed since last week.

Fine oatmeal, bags	....	3 20
Standard oatmeal, bags	....	3 20
Granulated "	....	3 20
Golddust cornmeal, 98-lb bags	....	2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	....	3 12½
" 80-lb. bags	2 75	2 80
" bbls	6 10	6 35

FEED—There continues to be a firm tone in the feed market, with demand fair. Prices are the same as last week.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	24 00	27 00
" bran	23 00	24 00
Moullie, milled	26 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—Business is very dull this week and the markets are considerably easier in tone. While prices remain even with last week's quotations at time of writing, a slump is expected within a couple of days.

Manitoba Wheat.

90 per cent. patents	....	5 50
85 " "	....	5 30
Strong bakers	....	5 30

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Dealers report business as exceedingly slow this week. Demand is poor and supplies also are scarce in consequence of the bad conditions of the country roads. These conditions seem likely to continue for some weeks. Prices remain as quoted.

Rolled wheat in barrels, 100 lbs	2 85	3 10
Rolled oats, in wood, per bbl	....	6 55
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl	....	6 40
" " " " in bags, 98 lbs.	2 90	3 25

WANT COMMERCIAL TAX EASED.

Montreal Board of Trade Petition Government for Reduction.

On Saturday last, March 28, a delegation from the Montreal Board of Trade waited upon Premier Gouin, in Montreal, asking that something be done to relieve the commercial corporations and insurance companies doing business in the Province of Quebec from the heavy taxation which has been imposed upon them for the past few years by the Provincial Government. The petition follows :

"The memorial of the council to the Montreal Board of Trade humbly showeth :

"That this board has ever regarded with disfavor the taxation of commercial corporations for the reason that the board believes that such burdens have a detrimental effect upon the business of the province ;

"That this board protested most earnestly by deputation against the increase of such taxation proposed by your Government in March, 1906, which increase was with some modification thereafter adopted ;

"That the reason given by the Provincial Cabinet for such increase in the taxation of commercial corporations was the urgent need of the province for additional revenue, and that because the success of the efforts of the Quebec Government to secure for this province an increase of the amount of the Dominion subsidy was not then assured and therefore that such increased taxation must be imposed to provide the required additional revenue ;

"That the province having succeeded in securing from the Dominion Government a large increase in the subsidy, amounting to $600,000 per annum, your memorialists respectfully submit that the said tax on commercial corporations should be abolished or greatly reduced.

"Signed on behalf of the council of the Montreal Board of Trade,

T. J. DRUMMOND,
President.

GEO. HADRILL,
Secretary."

Premier Gouin assured the delegation that something would be done in the matter. He would not promise the question being considered during the present session, but they could count upon the matter being taken up and seriously considered. He reminded them that commercial corporations were not required to pay as much in Quebec as in the Province of Ontario. Nevertheless, any undue burden would not be saddled upon Quebec companies if the Government could help it. He anticipated the adoption of a policy anent taxation which would meet with the approval of the delegation.

C. H. Colson, of C. E. Colson & Son, Montreal, has returned from a trip to Toronto, Hamilton, London and other points west.

Quick Returns

on the capital investment, is what makes a successful grocer. Consequently it is up to you to buy only those goods which you can turn over at a good profit quickly.

Mooney's Perfection Cream Sodas

have that dainty and lasting crispness which delights the housewife. Some soda biscuits get soggy. Mooney's never do. Stock Mooney's Perfection Cream Sodas and you are sure of a quick turnover.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff

Canadian Agents :
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

A VISION OF INTEGRITY.

The Value of Uprightness of Character in the Modern Business World.

By Robt. P. Kreitler.

What seest thou? And I said, a plumb-line.—Amos, vii., 8.

In the prime of his life there was granted the prophet Amos a vision of a symbolic picture. He saw a master builder testing a wall. The wall and the builder did not attract his attention so much as the implement with which the wall was being tested. Used to determine whether the wall was true or not, it suggested a process by which the characters aad lives of men were to be tested.

There is hardly a part of life without its visions, but the vision that counts is that which gives us enough of truth and righteousness to inspire our lives. There is nothing which stimulates to nobler action more than a vision of integrity. Affection, genius, intellect inspire men, for they give visions of life. But they count for nothing without integrity at the bottom. It is at the basis of life, individually and collectively. Uprightness of character will outweigh ability and a clean life over-balance brains.

There never was a time when there was greater need than at present to bring down close to the life of the average man the vision of integrity in action. The distressing discoveries that have revealed the lack of it in all walks of life have simply shown that too many of us are concerned with the husk, not the kernel. Character itself may well be regarded as a wall, for there is a kind of masonry which we must test by the plumb of integrity. Analyze character, and we find it is the one great, silent force which moves through the avenues of thought, feeling and action, until it shows others just what may be expected of us. Only one force reigns supreme in that character, and keen observers can tell at a glance what that force is. To use our analogy, there is but one style of architecture influencing our character wall; the sensual man is building on bestial lines; the miser on those of money getting; the philosopher, of wisdom; the broad-minded, spiritual man on those of integrity and uprightness. And so it goes.

There is another point in the analogy. There is a vast amount of different materials being incorporated into our buildings. Earth, lime, stone, brick, wood and iron. But each must be tested by some standard of correctness before it is permitted a place. So in life. Our character wall must not have embodied in it anything but what will stand the highest test. In our use of the mental, moral, muscular, political and religious material heaped about us we must apply the test that will best help to produce a noble result.

As we build courage comes from the prosaic fact that we can do only a little day by day. Stone upon stone, tier upon tier, is the old, old law. The form, style and expression of life being slowly turned into character, we test each day's work as we look toward a finished result. It is antiquated, but still true, that we do not become a devil or a saint in a day. We, as we grow into something different from all others, must constantly measure ourselves by the standards our visions have granted us. It is a miserably sad thing to have the one opportunity of life come to us, an opportunity wherein we might show our integrity and our loyalty, and to awaken to the fact that slowly acts have become habits, habits character, and we are unable to live up to the opportunity. It is a serious thing if we personally fail, but a still more serious thing if we kill consciously the visions of integrity in others. In that sense we become "homocides," for the ancient Greeks believed the word "homo" stood for the creature capable of aspiration and imagination.

CALEDONIA MILLS
POT AND PEARL BARLEY AND FEED
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

Keep Posted on Sugar
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

Maple Sugar
Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.
Write me.
P. J. GIRARD
RICHMOND, - QUE.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

Kellogg's
("SANITAS")

TOASTED CORN FLAKES

THIS IS THE GENUINE

The one that sells and don't stay on your shelves.

STOCK IT NOW.

If you are in ONTARIO, QUEBEC or the MARITIME PROVINCES
Ask your jobber for the latest prices.

SALES OFFICE
20 FRONT ST TORONTO ONT

BRANCHES { CARMAN ESCOTT CO 141 BANANTYNE ST WINNIPEG MAN.
SHALLCROSS MACCAULEY & CO VANCOUVER & VICTORIA B.C.

MEURISSE
Orange Chocolate Cream Bars

Possess that piquant delicacy of flavor which ensures a steady sale of the line. Once one tastes this specialty the craving for more is awakened. Therefore it pays to handle these goods. Order from

Chocolats Meurisse
J. A. HERREBOUDT, Manager
22 Lemoine Street, - - MONTREAL

or Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
W. C. Scott, 76 Queen St., Ottawa.

MACE'S
Original Ice Cream Powder

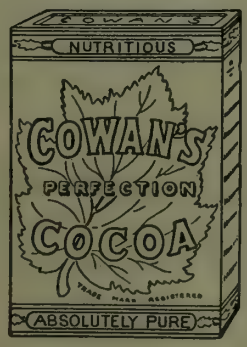
This is a line which will bring you good profit. Quick seller. In steady demand. Makes a Perfect Ice Cream by simply adding boiling milk. ***The Original Ice Cream Powder.*** After first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

A. H. MACE & CO.
746 Notre Dame St., West, - MONTREAL

COWAN'S
COCOA and CHOCOLATE

is simply Perfection. It is absolutely pure, and positively delicious in flavor. No healthier beverage on earth than Cowan's Perfection Cocoa.



The Cowan Co., Ltd.

Bakers and Confectioners

Our new department is well stocked, Shelled Nuts, Egg Savers, Icing and Marshmallow Powders, French Fruits, Oils and Flavorings, Dry and Liquid Colorings, Dragees, Currants, Raisins, Dates, Almond Pastes, Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything you need.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.
Storage, Warehousing and Distributing Agents
23 Bannatyne Avenue East WINNIPEG, MAN.

Hints for Grocery Salesmen

The Value of Ambition as an Aid to Progress and Success—One Traveler's Novel "Remembering" Scheme—Travelers' Convention in Calgary.

THE VALUE OF AMBITION.

The salesman who realizes the value of ambition, and at the same time tempers his knowledge with common sense, is on the highroad to success. No man, without ambition, ever bettered himself of his own good work, but ambition must be rightly applied, its controlling forces kept within certain bounds, or else the results will be disastrous. "Keep your eyes on the stars, but do not forget you are walking on the earth," was a maxim once set forth by President Roosevelt to his people, and in it he conveyed an apt warning to those whose minds, solely centred upon a certain object, gave no heed to the danger of tripping by the way.

The ambition which makes a salesman discontented with his lot; which makes him eager to step into the shoes of the man above him before he has earned the right by hard work and diligent study; which makes him, to the point of childish petulance, eager to become master of men before he is master of himself, is the ambition which carries nothing but disaster in its train. There is no royal road to success, and the man who is so anxious to manage a store, or to possess one himself, that he cannot stop to throw his heart into the work of his employer fails at the very beginning.

Duty Must Not Be Forgotten.

"I ought to be managing this department, instead of so-and-so, I am sure I am a better man than he," says the young salesman, and then he glares at the unfortunate customer, who, coming for a certain article, reminds him that for the time being, at any rate, he is not the manager. The purchaser is probably served in a surly manner, no attempt is made to show the best lines in the store, no attempt made to make a sale outside the article asked for, and the merchant is not only at a pecuniary loss, but in all probability a customer has been driven away from the store forever.

This ambitious young man, too, has no patience to pay attention to the humdrum work he may have in hand. How could he be expected to keep a bright polish on the stoves, or have the shelves in nice array, when he ought to be ordering stock and bossing the other employes! And then one day he is curtly told that his services are no longer needed, and he goes away reviling at the base ingratitude of the world in general and of employers in particular, only to repeat the same process again and again until his time is gone by, for nature is not lavish with her opportunities.

Shortsightedness of Clerks.

He never realizes that it is his own fault, that he has been left behind. He reads in this paper and in that, the value of being ambitious, and he characterizes the advice as folly, because he had been ambitious, and what had been the result. A shortsighted young man truly, but there are many more like him around us. If he could divest himself of his own self conceit; if he could understand that in looking at the stars so intently he had been tripped many times by the ground, he would see why he had failed. "Had he shown a genuine love for his work, had he done his best for his employer, whether he was in his right place or not, had he done for others what he would expect others to do for him?" Let him ask himself these questions and the conviction must come to him that he had lamentably failed from the first.

Ambition and Application.

Ambition, rightly applied, however, is the mainspring of success. Ambition should make the young salesman keenly alive to the necessity of keeping the counters as brightly polished as human labor can make them, of having the shelves as tidy as strict attention to their order can keep them. What is worth doing, is worth doing well, and the smallest detail in store routine has its definite aim and object. It is the right ambition which makes a man anxious to do the best he can, whether he feels he is fitted for higher work or not, and to throw himself thoroughly into the task he has in hand, whether it be sweeping the floors or dressing the window. It is the right ambition which makes him give cheerful obedience and loyalty to the man above him, although he may be convinced that the relative positions ought to be reversed. His time will come all the quicker for giving this obedience and loyalty.

Must Study to Rise.

The rightly ambitious man will make a special study of all the goods he has to sell, of what material they are made and as to how they can best be applied. By this means he can talk intelligently to the customer, probably command a sale, focus the attention of those in authority upon his work, and beyond that give himself extra qualifications for the time when his advance takes place and his ambition is being realized. This is the age of specializing, therefore a complete study should be made of the science of salesmanship. Keep the eyes open. When another salesman advances a new line of argument and it appears a sound one, treasure it up for future use; do not be too superior to learn from others; diligently study all the technical papers that can be secured, and show an employer that his advice is valued, and his success an incentive. Let the salesman remember the scriptural injunction, "do unto others as you would they should do unto you," and in following it out as between employer and employe, a great pitfall will be successfully passed.

Be Earnest and Enthusiastic.

The sensibly ambitious man is earnest and enthusiastic. Earnest in making the best sales, earnest in making his window display better than the one before, earnest in his loyalty to those above him, and earnest in his desire to forge ahead. He is enthusiastic over his trade, enthusiastic over the success of his employer, and enthusiastic over the fact that he is part and parcel of a great industry. The man who is ambitious is well on the road to success, but he must trudge on alone, finding out by experience and hard knocks the right turnings to take, and reaching his goal only by laborious effort cheerfully given. The man who expects to travel the same road by means of a stage coach will encounter a breakdown before he has gone half the distance.

WRITES LETTERS TO HIMSELF.

A certain western town has an hotel clerk who is an observer of human, or, at least, commercial traveler nature. He recently remarked to a reporter that men on the road write letters to themselves before they get to the next hotel, so they will appear important when they register and ask for their mail. The clerks soon get on to them, because they see the handwriting on the register and on the mail. "But," he added, "that isn't always the reason, and I noticed it in a man whom I finally got to know very well. He wasn't the kind of a fellow who cared about appearing 'important,' so I asked him about it. The explanation was simple. His business was such that it involved an infinity of minor details. His memory was good as to these, but it was faulty as to matters not directly pertaining to his department, so when he was in another town and recalled something he had to attend to in the next town, he would write it on a slip of paper and mail it to himself. He didn't put the memorandum in his pocket for fear he would forget about putting it there. He said he had used the plan for a long time, always writing ahead if there was something in another town he wanted to remember, and said it was the best plan he had ever figured out to keep from forgetting things."

TRAVELERS' CONVENTION AT CALGARY.

Calgary travelers are making extensive preparations for the great gathering of commercial men from all parts of the continent, which will be held in that city in June. If the plans proposed are carried out the visitors to this convention will be given the time of their lives. That the attendance will be large seems assured. Already inquiries are being received from travelers' organizations and assurances are being given that they are planning to attend in large numbers. One such organization from North Dakota proposes to bring two coach loads of travelers and their wives, and a brass band.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

"Bananas"

Have just unloaded an extra fine car. Let us have your orders.

Navel Oranges are now at their best. Our Special Brands are fine: Rose, Golden Flower and Clover.

Strawberries, Pine Apples, Tomatoes, Florida Celery, Etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Judgment for

"Golden Flower"

on 3 counts

Quality—Cost—Profit

Remarks by those who know

The Quality is high and regular
The Cost is minimum
The Retailers' Profit is large

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Prices Rule Firm in Fruit Market—Fancy Vegetables Arriving in Larger Quantities—Fish Moving Slower Due to Mild Weather.

Fruits in general are meeting with a steady demand. Although business has not reached any great proportions yet, the mild weather will stimulate the consumption of fruits and the market accordingly. Oranges remain firm at old prices. Marmalade oranges are about done and will only last for a few weeks longer. Lemons are unchanged. The November crop of Messinas is now arriving in fairly heavy supply. Bananas are feeling the effect of the mild weather and moving better. Cranberries and Almerias are still being handled but will soon be cleared out.

Potatoes maintain their level and are steady at last week's quotations. Turnips are difficult to obtain. A great deal of interest centres in the increased shipments of imported lines. Prices are lower for strawberries, onions and cucumbers. Boston lettuce is higher. New tomatoes are selling well. The quality of these southern vegetables is excellent.

Nothing interesting has happened in the fish market. Prices rule steady. The demand has fallen off, due to the soft weather. A scarcity of supplies is anticipated.

MONTREAL.

GREEN FRUITS—Business in green fruits has been quite in keeping with that of last week, although weather conditions have not been as favorable. Bananas are quoted a little lower, while navel and Florida oranges are stiffer in price. Pineapples, Florida oranges and Florida grape fruit are in heavy demand. All other lines are in fair demand at unchanged prices. If mild weather prevails during April a good increase in business will result.

Bananas, fine stalk	1 50	2 50
" jumbos		2 25
Cocoanuts, new, per bag		3 50
Lemons	2 00	2 40
Navel oranges	2 75	3 25
Florida oranges, box		3 50
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	3 50	4 00
Tangerines, half-box	3 00	3 50
Pineapples, case	4 50	5 25
Grape fruit, box	2 75	7 00
Almeria Grapes, keg	4 00	6 50
Cape cod cranberries, bbl	11 00	15 00
Nova Scotia cranberries, bbl	6 00	7 00
Strawberries, qt		0 65
Apples, Gameuse, bbl	4 00	5 00
" other fall varieties, bbl		5 00
Bitter oranges	2 00	2 25
California Blood Oranges	3 00	4 25

VEGETABLES—There continues to be a fair amount of business doing in the vegetable line this week, and all varieties are moving fairly well. California celery, Boston hothouse cucumbers, and Spanish onions have slightly declined in price. Potatoes are also a little lower, owing to heavy receipts. Canadian onions are firmer this week and are quoted as high as 3c a lb. Lettuce, celery and tomatoes are in very good demand. Other lines are in fair demand at unchanged prices.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		1 00
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	0 75	1 00
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate	6 00	6 75
Water cress, large bunches, per doz		0 75
Spinach, bbl		2 75
Green peppers, crate		3 50
Boston hot house cucumbers, doz	2 00	2 50
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket		3 25
Beets bag	0 75	0 80
Carrots, bag	0 65	0 70
Tomatoes, Florida, crate	4 00	5 00
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 70	1 00
" " large crates		2 50
Canadian onions, lb	0 01½	0 03
Boston lettuce, hot house, per doz	0 85	1 10
Radishes, doz		0 60
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75
Horse radish, per lb		0 12
Beans, green, basket		7 50
Egg plant, doz		2 00
California cauliflowers, per crate		6 50
New cabbage, crate		3 25
Florida Celery crate	3 50	3 65

FISH—There is a slight falling off in demand for fish this week, and business has been quieter than for some days. Fresh haddock is becoming scarce. Frozen fish is getting well cleared off the market, but many fresh lines are expected in a week or so, and this will help out the situation.

Fresh and Frozen Fish.

Haddock, per lb	0 04½	0 05
Halibut, per lb	0 08	0 08½
Mackerel, "		0 08
Dore, "	0 07	0 07½
Grass pike, lb	0 04½	0 05
Steak cod, lb	0 04½	0 05
Whitefish, lb	0 07½	0 08
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07	0 07½
Sea herring, bbl		1 50
No. 1 salt eels, lb	0 07½	0 08
Smoked and Salted—		
Lake trout	0 09	0 09½
Haddies, boxes, per lb	0 07½	0 08
Kippered Herring, 50 in box		1 10
Smoked herring, per small box	0 16	0 17
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06½	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, gal		1 60
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Live lobsters, lb		0 20
Pickled fish—		
No. 1 Labrador herring, per bbl		5 75
" " per half bbl	3 00	3 25
No. 1 Nova Scotia, per bbl	5 00	6 00
" " per half-bbl		2 75
No. 1 Haddock, bbl	5 50	6 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, per bbl		5 00
Medium " " "	7 00	8 00
Large " " "		8 50
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—Business has been very satisfactory and, with milder weather in sight, will be much improved. Good sales are being reported. Prices remain firm in all lines. Oranges remain steady, but are not moving quite so freely. Lemons maintain their firm feeling, and are in good demand. The mild weather lately has brightened up the banana situation, prices having an upward tendency. Grape fruit is featureless. Almeria grapes and cranberries are in light supply. The quality is varied, prices being quoted accordingly. Pineapples are in fair demand.

Oranges, Navals, new	2 85	3 35
" Valencias	3 75	5 50
" Bahamas	1 75	2 00
Oranges, bitter	2 25	2 40
Lemons, California, 240, 300, 360, 420	3 00	3 25
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, jumbo bunches	2 00	2 25
Cranberries per bbl	9 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00
Pineapples	5 00	5 50

VEGETABLES—Fair business is reported. Potatoes are not materially changed. Canadians ars arriving in large quantities, while Delawares are in light supply. Turnips are scarce. Beets are done. Fancy stuff is arriving in larger quantities and meeting with an improved demand. Strawberries and cucumbers are quoted at lower prices. Lettuce has advanced 5c. Spinach and asparagus are new arrivals on the market this week and are selling satisfactorily.

New Brunswick Delawares, per bag	1 00	1 05
Potatoes, Canadian, per bag	1 00	1 05
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 50
" green, per doz		0 20
Cabbage, per ton		15 00
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 45	0 50
Parsnips, per bag	0 80	0 90
Parsley, per doz		0 50
Celery, Florida, per crate	3 75	4 00
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "		1 10
Cucumbers, imported, per doz		2 50
Tomatoes, imported, per crate		4 50
Strawberries, per box		0 65
Mushrooms, per lb		0 65
Pineapples, per crate		5 00
Rhubarb per doz		1 50
Radishes per doz		0 50
Spinach, per hamper		1 15
Asparagus, per bunch		0 65

FISH—Business has been somewhat slower, owing to the milder weather and unfavorable weather conditions. Prices are unchanged. There is some talk of a scarcity of haddock. New lines will be on the market soon.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb	0 08	0 09
Had look, frozen, per lb	0 06	0 07
Holland herring	1 00	1 10
Herring, Labrador	3 00	5 25
" kippered, per box	1 00	1 25
" Digby, per bundle		0 35
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 09½
Flounders, per lb		0 04
Sloaters, Yarmouth, per box		1 10
Oysters, per gal		1 85
" in shell, per 100		1 50

FRUIT MEN CO-OPERATE.

A number of fruit men doing business in Montreal and the immediate vicinity of the city have banded together for the purpose of mutual profit and protection. They have formed a stock company and being well under way, anticipate supplying themselves this season and hereafter with all early vegetables, such as tomatoes, and early fruits like strawberries, at a minimum cost.

They have secured land near St. Hilaire, which is some twenty-two miles from the city, where they will raise these fruits and vegetables in hot-beds. By this co-operation they will be able to place at the disposal of their customers all early fruits (which usually come from California months before from our own country districts) at a date hitherto considered too early for them. Another feature will be the lower prices which supplies obtainable locally will warrant. The first fruits and vegetables coming from the west at present are sold at figures covering express or freight charges. The outcome of the experiment will be awaited with interest.

EASTER FRUITS

We are preparing for one of the biggest Easter trades in our history.

This is our first Easter in our New Building thoroughly equipped to handle the business.

Everything ***good, fresh*** and ***attractive*** in ***Early Vegetables, Bananas, Oranges, Pineapples, Celery, Strawberries, Grape Fruit, Tomatoes, Fish for Good Friday.*** Will have the best of everything in the line. Your business solicited.

WHITE & CO., Limited
Toronto and Hamilton

The Unusuality

of **"St. Nicholas"** is they're always the same,

"THE CHOICEST OF THE BEST."

W. B. STRINGER & CO., Sole Agents, TORONTO

FRESH ARRIVALS . . .

Extra Fancy
"Golden Orange" Brand
Washington Navel Oranges
Fancy Sweet Sonora Oranges

EXTRA FANCY
California and Messina Lemons
Florida Celery
Early Vegetables and
Ripe Bananas

HUGH WALKER & SON
GUELPH, ONT.

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

Look Here!

Some Interesting Prices

Large Bright Frozen Herring, per 100.	$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld. "	4.25
Cod Oil, a gallon	.40

Send us your order.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM *ESTABLISHED 1871*

THE MARKETS OF NOVA SCOTIA

A Review of Grocery Prices—Good Business in Export Apples—Encouraging Crop Reports—A Slump in Eggs.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., March 31.

The feature of the grocery markets this week is the advance in the price of sugar. The sugar markets are very unsteady and the price continues its upward tendency. This recent advance of 10c per hundred pounds makes a total increase since the first of the year of about 50c. According to the trend of things the jobbers are of the opinion that sugar will keep advancing. Various reasons are assigned for the prevailing high prices, but the dealers here know little or nothing regarding the real cause. Shortage of the crop is taken for granted as the principal reason.

Prices quoted here are: Extra standard, (bbl.), $5; Austrian granulated, (bags) $4.90; bright yellow (bbl.), $4.80; No. 1 yellow, (bbl.), $4.50.

* * *

The canned goods trade is quite brisk. Stocks held appear ample to carry the jobbers through the season.

* * *

All the fruit dealers report business exceptionally good. Some of them have all the trade that they can handle just at present. The export of apples from this port continues quite heavy, the Furness liner Rappahannock, which sailed from here during the week, taking 12,000 for the London market. There are still some Bishop Pippins on the market, but the season is now late and these apples are soft. Hard winter fruit finds ready sale, but very little of it reaches this market, the growers or jobbers preferring to send their fruit across the water. Russets command $4 per barrel here now, and the storekeepers say that this price is too high for fruit on the home market. The best grades of apples now offered for sale are 25 to 50 cents per barrel higher than they were a week ago.

* * *

Jamaica oranges are worth from $5.50 to $6 per barrel; California navels from $3.25 to $3.50; Floridas $3.50 per box, and Valencias from $3.50 to $4.75. Bananas are $2.50 per bunch. Lemons, 300, come at $2.75.

* * *

Potatoes are selling on Prince Edward Island for 35c, and turnips for 15c. Potatoes here are quoted at 55c per bushel; turnips at $1.50 per bag; parsnips, $1.75, and beets $1.50. Cabbage is becoming very scarce, and is selling at $1 to $1.25 per dozen.

* * *

Despite the unfavorable weather conditions in the spring and autumn of last year, the crops of Nova Scotia in 1907 fared better agriculturally than any other province in the Dominion, except Prince Edward Island, according to the report of the Secretary for Agriculture which Premier Murray laid on the table of the House of Assembly this week.

* * *

The supply of fresh laid eggs is very good and the price this week has dropped to 18c.

* * *

The Dartmouth grocers are too fast a bunch for the hardwaremen, for in a recent game they defeated James Simmonds & Son's employes 2—1. The line-up was:

Grocers—Goal, Stevens; point, Whelby; cover, Henderson; forwards, Richards, Publiconer, J. Kane, H. Kane.

J. Simmonds & Son—Goal, G. Devan; point, P. Ward; cover, C. P. Martin; forwards, R. Walker, C. Proper, R. W. Mosher, L. W. Myatt.

TRADE NOTES.

T. J. Gilbert, grocer, of Montreal, has made an assignment.

W. Savard, general merchant, of Lorette, Que., has assigned.

C. T. Smith, grocer, of Sarnia, Ont., has made an assignment.

John Carswell, grocer, of Plattsville, Ont., has sold to C. Moyer.

A. Fortier & Co., general merchants, of Beauceville, Que., have assigned.

J. J. Efford, Sapperton, B.C., has purchased the grocery of O. M. Helgerson.

Carrington Bros., of Carman, Man., have opened a grocery and confectionery store.

Jacob Kellerman, general merchant, of Dashwood, Ont., has sold to Tieman & Ediehoffer.

The general store business of E. H. Howey, Vanessa, Ont., has been taken over by J. E. Durham.

Allen Rae, Wroxeter, Ont., has been succeeded in the grocery and crockery business by R. J. Laing & Co.

Announcement is made by the Improved Match Company, Drummondville, Que., that they have doubled the capacity of their plant, and are now capable of turning out one hundred and sixty cases a day.

John McEwan, who has managed the Palace grocery, in Kemptville, for Alex. Henry, since its inception three years ago, has tendered his resignation and will leave about the first of next month for Tompkins, Sask., where he has accepted the position of manager of a large store for a joint stock company. He has also taken an interest in the same. Mr. McEwan's departure from town will be much regretted. He has worked up a most successful business here and has been a good citizen.—Kemptville Times.

A GOOD SELLER!
Pure Grape Fruit Marmalade
in 12 oz. jars. 90 cents per dozen.
THE DAWSON COMMISSION CO., - TORONTO

Skinless Codfish

NEW STOCK IN 100 LB. CASES

Boneless Cod in 1 and 2 lb. bricks, Boneless Fish in 2 lb. bricks,
New Finnan Haddies, New Yarmouth Bloaters,
New Kippered Herrings.

ALL OTHER KINDS IN SEASON **FRESH FISH A SPECIALTY**

Prompt Shipment. **Fair Treatment.**
Mail Orders a Specialty. **Get Our Prices.**

Information gladly supplied by wire, 'phone, or mail on request.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

"Brunswick Brand"

We have now new Pack of

Clams and Scallops

and will be pleased to receive orders for any of the following goods :

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and Sardines

Connors Bros., Limited
Black's Harbor, N.B.

Butter Fruit

The best is always satisfactory. We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 352

The Way to the Retailer.

¶ Advertisements should not, any more than individuals, obtrude.

¶ Obtrusion is more likely to meet with rebuff than cordial reception.

¶ The advertisement in a trade newspaper never obtrudes, because the medium which carries it does not obtrude.

¶ Every trade newspaper that leaves the press reaches a buyer or probable buyer.

¶ Retail merchants buy trade newspapers for the advertisements they carry as well as for the reading matter which they contain.

¶ They look to the advertising columns of the trade newspaper for hints on what to buy, and where to buy, just as much as they look to the reading columns for market information, trade news, and business-getting ideas.

¶ What, then, is the conclusion of the whole matter? This and nothing else: Those who wish to maintain their standing in the trade or those who wish to improve their standing in the trade should continuously use the advertising columns of a good trade newspaper.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

NATIONAL Cash Register for sale; six drawer counter, revolving, almost new. Box 188, CANADIAN GROCER, Toronto. [14]

WANTED.

YOUNG man, capable, experienced general store manager, open for engagement; store management or position in wholesale accepted. Box 186, CANADIAN GROCER, Toronto. (14)

AGENTS Wanted—16 x 20 crayon portraits 40 cents, frames 10 cents and up, sheet pictures one cent each. You can make 400% profit or $36.00 per week. Catalogue and samples free. Frank W. Williams Company, 1208 W. Taylor St., Chicago, Ill. [16]

AGENCIES WANTED for the following lines:—Pickles, canned goods, jams, preserves, syrups, biscuits, confectionery, and cured meats. Advertiser, whose headquarters are at Winnipeg, is prepared to take care of the trade from Fort William west. Best lines only entertained. Has travellers calling on city and country trade. Apply in first instance to Box 7, CANADIAN GROCER, Winnipeg.

AGENCY WANTED for Great Britain by firm established 20 years. Goods selling amongst grocers preferred. Address, The "Oxvil" Coy., 381 Kingsland Road, London, N.E.

SITUATIONS WANTED.

A GROCERY Traveller open for engagement; Soo Branch, Georgian Bay Points, New Ontario. Box 190 CANADIAN GROCER, Toronto [16]

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St, Toronto. Phone Main 4673. (15)

FOR SALE—Four hundred bushels choice Alaska pea seed, at a very reasonable price. Exeter Canning & Preserving Co., Ltd., Exeter, Ont.

TWO-HORSE power electric motor and power sausage meat cutter, with filler, shafting, etc., complete. Cheap price for quick sale. A. J. Groom, Guelph, Ont.

FOR SALE—General store business clearing $6,000 to $8,000 yearly; business has grown remarkably and can be largely increased; proprietor forced to retire on account of ill-health. Address Box 184, CANADIAN GROCER, Toronto. (13)

FOR SALE—National Cash Register, nearly new; 2 six-foot oval front show cases; 1 McLaughlin soda fountain, used one season. Will sell on easy payments. T. J. McCammon, Moose Jaw, Sask. (14)

FOR SALE—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

GENERAL store and stock, "Leeds County"; grasp the opportunity of entering business for yourself; 35 per cent. profits; choice investment for a clerk; full particulars. Box 185, CANADIAN GROCER, Toronto. (15)

TRAVELERS WANTED.

WANTED—Wholesale grocery traveller with connection main line Toronto to Cobalt, North Bay to Soo and Fort William. Only experienced men with connection need apply. State terms. Apply Box 189, CANADIAN GROCER, Toronto. [13]

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf8)

OUR NEW BRUNSWICK LETTER

Province Enjoying Brisk Trade with Markets Advancing.

St. John, N.B., March 30.

Business has been quite brisk of late. The jobbers are shipping away their seed orders and the demand for general groceries has been very good.

* * *

In looking over the past month it is noticeable that there has been no change whatever in the flour market. Wheat has been fluctuating around 95c for May delivery, and there is no immediate prospect of any marked change either up or down. Local jobbers are somewhat surprised that Ontario millers have not advanced the price of their flour as the difference between Manitoba and Ontario patents is really too great, and in view of this fact there may still be higher prices on Ontario flour.

* * *

Feed is scarce and higher and owing to the increased demand it is not expected the price will be any lower for some time. Cornmeal and oatmeal are both firmer and the outlook is for a little higher prices.

* * *

Pork and beef are unchanged since last report. Lard is also unchanged.

* * *

Sugar is still jumping upwards. Another advance of 10c a hundredweight was recorded on Wednesday last. This makes a total advance since the first of the month of 70c a hundred, on Austrian granulated in bags, and 40c a hundred on standard granulated and all grades of yellow. The market is exceptionally strong and other advances are looked for in the near future. The advance is not caused by speculation, but by actual shortage in the world's supply of raw sugar.

* * *

Fancy Barbadoes molasses has advanced 3c a gallon in Barbadoes this month in sympathy with the advance in sugar. Shipments of new Barbadoes molasses are arriving almost every week.

* * *

Cheese is quoted at 14½c for September flats. New cheese is not expected for another month. Butter still keeps high and scarce. Eggs are dropping gradually and are now offered at 18 and 19 cents for fresh stock.

* * *

Ben Ferguson, representing Walter Boker & Co., and J. Burns and M. Malzer, cigar salesmen, were in the city last week calling on the trade.

A "REAL PIOUS" GROCER.

In the window of a grocery store in Providence, conducted by a real pious colored man, says Printers' Ink is displayed the following unique sign:

> Church of God
> and
> Saints of Christ.
> Cash Grocery.

Because Smokers Can Always Depend on

Royal Sport and Hogen Mogen Cigars

these lines are always in demand. Sales are steady and always on the increase. Consequently these brands constitute for you a **safe proposition.**

WRITE US TO-DAY

The Sherbrooke Cigar Co., Sherbrooke, Que.

More Men Smoke

T. & B.

PIPE TOBACCO

Than Smoke Any Other Brand

That's because the quality just suits the majority of smokers. T. & B. is cool and fragrant, well flavored, and does not clog up a pipe.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

GROCERY FACTS

Something About the Goods Handed Over the Counter Every Day.

Japanese Rice.

The Empire of Japan consists of about 498 islands, containing a total area of 111,134,513 acres, of which 7,238,097 acres are under cultivation for rice. Three varieties of that cereal are grown—ordinary, glutinous and upland. For ordinary rice the average yield per acre is about 35 bushels, for the second-named 29 bushels, and the last-named 18 bushels. Of ordinary rice the total yield averages 208,770,000 bushels, glutinous 19,410,000, upland 3,445,000, or a total of 231,625,000 bushels.

Agriculturally speaking, the entire country is devoted to rice growing. The smallness of the farm holdings is a remarkable feature in connection with the industry in Japan, the average being from ⅛-acre to 1 and 2 acres in extent. The smallness of the fields, combined with their levelness. are what enables the system of irrigation to be so perfectly carried out.

At harvesting the rice is cut with a small hand sickle, and is occasionally allowed to lie on the ground for several days. It is then tied in small bundles and placed over a kind of trellis made of bamboo, with the grain hanging down the reason for that being, should rain fall. the grain does not become so much damaged.

Of the total population of Japan—48,864,000—over 60 per cent. are engaged in agricultural pursuits, of which rice is the chief product. In addition to producing annually about 231,675,000 bus. of rice, Japan has to import, thus, in 1906, 12,200,000 bus. were imported.

Indigo.

An important and valuable blue coloring matter, mostly used by dyers and artists, but also sparingly by confectioners, etc., and very largely for making laundry blue. It is obtained from the leaves of several kinds of plants in the East Indies, and is a light friable substance of a deep blue color. Nine-tenths of it comes from India and is very powerful. The kind cultivated in Bengal and known as indigofera tinctoria is considered the best, and next to it are the I. anil of the West Indies, and the I. guatemali of Central America.

The chief indigo plant is nearly like that of tares, and the pods of similar shape. The seed. which much resembles gunpowder in size and shape, is sown in the spring in rows about a foot apart, and if kept free from weeds it grows very rapidly.

In about nine weeks after sowing, and just as it is beginning to flower, the leafy stems, then three to four feet high, are all cut off with a pruning knife to within a couple of inches of the ground, another crop of leaves is ready in about six weeks, and even a third crop will grow in favorable seasons.

The leaves, similar in shape to those of the ash, are gathered into bundles, put at once into wooden vats and covered with water, where in fifteen to twenty hours they begin to ferment, turning the water thick and green and evolving bubbles of carbonic acid gas. The light green liquor is then drawn off into an empty vat a little lime water is added to it, and well beaten up—this causes the green water to turn blue and settle to the bottom of the vat. The clearer water is next drawn off, and the pasty residuum is formed into small lumps or cakes, dried by the sun, and finally marketed.—Grocery World.

TRADE NOTES.

The Oriental Tobacco Co., of Montreal, has received letters of incorporation to carry on the general business of manufacturers and dealers in tobacco. The promoters are, M. Kouri, J. Shamy G. J. Jarjour, E. Abraham and S. E. Shahan, all of Montreal.

Letters of incorporation have been granted to A. B. Cunningham, Jas. Wiskin, W, C, Austin, S. T. Medd and A. E. Hicks, all of Peterboro, Ont., to manufacture and deal in cereal products under the corporate name of the "Canada Flakes Company, Limited." The head office will be in Peterboro.

Letters patent have been granted to W. E. Matthews. A. E. Matthews, R. G. Code, E. F. Burritt and C. T. Moffat, all of Ottawa, empowering them to manufacture and deal in food products of every kind. The firm's name will be Matthews, Fortier & Monette, Limited. The head office will be in Montreal.

Robert Kennedy, formerly with Forbes Bros., wholesale grocers, Montreal, has joined the traveling staff of Eby-Blain, Toronto, and will represent them in the territory on the main line of the C.P. R., from Smith's Falls to Kenora, and the Soo branch, replacing A. R. Cade, recently resigned.

The Easter price list of the Laing Packing and Provision Company, Montreal, is just being mailed to the trade. It is a beautiful piece of work, or rather a series of splendid examples of the printer's art, for there are several folders. The prices, too, are most interesting and worthy of the retailer's perusal.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Established 1887

JOS. COTE, QUEBEC

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domest c and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

JOS. COTE, Importer, QUEBEC

N.B. Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

IT IS TIME TO PREPARE FOR SPRING

If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
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Still the Best on the Market

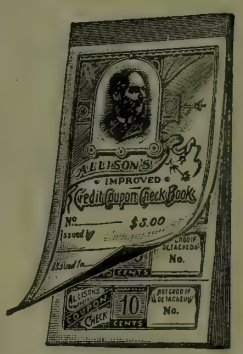
Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Ever Lie Awake Nights?



trying to scheme out some better and easier way of keeping your accounts—some system that would take less time and cut out the mistakes?

You can install the

Allison Coupon System

and sleep soundly every night.

HERE IS HOW THE PLAN WORKS:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.
For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

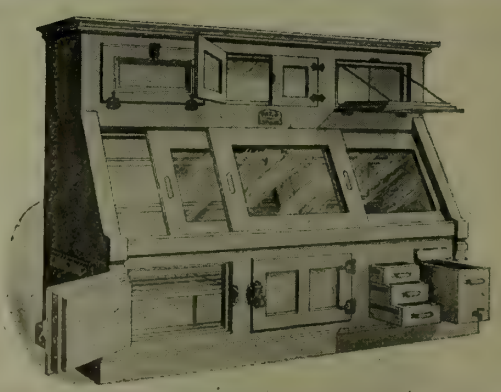
The EBY-BLAIN CO., Ltd.
Canadian Agents

Mr. Grocer, Be up-to-date and use the

Aubin's Patent Refrigerator

Perfect Dry Air Circulation.

Highest testimonials from leading grocers in Canada.



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Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

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of every description made to your order. Fittings that will make your store distinctive, at prices that will suit you. Write or phone.
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When Collections are Slow
Send them to
The Beardwood Agency
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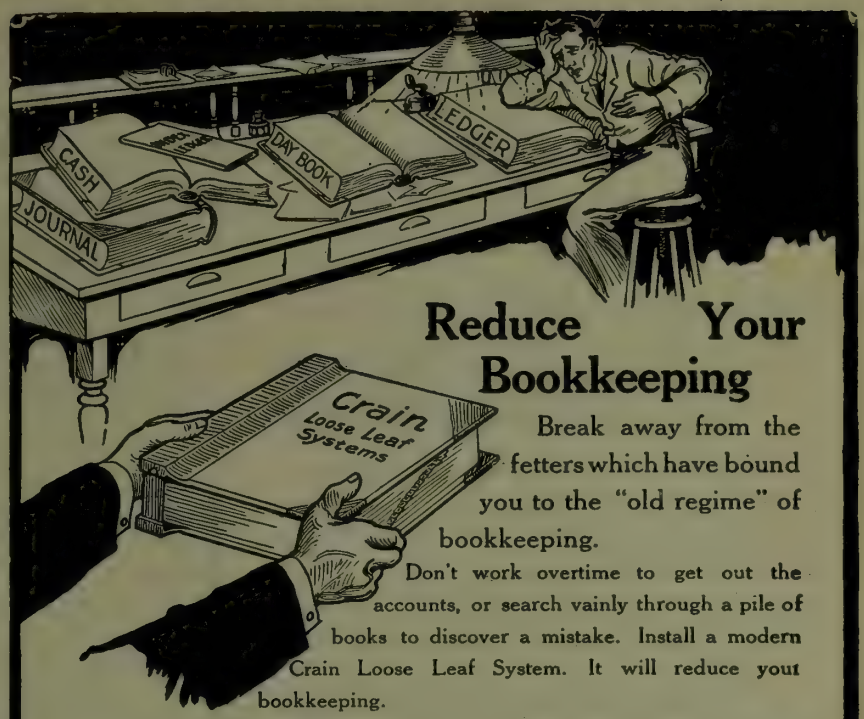
MONTREAL
AND WE WILL GET THE MONEY FOR YOU.

Queen City Water White Oil
GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE



Reduce Your Bookkeeping

Break away from the fetters which have bound you to the "old regime" of bookkeeping.

Don't work overtime to get out the accounts, or search vainly through a pile of books to discover a mistake. Install a modern Crain Loose Leaf System. It will reduce your bookkeeping.

Handy Self Indexed Ledger with all live accounts instead of a bulky bound one half full of dead or closed accounts. The work is simplified. The accounts are always up to date.

Write and tell us what is the nature of your business and we will show you how to improve your office system.

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LOOSE LEAF SYSTEMS
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PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFE TIME
The Perfection Computing Cheese Cutter
Does this. Ask one of the many thousand grocers who use it
SIMPLE ACCURATE ATTRACTIVE
Sold by all up-to-date jobbers or shipped direct from factory.
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One of the most worrying things in a merchant's business is his book accounts. Why not use our make of
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and make business a pleasure.
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Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

PERFECTION

is difficult of attainment in anything. In cans we have succeeded in coming nearer to the mark than others.

Acme Cans are of uniform quality, sanitary, and of good appearance. Each and every can is tested before leaving the factory.

The possibility of poor cans being turned out is minimized to the greatest degree by the use of finest raw material and the employment of skilled help.

By Filling Your Order We Can Prove This.

ACME CAN WORKS

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HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

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Packers' Cans

the Canadian Standard for 20 years.

Open-Top Cans

for hand packed goods.

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for acid fruits and highly colored packs.

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for saving time and solder in the canning factory.

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THE

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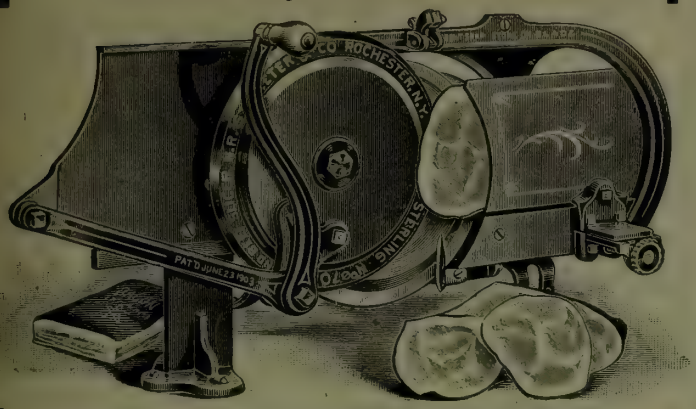
The Ends of the Meat will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions.

It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

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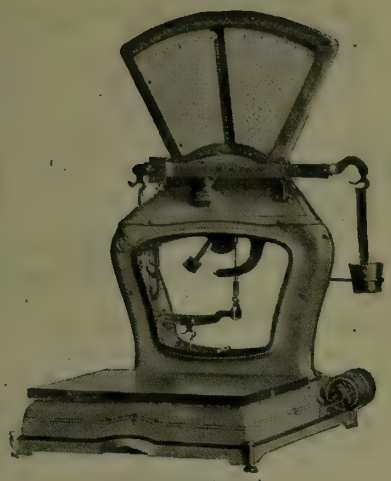

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Absolutely Automatic

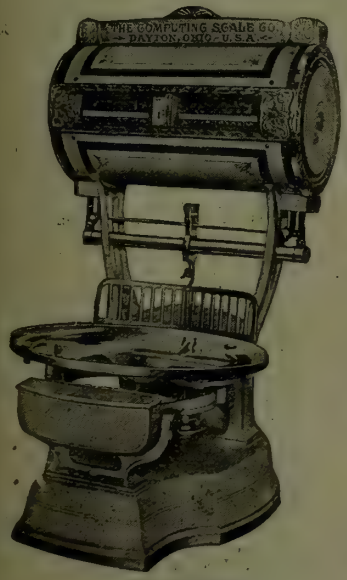

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Plate glass platform. Full jewelled Siberian agate and ball-bearings.

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Over 210,000 Scales sold. Are you one of the users?

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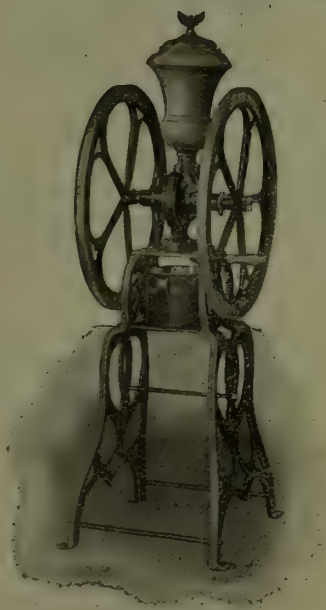

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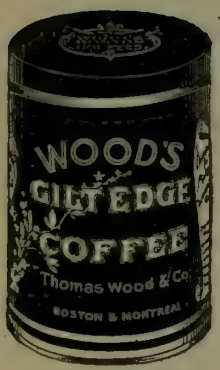

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We aid the Grocer to build up trade with good things.

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are also cheapest ; but that is not their first distinction : They are cheapest because they are BEST.

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McWilliam & Everist, Toronto.
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Stringer, W. B., & Co., Toronto.
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Infants' Foods.
Keen, Robinson & Co. London, Eng.

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Goodwillie's—Rose & Laflamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Sugars & Canners, Ltd., Montreal
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Chausse & Cie, Montreal
Dunn, Wm. H., Montreal and Toronto.
Elsom & Whitlock, Moose Jaw, Sask.
Evans, F. G., & Co., Vancouver, B.C.
Foley, F. J., & Co., Edmonton, Alta.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
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Steele, M. B., Winnipeg, Man.
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Watson, Andrew, Montreal.
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Hudon, Hebert & Cie, Montreal
Paterson's— Rose & Laflamme, Montreal.

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Oakey, John, & Sons, London, Eng.
Nickle Plate Stove Polish Co., Chicago

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass.
Nickle Plate Stove Polish Co., Chicago

Poultry and Game
Poulin, P. & Co., Montreal

Printing.
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Eureka Refrigerator Co., Toronto
Fabien, C. P, Montreal
Hillock, John, & Co., Ltd., Toronto.

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Gray, Young & Sparling, Wingham
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

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La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St Stephen, N.B.
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Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.

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Edwardsburg Starch Co., Cardinal, Ont.

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Edwardsburg Starch Co., Cardinal, Ont.
Girard, P. J., Richmond, Que.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Ross, L. G., Toronto
Sugars & Canners Ltd, Montreal
Tippet, A. P., & Co., Montreal.

Tacks.
Bazin Mfg. Co., Quebec, P.Q.

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Brayley & Co., Montreal.
Ceylon Tea Association
Chase & Sanborn, Montreal
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies
Young, W. F., Montreal

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
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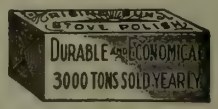

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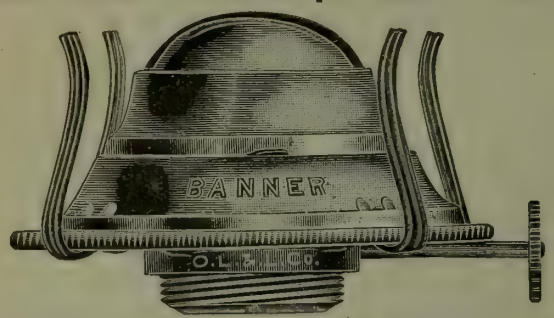

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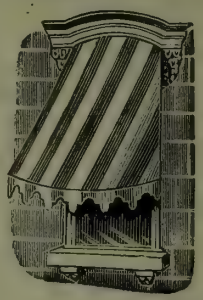

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10 Front St. East, - - TORONTO, CAN

London, Ont., March 17th, 1908

Messrs. The Canadian Canners, Limited
Hamilton, Ont.

Dear Sirs:—

With regard to your letter from Mr. Malcolmson which appeared in the "Canadian Grocer" of March 13th, 1908, we may say that we have been selling Hygeian Canned Beets right along to our customers.

Hygeian Beets are the kind we have been trying to get for several years, and we have no hesitancy in pronouncing them the finest canned Beets we have ever sold. They are equally as nice as new beets at this season, and much more satisfactory.

Your Canned Peaches, Raspberries, Strawberries and Red Cherries, of this brand are the finest canned fruits we have ever sold either in glass or tins, and are equal in every respect to the choicest home made canned fruits.

We remain,

Yours respectfully,

(Sgd.) T. A. ROWAT & COMPANY

Every Can is the Same—Unbeatable !

The uniform excellence of Quality is one of the many points which raises

Old Homestead Brand

into a class above all others. The work in Old Homestead factory is conducted with unceasing vigilance. Thorough, persistent inspection prevents any can from leaving the factory which does not come up to the high standard we have set for Old Homestead Brand. Therefore there is

No waste matter—nothing but substantial, well-flavored fruits and vegetables and their delicious, appetizing juices—in an Old Homestead can.

The wise grocer is the man who picks out the best lines to sell his customers. And a trial order will convince you that Old Homestead Brand, Canned Fruits and Vegetables, is a line which thoroughly satisfies your customers, and pays you an excellent cash profit.

ASK YOUR JOBBER FOR OLD HOMESTEAD BRAND.

The Old Homestead Canning Co.

Picton, Ontario

FACTS ARE STUBBORN THINGS.

During the four weeks immediately following the increase in the price of the 25c. grade of "SALADA" to 30c. per pound we scarcely held our own, but our sales for the past two weeks show an extraordinary increase over the corresponding period of 1907 and prove that the consumer willingly pays for a good article.

Results are undoubtedly what count. When you buy tea you expect it to sell and not to stay on your shelves. "SALADA" gets results and it is in the rapid turnover that you make money. If you can make two profits on "SALADA" while you are waiting for one on some other, with the same amount of money invested, which is the more profitable?

Our enormous and rapidly increasing sales, amounting to over 18,000,000 packets annually, prove that besides being longest before the Canadian public and having by far the largest sale

"SALADA"

is the most reliable and the quickest selling of teas. Then we do what no other concern does "take it back if it doesn't sell." Ask our imitators to imitate us in this. There are two matters where they stop short at, one is quality and the other a guarantee that their brand will sell.

The "SALADA" Tea Co., Toronto or Montreal.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,

and a complete line of

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.
Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 55 St. Paul St.
J M. BRAYLEY, Agent
Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

Canadian orders filled at our Montreal factory which will be in operation about May 1st.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis.	Quebec.	William Forbes.	Ottawa.
C. DeCarteret.	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Green'ng.	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

CURRANTS

"SOMERSET"
BRAND
Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

Camp
Recollections.

Talking about beverages--have you noticed what a growing demand there is for a good coffee essence? That's because the manufacturers of

'CAMP'
COFFEE

are shipping vast consignments of that excellent beverage to our country. There isn't another coffee to approach 'CAMP' for purity, strength, and flavour. Have you stocked it yet.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: **ROSE & LAFLAMME**
MONTREAL.

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nelsse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone. Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

LEA'S

The Pickle with the Home-made Flavor

TO THE WESTERN TRADE

We have appointed

Mason and Hickey, Winnipeg

our Western Representatives

Any information will be cheerfully supplied by them.

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

UNEXCELLED FOR QUALITY

EVERY PACKAGE GUARANTEED

Box Calf Combination For Ladies' and Gent's Box Calf, Vici Kid and all Black Shoes.

Russet Combination For all kinds of Russet and Tan Boots and Shoes.

Ladies' Special For Ladies' and Children's Fine Boots and Shoes.

French Glycerine To retail at 10c. For Ladies' and Children's Shoes.

Black O A Black Liquid and Paste combined to retail at 10c.

Tan O A Tan Liquid and Paste combined to retail at 10c.

Patent Cream For polishing and keeping soft and pliable all kinds of Patent and Enamel Shoes.

Special Paste In Black and Tan for polishing Box Calf, Vici Kid or Russet Shoes of any kind.

HAVE YOU HANDLED OUR GOODS YET?

IF NOT, KINDLY DROP US A POSTAL AND WE WILL SEND YOU PRICE LIST AND CATALOGUE

L. H. Packard & Co. Limited

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS

What Line is More Profitable to You Than Extracts?

You cannot afford to take a chance with cheap imitations.
Then handle the REAL THING

Shirriff's Essences

Highest in STRENGTH and PURITY.

Manufacturers:

IMPERIAL EXTRACT CO., - TORONTO, CANADA

DIEU ET MON DROIT

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits
are the PUREST and BEST.
Better than the imported.
Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

Naptho SOAP

MADE IN CANADA

IT IS A GOOD TIME right now to test the qualities of

Naptho Soap

We claim its superiority to all others.

BECAUSE It is the most effective while the most harmless to the fabric.

BECAUSE It has the most lasting and durable quality.

BECAUSE It is a pure and satisfactory detergent of the highest quality at the lowest price.

The Welcome Soap Co.

Limited

St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE:

WE ARE CLOSING OUT THE REMAINING FEW LINES SPOT TEAS OF EXCELLENT VALUE. IF YOU ARE OPEN NOW IS YOUR OPPORTUNITY.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, Montreal

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

WANT ANYTHING

1 CENT A WORD

1 CENT A WORD

If You

Want to Buy a Business
Want to Sell a Business
Want a Situation
Want a Clerk
Want Store Fixtures
Want to Sell Store Fixtures
Want to Sell any Article

Grocer Small Ads. will satisfy your wants. They give results.

USE WANT ADS

APPLE BUTTER

We have a very fine line in 28 lb. pails. Price right.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

TRADE MARK KEYSTONE BRAND REGISTERED

BROOMS

For general satisfaction there is no line of Brooms on the market to equal the Keystone Brand. The various grades are not made one quality to-day and another to-morrow. When a customer orders **Sterling** or **Klondike** Brooms, he knows that he can rely upon the weight and quality being up to the standard. They always please.

MANUFACTURED BY

Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

More Matches and Better

"Laurier" and **"Togo"** brands of Matches are known now wherever Matches are used in Canada. Their sale by grocers and general merchants has made money for all such as have handled them—more money, for reasons, than any other brands.

They have saved money in freight charges—

Write "HOW?"

The Improved Match Co. *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

A PART OF YOUR BUSINESS

and a very important part—is convincing your customers that you are **up-to-date.** The best proof that you are up-to-date is a good working stock of

2 in 1 SHOE POLISH

2 in 1 being the best shoe polish, there is constant and ever increasing demand for it among up-to-date dressy people.

The F. F. Dalley Company, Limited

Hamilton, Canada. Buffalo, U.S.A.

THERE'S just one brand of Pork and Beans good enough for the people who know the flavor of

Essex
Pork and Beans

We couldn't corner Pork and Beans so we cornered the **flavor.**

Everybody says they are delicious.

It certainly pays the grocer to recommend **Essex Pork and Beans.**

Now's the time to send in that trial order.

The Essex Canning and Preserving Co., Limited

28 Wellington St. E. : Toronto, Canada

Information For You

Sterling Brand

PICKLES

are a necessity.

WHY

Always Guaranteed For PURITY.

The T. A. Lytle Co., Limited

Toronto

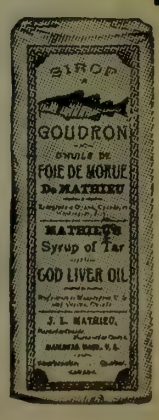
Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?



J. L. MATHIEU CO.

Proprietors SHERBROOKE, P.Q.

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E. NICHOLSON

CODES,
A B C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901

D. H. BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG
CALGARY
EDMONTON

BANNATYNE AVE EAST
TRANSFER TRACK

EDMONTON BRANCH NICHOLSON & BAIN
CALGARY BRANCH: NICHOLSON & BAIN

Winnipeg, Man.

We Distribute from Three Points

From three centrally located warehouses, we distribute merchandise to all points throughout Western Canada.

The country is constantly growing, and we are growing with it.

We always keep our facilities abreast of the demand, therefore we are always able to properly take care of both consignors and customers.

We have room for a few more things.

If you want reliable, responsible agents to look after your interests in Western Canada, write us.

This territory is a big market now, and is growing bigger.

Write us, and make arrangements now. The business is worth looking after, and we can look after it better for you than you could look after it yourself.

Yours truly,

NICHOLSON & BAIN

Established 1882

CALGARY WINNIPEG EDMONTON

TO THE TRADE:

Do You Thoroughly Understand That

Your Success With

CEYLON TEA

Is Dependent On

Expert Blending ?

The Climate and Water of your Locale, the Tastes of its People, Require a Tea differing in Certain Essentials from One Grateful Elsewhere.

Blends in Infinite Variety

Can be Made of the Products of the

CEYLON TEA ESTATES

that stretch

From Sea Level to 7,000 Feet Above.

Diamond E Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for **"DIAMOND E"** Blend Coffee this brand has long since been tested by the public, and the verdict has been **"Perfect."**

THIS MAKES IT A SAFE PROPOSITION

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper.

There has been a demand for sometime for a Jelly Powder to retail at five cents. Here it is

WHITE CROSS JELLY POWDER

5 cents a package

each package makes a pint of excellent jelly — pure and wholesome, fifteen flavors to choose from, five cents each, with a good profit to the dealer.

Have some

THE ROBERT GREIG CO., LIMITED
TORONTO

PURE TOMATO CATSUP

made from whole tomatoes is a great seller just now. It has that piquancy, that appetizing "bite," which tickles your customer's palate and makes them come back for more.

MORE BUSINESS AWAITS YOU

if you handle our "Purity" lines. A sample order of our Pure Tomato Catsup, Cider Vinegar or Pure Fruit Jams, would give you convincing proof in the speed of their sale.

PRICE LIST ON REQUEST.

The Belleville Fruit and Vinegar Co., Limited
BELLEVILLE, - ONTARIO

New Maple Syrup

All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,
Waterloo, Quebec

The splendid values we are offering in

PRUNES

in sizes from 30/40's to 90/100's should appeal to any grocer.

Also exceptional quality in Evaporated Peaches, boxes 25 and 50 lbs.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in pack ing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - - $2.05
QUAKER SALMON, talls, - - 1.90

Mathewson's Sons

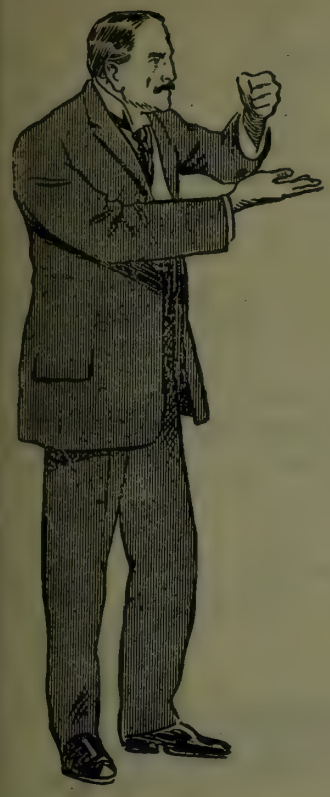
WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

GET
Balmoral
Scotch
MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA



To the Wholesale Grocery Trade of Canada—

Are you open for anything in CANNED FRUITS or VEGETABLES—If so write to

The Essex Canning and Preserving Co., Ltd.
28 Wellington Street East, TORONTO, Canada

We can make it profitable and interesting for you.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

SARDINES

Fine French Fish ¼s 20-30 Fish | Portuguese ¼s 12-14 Fish
" " " ¼s 14-18 Fish | " ¼s 10-12 Fish
Domestic ¼s Oil and Tomato

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

THE PEOPLE NEED H.P.

Bright, "live" aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

Messrs. W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd, Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

NATION'S

Simply Delicious

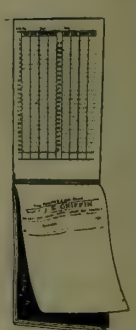
In Packets and 4-oz. 8-oz. & 16-oz. Tins

Agents: **GREEN & CO.**, 25 Front St., E. Toronto
CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND

The Question is

Can you afford to carry on business without a

"Duplex" Counter Check Book



Most progressive grocers have decided that they can't. We would like to hear from you.

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.

The Carter-Crume Company Limited,
Toronto and Montreal

ESTABLISHED 1840

So often when approaching a grocer on the subject of higher grade brooms, we are met with the statement : "Oh ! we have no trade for goods like that. Our customers won't pay more than twenty-five cents."

Don't Make Such a Mistake !

Consumers in all parts of the country will pay the price if you show them that they get value for their money, but they will never find it out unless you give them an opportunity.

Thousands of people use

twenty-five cent brooms, not because they cannot afford to pay more, not because they wouldn't pay a higher price, but simply because not being offered anything better they do not know that

"PANSY" BROOM

which retails at forty cents will outwear two of the twenty-five cent article, and will give them much better satisfaction as well as save them money.

If **you** are amongst the ones who think they have no trade for good brooms, send us your next order. Let it include some **"Pansy,"** and you will be surprised and pleased at the result.

H. W. Nelson & Co., Limited

Office and Warehouse :
92 Adelaide St. W.

Toronto, Ont.

Factory :
15, 17, 19, 21 Jarvis St.

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

PERFECTION

is difficult of attainment in anything. In cans we have succeeded in coming nearer to the mark than others.

Acme Cans are of uniform quality, sanitary, and of good appearance. Each and every can is tested before leaving the factory.

The possibility of poor cans being turned out is minimized to the greatest degree by the use of finest raw material and the employment of skilled help.

By Filling Your Order We Can Prove This.

ACME CAN WORKS

Montreal

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

Packers' Cans

the Canadian Standard for 20 years.

Open-Top Cans

for hand packed goods.

Lacquer-Lined Cans

for acid fruits and highly colored packs.

Solder-Hemmed Caps

for saving time and solder in the canning factory.

Solder, Flux and Canners' Supplies

THE

Norton Manufacturing Co.

HAMILTON

JELL-O The Dainty Dessert

REDUCED IN PRICE

Now Retails for 10 Cents a Package

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavors.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case	**$1.80**	**Retails 10c. per pkg.**
JELL-O, Ice Cream Powder, 2 Doz. case	**2.50**	**Retails 15c. per pkg.**

THE GENESEE PURE FOOD CO., Bridgeburg, Ont.

Indisputable Proof of Purity

is what we can furnish to any sceptical person who disbelieves our claim that E.D.S. Brand of Jams and Jellies are the purest sold in Canada. Sell

E.D.S. Brand Jams and Jellies

and you'll get the trade of purity loving people.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Take the Initiative

Why not **your** store have the reputation for selling "Good Tea"? Why not give your customers **quality** talk instead of **price** talk? If your opposition is willing to sell inferior butter at a cheap price, is that any reason why you should run the risk of losing your best trade and do the same? It is equally true of tea. These two articles are your best ads. Quality is remembered when price is forgotten. This is truer to-day than ever.

Here are a few facts: Teas that you formerly sold your customers at 25c. have advanced during the past year about 5c. per pound. Do you think you can give your customers as good value for 25c. in the face of this? It is well to look at these matters squarely. When you do, you will realize there is only one course open, and that is—tell your customers plainly that you cannot give them as good value at 25c. as you have previously done, and sell them a better grade of tea. This establishes a reputation for Quality.

Let the other fellow sell the 25c. Tea and establish a reputation for Cheapness.

Your customers will find Red Rose Tea the same high quality it has always been,—no change in labels or grades. We simply discontinued 25c. tea when we could not honestly give the value for the money.

Take the initiative; start **to-day** to make **your** store the **quality** store, and push the better grades of tea.

Branches: 3 Wellington St. E., Toronto
315 William St., Winnipeg

T. H. ESTABROOKS,
St. John, N.B.

TELL THEM!

are you Looking

For a **Clerk**
For a **Position**
For a **New Store**
For a **Buyer for your Business**
For an **Agent or an Agency.**

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **1 cent a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

APPRENTICES

can Bank **Money** in a few weeks.
Work will take but a few hours a week.
You Need no Money because we provide the capital.
We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.
If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.
Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

The MacLean Pub. Company
10 Front St. E., TORONTO

A Word of Warning

As you are aware, there is a large quantity of rain-damaged stock of Raisins in California, and on these, both LOOSE and SEEDED, low quotations are being made.

"We want to say right here that under no circumstances shall we ship "anything but the **finest quality, all strictly Standard** Raisins." Signed, GRIFFIN & SKELLEY CO., San Francisco, Cal.

1,000 boxes Griffin & Skelley's "GRIFFIN" Brand Fancy Seeded California Raisins, cases 36 1-lb. cartons at 10c. lb.

To arrive within a few days.

Terms: F.O.B. Montreal, Net within 30 days.

Lenten Lines

There is still a full week of it ahead. While it's a trifle late to stock up, you may run short on some specialties, and we want you to ring us up or write.

Here's Another One.

Guaranteed PURE FRUIT and SUGAR.

700 pails Goodwillie's Plum Jam, each 7 lbs., at 8c. per lb.

100 pails Goodwillie's Plum Jelly. each 7 lbs., at 8c. per lb.

in Crates of 6/7.

TERMS: F.O.B. Montreal, Net within 30 days.

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

Tartan

SIGN OF PURITY **BRAND**

ORDER NOW.

TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

TARTAN Maple Syrup all sizes

TARTAN New Pack Glass Lobsters

SPECIALS

in FIGS, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

55 ST. PAUL ST., - - MONTREAL

WHITE CHERRIES, 2s, H.S.

To Retail at 15 cents.

Warren Bros. & Co., Limited, - Toronto

Wholesale Grocers

There Is Coffee

and there is Coffee; good, bad and indifferent, but Chase & Sanborn's high grades have been the standard of excellence for nearly half a century.

CHASE & SANBORN

The Importers **Montreal**

STOVE POLISH

Black Lead is the best form of Stove Polish and

"JAMES DOME" LEAD

is the best brand on the market.

WORKS WELL. **SELLS WELL** **PAYS WELL.**

W. G. A. LAMBE & CO., Canadian Agents

Prompt Shipment

When in need of goods quickly, try us. Orders received prior to 4.30 p.m. shipped same day.

Telegraph or telephone at our expense.

JAMES TURNER & CO. LIMITED

Hamilton, Ont.

Butter Dishes

The spring rush for Butter Dishes is on. If you want prompt shipment, order immediately. Ask for our prices on the **Solid Oval Dish.** This is made in one piece and does not leak. It is easily emptied as there are no corners to hold back the contents. It is the neatest, most compact article for holding butter, lard, jam, honey, pickles, meat and other food products of the same nature. Car load orders shipped direct from the factory.

Thomas Bros., Limited

St. Thomas, Ont.

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

Getting Holiday Business,	Package Sales,
Special Sales,	Money Making Ideas,
Expositions,	Contests,
Souvenirs,	Sensational Advertising.

Do you want to know **333 WAYS OF GETTING TRADE?** We will send you "Sales Plans" postpaid on receipt of **$2.50.**

282 Pages **Bound in Cloth**

The MacLean Publishing Company

Technical Book Dept.. 10 Front St. E., Toronto

Effective Window Dressing

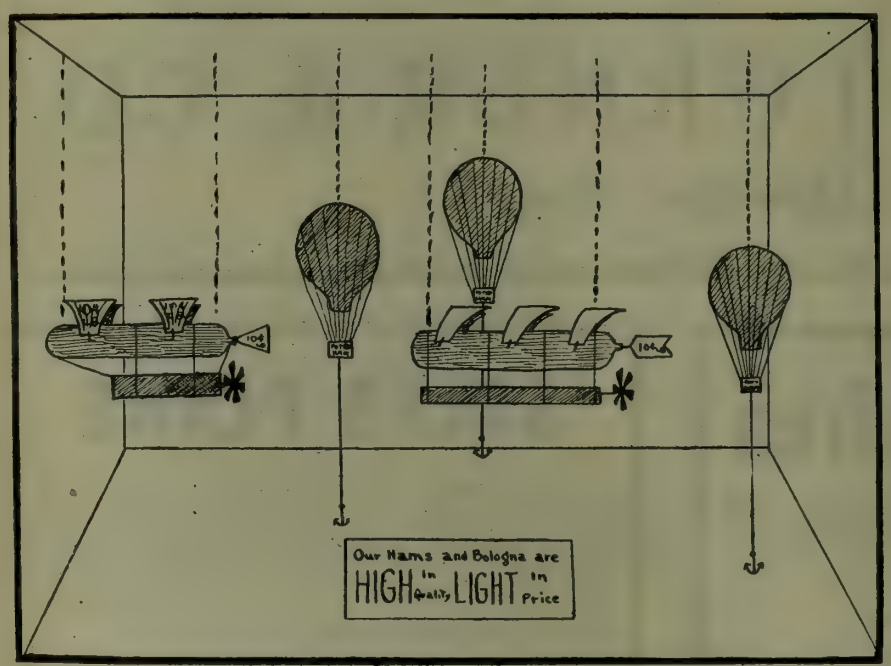
A Novel Balloon and Airship Window Which is Easily Constructed and Should Prove a Very Attractive Feature—The Show Window a Valuable Factor in Advertising the Grocery Store.

People are reading a good deal these days about airship flight and the development of aerial navigation and a great deal of interest is manifested in the experiments conducted from time to time. With this in view the window illustrated below, the sketch and idea for which are borrowed from our contemporary, the Grocery World, of Philadelphia and New York, will from its novelty attract a good deal of attention and comment and ought to sell goods. A window such as the one suggested would have all the people in a small town talking about it in a couple of days and would entice the children to come out of their way home from school to see it.

One would scarcely guess at first glance that the idea is for a display of hams and bacon and yet the plan can be very easily and inexpensively carried out.

The balloons are made of short, chunky hams, which give an excellent idea of the extended gas bag. First take out the string and insert a piece of wire. Wrap the wire around the ham tightly and twist it at the large end. You can now hang it up from this end by a fine wire, which will be almost invisible. The cars beneath the balloon proper are small cans of potted meat. These may be opened, the contents removed and holes punched around the top for strings, which are to run over the balloon to form a sort of supporting net-work, or if you do not care to open the small cans, several lines of twine may be run around them and the supporting strings tied to this. All the strings going over the balloon cross at the centre of the top and may be given a twist around the wire to hold them in place.

The airships are made from bologna suspended by two fine wires, one at each end. The wings, rudder and propeller are cut from white cardboard. To fasten them split one end of a short piece of skewer, insert the cardboard and stick the skewer in the bologna. In this case the car is represented by a package of macaroni or an empty carton. The cars are hung from the bologna by white twine. The propellers may be glued on a cork and this, in turn, on the carton The idea can be greatly elaborated. For instance, the floor might be covered with green crinkled paper to represent grass and a few paper houses might be set around as fancy dictates. Roads might be marked out with sand, and a few twigs might be stuck in to represent trees.



A Balloon and Airship Window for Grocery Display.

A sign in the foreground of the window will, of course, be a helpful feature. One such as suggested in the sketch seems to be quite appropriate.

ADVERTISING THE STORE.

The properly used show window is the best advertising medium within the reach of the retail merchant, and yet, curiously enough, it seems to be the least appreciated of all the means he uses. His show window is his best medium, because it will sell goods for him at a less percentage of cost than any other means at his command. I say that it is the least appreciated because of the fact that it is so very generally neglected. Most retail merchants have not yet learned its true value. Many of them seem to think that it is merely a space which must be filled up with something—it does not really matter what or how. All this is wrong.

The big store goes to the length of employing an artist who spends all his time and thought in getting up an exceedingly attractive window display. And these window displays sell goods enough to make the window dresser and his big salary a good investment. We called these window trimmers artists, and many of them are nothing less, as an inspection will soon show, but it is not enough that a display shall please the eye It must sell goods or it is not successful. The big store demands that there shall be a sale of a displayed article while it is in the window, and if the increase does not come the fact is chalked up against the window dresser in the records of the manager.

There is no line of merchandise of which an attractive window display may not be made. As an illustration of the way in which these displays sell goods, I might instance my own case—for I am a seasoned bird, and am not easily caught by the advertiser. On my way home I pass three grocery stores. When I am in need of a stated article I stop at the one where I habitually trade—for all of us have our preferences. The store where I trade ordinarily has attractive windows, which always makes a special display in its windows, no matter what the season. It is much farther from my home than the one where I usually trade, and as a consequence I have farther to carry any purchase I may make there—and yet I very frequently stop there and buy something just because the window display makes me think I want what is there shown. The purchase is almost always an extra—something which I had no idea I wanted until the display reminded me of my need, or created the need, which is better still. In other words the window sold the goods.

There are any number of people walking the streets of your town whose money burns in their pockets fairly yearning to be spent. Show them something to spend it on, and make them think they want it, and the trick is done. These are the people to whom your window should sell goods.

Of course, the average retail merchant cannot afford to pay a big salary to an exclusive window trimmer, but the chances are that there is someone within reach who can do many times better than he is doing now with the means at his command. It may be his assistant, his wife, or daughter. The proper thing to do is to experiment till he finds the right one, and then let that one do his best. Window trimming is an art, but like most other arts it can be studied and acquired. Get out on the street and study other windows. Analyze the ones which appear to you as being above the average. Learn what it is which makes them better than most of the others. Pick out the good points and emulate them. Pick out the faults and avoid them. I do not mean to advise copying, but we can learn from the mistakes and successes of others without copying.

*Grocery News from Coast to Coast

Letters From Our Own Special Correspondents in the Larger Towns and Cities of Canada—New Ideas in the Trade and Business Changes Noted.

CHATHAM.

The recent repeal of the clause in the market by-law prohibiting grocers and retailers from purchasing on the city market before 10 o'clock on Saturday morning has elicited some discussion through the columns of the public press. One local paper devoted a fair share of its front page to the views of an unnamed "prominent citizen," strongly condemnatory of the change. Another opponent of the change is ex-Ald. Wm. Potter, himself a grocer. Mr. Potter was largely instrumental in procuring the original restriction, and holds very strongly that the general public should have first chance at the market. Magistrate Houston takes the opposite side just as strongly. The magistrate makes the statement that the old by-law, while restricting grocers and other local retailers, could not legally affect outside buyers for shipment; and hence, discriminated against local men in favor of outsiders. The discussion seems to have died down, however.

* * *

Last week the city experienced a butter famine, several grocers on Thursday morning reporting themselves completely sold out of dairy butter, while the creamery product commanded the exceptional price of 35c. Bean prices advanced sharply from $1.30 to $1.50 for the hand-picked grade, and other qualities correspondingly.

* * *

An attempt to burglarize the grocery of John McConnell, Park street, was made Saturday night. Towards closing time Mr. Ferguson, a clerk, and Lorimer, the delivery boy, found two men trying to fix a rear window, evidently with a view to effecting an easy entrance when everyone was in bed. They cornered the two men for a few moments in the stable, but the men set upon Lorimer, hammering him pretty badly, and made good their escape. There are no clues to their identity. Incidentally, the local police have received notice from the other side that an organized band of crooks are heading for Ontario, and merchants are warned to be on the lookout and keep their doors and windows locked.

* * *

Wm. Morrice, who for the past two years has conducted a butcher shop on Queen street, has purchased the business and shop of Taylor & Stedman, at the corner of Park and Prince streets. He took possession on Monday. Mr. Morrice intends remodelling the shop. He will put in a new front, new fixtures and solid granite counters.

* * *

W. H. Curran, Joseph street, has purchased the stores at the corner of Van Allen and Grand avenues, at present occupied by A. J. Wilson's grocery and Frank Hallinan's meat shop, together with the adjoining house, the consideration being about $2,000. There has been considerable rumor of late regarding a desire on Mr. Curran's part to re-enter the meat business, but it is understood that he has purchased this property purely for investment, and that the tenants will be undisturbed.

* * *

Following the example set by Chatham some time ago, seventy-seven business men of Sarnia have signed an agreement not to purchase tickets for entertainments, or things offered for sale at their business places during working hours.

* * *

Edward Mitt[illegible] baker, of Ridgetown, is adding new mixing and molding machinery and a gasoline engine to his plant.

* * *

H. Waddell last week purchased the general store and stock of W. C. Shaw, Sombra.

* * *

A new canning factory will be built and operated this year at Stoney Point. The stock is largely held by residents of that place and Tecumseh. During the coming season, it is stated, only tomatoes will be handled.

* * *

Colin Getty has opened a factory for the conversion of tobacco into twist in the Irwin block, Leamington.

* * *

R, P. Adams, butcher, of Tilbury, has branched out into the grocery business, and is doing considerable advertising in the local press.

GALT.

Quiet, but steady, might be given as the grocery probabilities in Galt at the present time.

* * *

Quebec maple syrup and sugar, guaranteed absolutely pure, is finding an unprecedented sale in Galt this year, and local merchants are ordering in considerable quantities. The Government report of purity is evidently accountable for the large sale. Local maple products are coming in, but are mainly disposed of on the market, the price being 40 cents per quart.

* * *

Eggs have dropped and may no longer be regarded as luxuries. The price on the market on Saturday was 15c per dozen, and large quantities were offered for sale.

* * *

A deputation from the town council was in Hamilton and Brantford last week inspecting the markets in those cities, with a view to obtaining information which would be of benefit in increasing the growth of the Galt market. They obtained much valuable information, which will be acted upon.

* * *

Vance Chapman, at one time with Sloan Bros., grocers, now studying for the Baptist ministry, has been visiting at his home here.

* * *

"Only two more weeks," said a grocery clerk to your correspondent. His meaning will be understood when it is stated that he was engaged in locating a fish in the bottom of an almost empty barrel.

GEORGETOWN, P.E.I.

Business is improving every day now and grocers and others are feeling more like themselves again. At present the indications are that we shall have an early spring, and the sooner things settle down to normal conditions the better.

* * *

One feature of last week's conditions was an absolute scarcity of prime or hand-picked beans. A car is expected every day from Pictou. Butter also was at a premium.

* * *

At this writing the price of standard sugar is $5.05, and yet most grocers continue to retail it at five cents. Some are making money handling sugar. It is not the P.E.I. retailer.

* * *

The annual Seed Fair was opened at Summerside by His Honor Lieutenant-Governor Mackinnon in his usual happy manner. The attendance at the fair and number of exhibits was twice that of last year.

* * *

Eggs are going down rapidly. The mild weather has set the hens up in business in good style.

* * *

An unusually strong contingent of drummers visited the town recently. One result of their visit is the picture of a dainty little miss, washing the globe with Natha Soap hanging in the grocery stores.

INGERSOLL.

The recent prediction of your correspondent relative to the maple syrup outlook was knocked awry by conditions which prevailed at Saturday's market. Instead of the supply being limited, as many expected, it was the largest in

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

years, and for once the producers found it necessary, after an early hour, to hustle for business. This they did by traveling the streets. In the early morning sales were made at $1.25 but the price soon dropped to $1 a gallon, and it is said that during the afternoon some makers disposed of as much as possible at 80c per gallon rather than take the balance of their supply home again. The unusual plentiful supply is accounted for by a combination of circumstances. In the first place, the season has been an exceptionally favorable one, while on the other hand, many more trees than formerly have been tapped. Notwithstanding the fact that there are not a great number of large maple bushes in this section the run of sap was unusually large and the farmers had a busy week gathering the sap and boiling down. It is said that one farmer, who was meeting with difficulty in disposing of his supply of syrup, stated that he did not wish to take it back home as he already had 35 gallons. "I never before made syrup of such a fine flavor," said one producer, to your correspondent, and the quality of the article justified the remark. In every way the buyer has benefitted this season, first, in the reduced price, and secondly in the superior quality.

* * *

Weather conditions last week interfered with business to no small extent. The country roads, as a rule, are still in bad shape, and it is a well-known fact that when both the roads and the weather are bad country people prefer postponing their trips to town. This is what a great many did last week, although the extra volume of business on Saturday partially atoned for the falling-off early in the week. However, trade has been very satisfactory, the grocers state, and a busy season is looked for. Of course, the farmers will soon be busy on the land, but, then, farmers nowadays are so nicely situated that they can usually make a run to town, and in the spring and summer many of them come in early in the evening.

* * *

At last the price of eggs has dropped to a point when practically all consumers should be satisfied. At Saturday's market many lots were sold at fifteen cents, and judging from the large quantities offered this will doubtless be the ruling price for the Easter season.

HAMILTON.

Grocers here are pleased at the active interest displayed by The Canadian Grocer in regard to the Co-operative Act now before the Senate, and at the same time feel that if the activity had been evinced in other quarters a little earlier in the game, it might have been of more benefit.

A large section of the retail trade feel annoyed at the fact that neither the Dominion nor the Ontario Grocers' Guild paid any slightest attention to this threatening legislation. I maintain these are the people who should have put up a fight for the rights of the retailers. They have a powerful association, with all the machinery for defending themselves against all aggressive legislation—but evidently did not think it worth while to protect their customers. Here is a point that should impress itself on the mind of every retail grocer in the Province, that is, hold up both hands for a Provincial Association. Look at the action of the labor unions. They send a deputation to Ottawa and get any legislation they ask for, even a Department of Labor. I think the retailers, if only united, could not only be heard at the Capital, but could also exert rather a powerful influence on this same wholesale guild which now ignores their interests.

* * *

Now is the time for the grocer to think about the matter of shorter hours. The days are growing longer and he and his clerks would be able to enjoy a little bit of daylight, if he would make up his mind to close at six o'clock. Try it. Life is too short to spend all of it behind a counter. Have the courage of your convictions. Never mind what the other fellow does—close up and you will find your customers won't leave you. Explain the case to them and you will be the winner. A better day is on, catch on and enjoy it.

* * *

At the last meeting of the local association, E. J. Moore, editor of The Canadian Grocer was present and addressed those present on the subject of forming a Provincial Association and on the Co-operative Act. This bright young man pleased the grocers very much and they hope to make him welcome again in the near future. Some very kind things were said of him, but as he may censor this article I will not repeat them.

* * *

Maple syrup is coming in freely and is certainly of fine quality, but the farmers are holding up the price. $1.50 a gallon for good stuff.

KINGSTON.

This week Miss Webster is demonstrating Suchard's cocoa at Albert Glover's store. She intends staying in Kingston for a month so Suchard's cocoa will be well known. Miss Webster is one of the best demonstrators on the continent. It is simply wonderful how she mixes, makes, talks and gets people to pour the delicious liquid down their throats and follows up by the sale of a tin of cocoa or tablet of chocolate.

* * *

Talking about the crooked dealings of some beings the real estate man on the market declared he found a boulder weighing 25 pounds in the centre of a bale of hay purchased recently. A grocer standing near by said he found a brick in a roll of butter and once a roll of butter mixed with cornmeal. Still another knight of the tin scoop said he bought a barrel of apples good on top but bad underneath. The farmer called them "seek no furthers."

* * *

Ed. Putnam, Seeley's Bay, has rented his bakery and intends giving all his attention to the grocery and confectionery business and he will no doubt succeed. Seeley's Bay lost its only hotel by fire a few months ago. There are five general stores, several churches and a brick and tile works. It is a very busy and pretty point on the Rideau River and is visited by many tourists.

* * *

After long waiting, A. Maclean & Co., wholesale and retail merchants, received word from Ottawa recently that they were awarded the contract for supplying the Kingston Penitentiary with groceries and pork for the ensuing year. They were $600 below two other tenderers.

* * *

Bob Sutherland's gold medal mentioned in last issue of The Grocer was, we omitted to state, won in a curling tournament.

* * *

Tom Stuart, traveler for Geo. Robertson & Son, is on the road again, having been laid up with a sprained ankle for many weeks.

* * *

The big milk cans full of maple syrup and the farmers with tin dippers were plentiful on the market Saturday. It sold for $1 to $1.20 per gal.

If this frosty weather keeps on there will be a big output of syrup.

* * *

Complaint was made by a consumer recently that stones of flour put up by certain mills were 3 to 4 ounces short. Where there is a big output these ounces soon run into tons but we don't feel that this was done intentionally, but just through carelessness.

* * *

How many grocers or their employes check goods as they come in, such as biscuits? It would be well to do so.

* * *

Pense & Nickle have their war paint on and the tribes will have a big fight for the seat in the Ontario Legislature. There will be a pure election and scalps will be in order after all quietens down.

* * *

Professor Mitchell, superintendent of the Kingston Dairy School, reports a good season. The school turned out many new and bright students.

* * *

The farmers for miles around Kingston are well pleased with the price of milk, $2, paid at the dairy school. The highest price paid since the school was opened.

* * *

The cheese and butter made under the instructors, Stonehouse and Publow,

was much commented on for the fine qualities contained in each.

* * *

The ice bridge between the islands and city is still intact but weak in places and only one Islander has ventured across.

NEWCASTLE, N.B.

Henry Wyse, grocer, baker and confectioner, of Newcastle, is a candidate for the aldermanic elections which take place next month.

* * *

J. D. Paulin, who lately established a general grocery business here, has been doing remarkably well since his start.

ST. CATHARINES.

J. T. Festing, successor to the firm of W. J. and J. McCalla, who for a number of years past has carried on business as a general grocer, has closed the retail branch and will, hereafter, conduct a wholesale grocery business. Mr. Festing has, during his number of years' residence in St. Catharines, become favorably known as a practical business man.

* * *

The other two wholesale grocer firms, W. H. Merriman and John Ross, report that business has been, and is, in a flourishing condition.

* * *

Michael McGuire & Company, have sold their retail grocery business to Wm. Parks, who comes well recommended. McGuire & Co. have turned their attention to a general jobbing business and with their recognized ability will make a success of their undertaking.

* * *

Though money was tight in the market during the past few months there has been but one failure among the St. Catharines merchants who, true to their mode of conducting business, have weathered the financial storm and have come out with success.

* * *

The two merchant milling firms, Black & Forsyth, and The Hedley-Shaw Milling Company, have been running their mills day and night lately to meet the demands of the trade.

* * *

The market still continues to be active. Hay sold at $15 per ton, butter 35c per lb., eggs 20c per dozen. Meats continue at the old prices.

* * *

Spring is opening earlier than for some years past. There is no ice on the canal, no frost in the ground and there is every appearance that farm and garden operations will be a month earlier than in 1907.

LONDON.

The stock of Lind, Kerrigan & Co., wholesale grocers, who recently assigned, was sold at auction on Thursday afternoon, April 2nd. The bidding was quite spirited, the stock, valued at $30,000, being finally knocked down to E. L. Liddicott, the east end retail grocer, who is generally supposed to have been acting for T. B. Escott & Co., at 78 cents on the dollar.

* * *

As a result of the recent sharp advances in the price of sugar retailers are now giving one pound less for the dollar than formerly, which means that consumers will hereafter find only seventeen pounds in a parcel.

* * *

On Saturday afternoon last ex-President C. W. Nicholls, of the Western Ontario Commercial Travelers' Association, was made the recipient of a magnificent oak cabinet of silverware and cutlery. The accompanying address, which was couched in most flattering terms, was beautifully engraved in colored inks and handsomely bound in Morocco. Mr. Nicholls for two years has held the office of president and was most efficient in his duties.

* * *

Christian & Pomeroy are the latest addition to local business firms. They are located on Dundas street, and besides a large stock of groceries, will carry dry goods and crockery ware.

* * *

Gotdon Drake, the Rectory street grocer, intends removing to the Hamilton road, near Rectory street.

* * *

The Tuckett Cigar Company have given up their branch business here, their 40 hands having been paid off and notified that the company is quitting London. The concern's output here was over two million cigars annually. Their intention is to confine manufacturing operations to Montreal and Hamilton.

* * *

Moderate activity is reported in both wholesale and retail lines.

REGINA.

Business conditions as existing in Regina to-day in all lines of trade are most unique. It is probable that never before in the history of the place have the conditions been exactly what they are at the present time and some features of the situations are far from encouraging. On the whole, however, there is a spirit of confidence in the future and merchants generally believe that a couple of months will see better times.

For the past six months there have been many varying situations. Early in October the pinch began to make itself felt, and rumors of the damage to the crops, which were thought to be greatly exaggerated, were proved only too true as the returns from the threshing began to come in. The prosperity of the farmers means the prosperity of the general public in the west, where wheat growing is essentially the means of livelihood, and the failure of the crop of 1907 was one of the hardest blows yet received by the country. The season throughout was, of course, most unparalleled in the history of the country and it was too much to expect that the wheat would come through undamaged. The frosts came early and the wheat ripened late, and the result was that glorious-looking fields of growing grain were worthless.

All this, of course, had its effect on the business situation, and merchants who were carrying the farmers learned that they must be satisfied to renew notes and give credit for another year. This meant approaching the banks for a further line of credit, and as it was about this time that the financial panic in the United States was at its height, the banks became more conservative. In the face of these conditions and the pressing of the wholesales in the east, the merchants of the west were up against a hard proposition. Many were faced with the prospect of liquidation or assignment, and it is a credit to the people of the country, no less than to the wholesale merchants that more were not forced to close their doors.

After the discouraging trade of the fall the stores looked for a small Christmas trade, but in this they were agreeably disappointed. The people were doing Christmas shopping as heavily this year as they ever did, and although the purchases were not as large and expensive, they were a good deal more numerous, The result of this was that merchants, and particularly those handling holiday goods, were assisted in weathering the financial storm and January was entered on a fairly firm footing. January is not looked upon as a very heavy purchasing month and the stores were content to struggle along through that inaugural month. Collections during the month proved better than expected, and the same may be said of February. During that month stock-taking sales were the order, and many merchants came by ready money because of these bargain days and the reducing of stocks.

March, the month in which it is exuected that conditions become brighter, has not proved as good as February, and there little money was paid. The farmers are purchasing their seed grain, either from the Government or from private individuals, and this is taking all the cash they have to spare.

The beginning of April, however, sees a restoring of confidence and business picking up. The farmers are coming into the city in larger numbers and preparations are being made to get the seed into the ground early. Business is brisker than it has been since last October, and generally things look brighter.

* * *

During the winter there have been a number of assignments, but the firms closed out are small and in no case has there been a large mercantile failure throughout the west. The big stores are absorbing the little ones and the merchants who advertise and go after the trade in the right way are coming out the best.

* * *

Commercial travelers from eastern Canada find business as poor to-day, however, as it ever was before, but the reason is not hard to find. A prominent Regina merchant, in conversation the

(Continued on page 38.)

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BONUSING INDUSTRIES.

J. P. Downey, M.L.A., introduced a bill in the Ontario Legislature, making it unlawful for a municipality to offer inducements to manufacturers to establish themselves there, but it was defeated. Mr. Downey's policy is good, though he goes a bit too far, but sane business men will favor the introduction of the bill again next session, in a somewhat modified form. The editors of the MacLean papers have been in close touch with this question for many years, and have been steadily educating the business community to the evils of a system which offers inducements to a concern to remove from one centre to another, or the granting of sums of money to aid men or syndicates who had not yet shown their capacity to handle their own money successfully. The opposition to Mr. Downey's bill came from the representatives of the smaller localities, and it is they who are usually guilty of this unbusinesslike procedure. Let Mr. Downey aim next issue to prohibit cash bonuses or loans by municipalities to any industry.

Years of experience with this question leads those who have studied it, to the conclusion that the granting of concessions to manufacturers in the way of exemptions from taxation, and possibly water rates, are fair, and should be encouraged. In fact, exemption of all manufacturing plants anywhere in Canada, from taxation of any kind, would materially aid the development of manufacturing in this country and be profitable to the municipalities and country as well. On the other hand, the payment of a cash bonus has in nearly every instance been money mis-spent. The establishment and building up of manufacturing benefits the people of a town by the increased business it brings to the place through the money earned by the manufacturer and his employes, and spent by them in the town and among the farmers within radius of twenty or thirty miles. That the farmer particularly benefits by the growth of a town is shown by the increasing revenue of the farmers in its vicinity, and in the value of their lands as well. More important still are the better educational and other facilities for the residents that the larger centres afford.

A small municipality may be excused for offering inducements to a concern situated in a very large centre where taxes are very high. In fact, it would be better for the country, as a whole, to have its manufacturing industries distributed as much as possible.

We are decidedly opposed to bonuses, except in very rare instances. It is not money that successful manufacturers want in this country. It is experienced and intelligent managers and workmen. In the case of new industries, the men who desire to establish them, if they have the experience and have shown their capacity to do things, will find no difficulty, in ordinary times, in securing all the capital necessary.

The industries that are most to be encouraged are those which can turn the raw material produced in the district, or that can be produced in the district, into the finished article, and the ideal condition is when the manufacturing concern is composed of local shareholders who put in their own savings or surplus. This necessitates good management that has been thoroughly tried. This has been done to a very considerable extent, and most successfully, in Oshawa, and in a smaller way in many places for the manufacture of cheese and butter.

HIGH SUGAR BOOSTS CANDY PRICES.

The present high prices of sugar are affecting more than the grocers. As may be imagined, the recent heavy advances have hit confectionery manufacturers rather hard and as a result almost all lines of candy are bound to advance shortly.

Already one or two of the larger firms have taken action and last week raised the prices half a cent a pound on the cheaper lines on which profits are cut pretty close. Other firms are considering the matter but as yet have made no move.

On the higher grade of goods a better profit is made and fluctuation in the basic component, sugar, is not so directly felt. If further advances in refined occur, however, which seems the only possible course as a result of the condition of the sugar markets at present, a general advance in all lines will be made.

ONTARIO TOBACCO CROP LIGHT.

Reports from Western Ontario seem to give indications of a light tobacco crop this year. One correspondent says: "Where last year there were hundreds of beds at this season, this year they are few and far between. Growers declare the crop is too uncertain and that they are at the mercy of the buyers."

STRONG PROVISION MARKETS.

The provision markets have assumed a notably firmer tone this week in all lines. For instance, cheese is reported firmer and with short stocks held locally and arrivals of new cheese a month in the distance this condition looks somewhat stable. Supplies of butter, too, were found to be shorter this week and prices were raised from 2 to 3 cents. New butter seems slow in coming in and reports from some districts give indications of a light make of butter. Eggs which have been plentiful for a couple of weeks seem a little less so and prices are slightly firmer. Lard prices too, have gone up a notch and a feeling of firmness is evident in all pork products consequent on the heavy advances in hogs by Canadian packers during the past two weeks.

BE CAREFUL IN LOCKING UP.

The epidemic of attempts to rob banks and other places of business, which has been particularly evident during the past two weeks, seems to point to the fact that a larger number of crooks than usual are in the country. Reports from several Canadian centres also say that the police have been warned of the movement of a body of suspicious characters from the United States to Canada.

It might be well for the next few weeks to be particularly careful in locking up. See that windows are properly fastened and stable doors are securely locked before you leave your store for the night. The unexpected may not happen, but it's worth while to be careful.

Wm. E. McElwaine, grocer, St. John, N.B., has assigned to W. E. O. Jones.

THE SITUATION IN THE WEST

Formation of Winnipeg Stock Exchange—Crop Indications Promising—Financial Situation Much More Encouraging—Heavy Railroad Business.

The Western Viewpoint, by our Special Winnipeg Correspondent.

One of the announcements of the week that indicates the growth of Winnipeg and which at the same time may afford a solution of the vexed problem of the Grain Exchange. The president is A. M. Nanton, one of the best known financial men in the Canadian West today and the secretary, W. Sandford Evans. The Stock Exchange was under consideration last fall and a charter was secured during the previous session of the local house but it was not thought well to proceed at that time on account of the money stringency. Arrangements were made, however, to secure quarters in the new Grain Exchange building, which was then going merrily on its way to completion. The new Stock Exchange will not open for actual business until August first. It is known that some of the more prominent elevator concerns are actively interested in the Stock Exchange and it is generally felt throughout the city that here may be the way out of a grave difficulty. The fact that the new exchange will open for business just a month before the new crop will begin to come on the market is in itself suggestive. The financial backing of the Stock Exchange is of the best and it may be that this organization will buy the Grain Exchange building when it is put up at Sheriff's sale. In the meantime there is no manner of doubt the old exchange is breaking up from the inside with even greater rapidity than was expected. The very fact that it is doing so bodes ill for the forming of a voluntary association, without charter, to operate as an exchange. Although the old organization worked under a charter it was always more or less of a voluntary character, that is, men belonged to it and observed the rules because it was an advantage for them to do so. Now there is no control over the quotations, the commission rule is abolished and no new rules can be made without the consent of the prothonotary. The cohesion seems to have disappeared, one member is cutting into another member's business, writing his customers and the like, and the whole Exchange is demoralized.

As a lesson to those who have asked for and those who have passed the vicious confiscatory legislation it might be well if one crop had to be marketed without the well regulated facilities that have been in use for so many years but this would mean a great loss to the country as a whole, so that thoughtful people are earnestly hoping the matter will be settled in some way and trade conditions running smoothly before the next crop has to be marketed.

* * *

The outlook for seeding the crop is exceedingly bright at the present time. In Southern Alberta seeding has already started in a number of places. In Northern Alberta, if the present weather continues, the seeding will start in a few days, and indeed, that is true of almost every section of the West. In some small areas the March snowfall was so heavy that it will probably be April 15 before they can begin, but as these were among the sections that were dry last year no one is doing any kicking on the score of the snow.

The Government grain seed distribution is progressing splendidly, all wheat will be in the farmers' hands by April 15 and all the oats and barley before May 1. Conditions in the West could not be better, for the time of the year, than they are this season.

* * *

If there is one thing in the Canadian West that gives satisfaction more than another, it is the fact that in spite of the money stringency the principal and interest of loans has been so well met throughout the entire season. Even the most optimistic of the loan company managers now admits that the continual supply of money from this source has been a surprise to him. This condition has produced its legitimate result and those who had invested heavily in the West before are seeking further investment and money is plentiful for loans, of good quality, especially on farm lands. The principal and interest was a little slower in coming in last year but it came and now loan companies are looking for business. Funds are coming in for investment all the time and it is very noticeable the extent to which British capital is now seeking investment in the Canadian West. Indeed, some of the loan companies are receiving considerable correspondence at the present time from India from parties seeking reliable investment. The tight money situation was not caused because money did not exist but because it was being hoarded, owing to a scare. Periods of this kind are always followed by abundance of money and the present is no exception, only the money has come out of hiding rather more quickly than usual after a panic and it is particularly gratifying to those who have always had faith in the West that so large a stream of money, seeking new investment, should be coming our way. Though little was said about it, loaning on high-grade securities went on steadily all winter. It was always possible for first-class security to get a loan, indeed, one loan company has always had at its credit at least $250,000 for this purpose. It is not thought, even by those who have the largest amounts for investment, that rates are likely to be much lowered because the demand for money for the carrying on of development work is so great that there will not be any difficulty in placing even the large investments offered. At present the rates run from 7 per cent. in the choicest sections of Manitoba to 8 and 9 per cent. in the farther west.

Some idea of the amount of railway construction that is not only projected, but is now actively under operation in the Canadian West, is given in the fact that one of the big contracting firms has at the present time 12,000 men under engagement and the major portion of them at work in the West.

All the railways report an increasingly heavy traffic business and though the past winter curtailed receipts in the matter of freight handling, the passenger departments more than made up for it, especially in traffic from West to East, that being heavier than from East to West which is the reverse of former experience during the winter months.

* * *

One of the events of the week is the C.P.R. announcement of party rates for parties of ten or more traveling on a single ticket from points in the east to points in the west. The basis is one fare for the round trip by the all Canadian route. This is making the companies that have not all-Canadian routes sit up and take notice, as it is very questionable whether they can get their American colleagues to give them the same rates through Chicago and St. Paul.

It is supposed that the C.P.R. is doing this specially with a view to developing certain portions of territory in the West, where they are laying out new townsites. The company are offering 51 new townsites this season, the most important being Wilkie, in the heart of the Cut Knife country south of Battleford and 80 miles from Saskatoon on the new line of the C.P.R. This offer should give the local merchants on any of these townsites an opportunity to get in good friends of his from the East. There are few who do not know at least ten who would be desirable settlers, from their old home town.

* * *

The proposed purchase of the electric street railway by the City of Winnipeg is one of the much discussed subjects at the present time. There is no doubt the feeling in favor of the city owning this system is very strong.—H.

TRADE NOTES.

Geo. R. Small, of the Canada Maple Exchange, Montreal, was in Ottawa on Monday.

T. J. Bellanger, late with Mr. Pearce, has opened a grocery store on River's Hill, East Ward, Parry Sound.

After just two years in business, Harry Stevens, of Stevens & Hayden, of Woodstock, N.B., has sold his share of the grocery business to O. A. Townsend, who is thoroughly well up in that branch of trade and who doubtless will receive a generous share of the public patronage. Before engaging in any other undertaking, Mr. Stevens will make a visit to friends in Glassville and vicinity.

CORRESPONDENCE

(Continued from page 35.)

other day, remarked that the reason the commercial men are not getting the business is because the stocks of the stores that failed have been bought out by the larger business houses, and consequently all are fairly well supplied with goods.

* * *

Real estate is picking up again, and during March a large number of good sales have been made. There were but few sales throughout the winter, and it was thought that prices were considerably dropped. Sales reported this spring, however, indicate that there has been no drop in prices, and that values are to-day about what they were a year ago.

VANCOUVER.

The rise in the price of sugar may result in a small war in Vancouver. It is proposed to bring a large shipment of sugar from Scotland, and this will arrive somewhere between the 19th and 25th of this month. The B. C. Sugar Refining Company has advanced prices one-half a cent during the past week or two, in two jumps of a quarter of a cent per pound in each instance, in sympathy with the increase in the price of sugar, because of the failure of the cane crop in different producing countries. The importers of the consignment from Scotland purpose selling at a quarter of a cent less per pound than the local refining company. This is small, but it is an item in such a staple as this. Whether a reduction will be made to meet this remains to be seen, but it is anticipated.

* * *

Another feature is the reduction of a cent per pound in pure lard, as the result of the competition between the Frye-Bruhn Company, of Seattle, and the Swift Company. This flurry is, perhaps, altogether local, but it has resulted in the selling of the pure brand at the usual price of the compound, namely, 12c or 12¼c. It is not expected that this reduction will be maintained for any great length of time.

* * *

Last fall there was a fear in Dawson that the condensed cream stock would not be enough to prevent a famine during the winter. Still, there has been not only enough for use in that city, but also some available for shipment to points down the Yukon River. At the same time, the selling price is at $1.50 per case profit, which is about twice as much as in other winters. It was expected, too, that the hay and oats stock would be light and that a stiffening in prices would take place, but prices are moderate at $100 and $110 per ton, respectively.

* * *

In short, anticipated shortness in stocks have not materialized. It was thought that the butter market would be such that consumers would be almost using axle grease, but the price has moderated so that the wholesale price is only 52½c for over-ice stock, and 50c for storage.

* * *

A prominent salmon canning man from Puget Sound, who was here the other day gave a line on conditions in this important branch of the trade. He said: "There are probably not more than 200,000 cases of salmon all told left in the packers' hands," referring, of course, to the packers on the Sound. "Probably half, if not more than that, are pinks. A few sockeye halfs and some other odd lots are left, and there are a few cohoes scattered here and there, but how many it is difficult to say. This is a very light stock when last season's heavy pack is taken into consideration. Owing to the light pack that seems to be looked for this season, prices are holding up well, and there is every reason to believe that prices will open at or above those of last year. While practically every cannery in Alaska is preparing to operate, packers are not anticipating a maximum pack. It is quite generally felt that the pack will be light.

James Persse, Tees & Persse, of Winnipeg, one of the largest wholesale houses in that city, may start a branch on this Coast. He has been out on a trip, ostensibly for pleasure, but has been looking over the ground with a view to establishing branches both in Vancouver and Victoria. For many years the firm has been among the foremost concerns in Western Canada, and the growth of the business west of the mountains has necessitated the locating here of a branch warehouse.

* * *

With the development of the fruit growing industry, more nurseries are being set out. G. S. Ehle, who has had experience in Washington and Oregon, has selected Kaslo as the scene of his operations in British Columbia, and will start in with 50,000 grafts this spring.

* * *

Tweddle and Hill, who are extensive growers on the Niagara peninsula, have become owners of 100 acres of orchard land near Grand Forks, the reported purchase price being $175 per acre. It is their intention to establish a modern nursery, and will plant out fifty acres this spring.

* * *

A retail grocer mentioned to your correspondent this morning the lack of a good chow-chow tomato mixture. This, he explained, is the preparation from green tomatoes, such as "mother used to make," and not what is known now as the chow-chow pickles. "With all Heinz's 57 varieties and the brands of other large manufacturing firms," he said, "there is not that article for which I have many a call. It is to be found in private domestic use in the fall, when tomatoes are handy, and although considerable is put down, it is soon used up because of its excellent quality. I cannot see why some of the big makers cannot secure a recipe of some good article. If the right thing is produced, something like the home-made which we get offered at times in the fall, the market will be a large one."

SEASON'S FIRST FRUIT STEAMER.

A cable has been received by the Robt. Reford Co., Montreal, announcing the sailing of their steamer Fremona from Sorrento to Montreal. This is the first sailing of the season for this port, the honor going to the fruit steamers which bring Mediterranean fruit to Canada. According to the cable, the Fremona carries with her 43,205 packages of oranges and lemons from Messina, and 22,310 packages from Sorrento. She is due in Montreal on April 26th.

AROUSING GREAT INTEREST.

Posters Out for Montreal Exhibition of Groceries and Things Are Booming.

With the posters out and a host of advertising stickers scattered around the trade in Montreal and vicinity are becoming greatly interested in the Exhibition of Groceries, to be held in the Arena, Montreal, from April 17th to 29th.

A gentleman who is pretty closely in touch with the Montreal trade, said to

W. H. DUNN.
Member of the Advisory Committee, Montreal Exhibition of Groceries.

The Grocer this week: "The trade are pretty nearly crazy in the matter. I never saw such a boom in my life, and if I hadn't pretty cold blood I might get my head turned,"

Prospects for a successful show next week appear to be exceedingly bright.

SEIZED SHIPMENT OF CANNED APPLES.

Health Authorities of Winnipeg Condemn Fruit From Ontario.

A despatch from Winnipeg dated April 7th reports that the health authorities in that city seized 330 cases, each containing six one-gallon cans of apples on Monday. The goods are declared by the health officials to be absolutely unfit for food. All bore the label, it is alleged, of the Oshawa Canning Company. It is likely that prosecution will follow.

Markets and Market Notes

Reports From Canadian Markets and Notes From Overseas Sources of Grocery Supplies—Sugar Remains Very Firm and Few Changes Noted in Staple Lines.

QUEBEC MARKETS

Montreal, April 9, 1908.

POINTERS—

Sugar—Very firm.

Provisions—Firmer.

Eggs—Higher.

Butter—Higher.

The sugar market is very strong, and the report from the primary markets of the advance on beets is likely to result in an advance on refined sugar, which may occur any day. Receipts of fresh made creamery are falling off, and as stocks of storage butter held here are light, prices have advanced. Fresh creamery is quoted as high as 32c to 35c lb. Eggs, also, are higher this week, selling at 18c to 20c per dozen. Receipts of fresh laid are heavy, but stocks of storage and pickled are practically exhausted, and this combined with the heavy demand, is responsible for the advance in prices. However, it is not expected that these prices will hold for any length of time, and it is thought that within a week quotations will be much lower. The tea situation is unchanged, trade in this line being quiet. Coffees and spices are dull, and there are no changes in prices. Fruit dealers report a better business this week in almost all lines. Dried fruit business is still very quiet. There are larger quantities of new crop of maple sugar and maple syrup arriving on the market now.

TEA—The tea market has not shown any improvement over last week. Business in general is quiet. Some dealers report having done some nice business in Japans, blacks, and greens, this, however, was not to any large extent, and business on the whole is dull. Prices have not changed, remaining firm.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 2[illegible]
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 15
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Coffee remains unchanged, there being a fair amount of business done, on a steady market. Prices have not changed.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos		0 11½
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

SUGAR—The sugar market is very firm, with an upward tendency. Reports from the primary markets say that beets have been advanced, and it is the general opinion that this will result in another advance in refined sugar.

Granulated, bbls	$4 80
" ½-bbls	4 95
" bags	4 75
Paris lump, boxes, 100 lbs	5 65
" " " 50 lbs	5 75
" 25 lbs	5 95
Extra ground, bbls	5 25
" " 50-lb. boxes	5 40
" " 25-lb. boxes	5 60
Powdered, bbls	5 00
" 50-lb. boxes	5 20
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUP AND MOLASSES—The syrup market is unchanged since last report. A fair amount of business is doing. Prices are unchanged. The malasses situation is unchanged, there being a good demand at the old prices.

Barbadoes, in puncheons	0 31	0 33
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Receipts of new maple sugar and syrup are heavier this week, and the demand is also better. New Maple sugar is selling well at 10c to 10½c per lb. Quotations for new syrup are lower this week. The line is in good demand.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 10 c	10½
Pure syrup, 8½lb. tin	0 60	0 65

DRIED FRUIT—The dried fruit market is still very dull, there being only the usual consumptive demand. Currants, Valencia raisins and California raisins are a little easier in feeling, as also are prunes. Figs and dates are moving fairly well. Other lines are unchanged.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 07	0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 12
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 06½
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		
"Excelsior Window Clusters"		5 50
" " ¼s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 [illegible]
Peaches, "		0 18
Pears, "		0 18
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 11
" " " 40-50s	0 08½	0 09
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—The market is unchanged this week, both as regards prices and amount of business doing. The demand is fair for all lines.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—Rice has not changed since last report, the demand being fair at the old prices. The tapioca market continues the same. The scarcity in the primary markets has not affected the local trade. Prices are the same as last week.

B rice, in 10 bag lots		3 20
B rice, less than 10 bags		3 30
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 06	0 06½

EVAPORATED APPLES—The market for evaporated apples has not shown any change since last week. The demand is fairly good at the reduced prices.

Evaporated apples	0 07½	0 08

BEANS—The bean market remains steady at $1.75 to $1.80 per bag. Demand for this line is dull, and there is only a fair amount of business doing.

Choice prime beans	1 75	1 80

RAW FURS—Reports of the sales have been received and a few changes are noticeable in consequence. Skunk and red fox are advanced in price, while weasel has declined. Spring muskrat is being quoted at 32c to 36c.

Mink	3 00	6 00
Marten, pale	3 00	6 00
" dark	8 00	20 00
Fox, red	2 50	4 00
Lynx	5 00	9 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 15	0 25
Muskrat	0 15	0 28
Canadian coon	0 75	1 25
Skunk	0 25	1 40
Bear, large	8 00	10 00
" small	3 00	5 00
Spring muskrat	0 32	0 36

CANNED GOODS

MONTREAL—The canned goods situation is unchanged since last week. All lines are still in good demand, especially fish and fruits.

TORONTO—Canned goods are only moving fairly. The weather has been

scarcely warm enough yet to cause heavy demand but business is expected to open out when the warm weather really begins.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted		8 92½
" " not pitted		7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack		7 67½
Gals., red, standard		5 42½
2's, red preserved	2 15	2 1 ½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard		5 92½
Gals. " solid pack		8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50½
Gals., standard		6 77½
Gals, solid pack		8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals, standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 55	2 52½
3's, pie	1 50	1 7½
Gal., pie, peeled	4 55	4 52½
Gal. pie, not peeled	3 80	3 77½
2's, light syrup's		1 4 ½
3's, " "		1 97½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 15	2 12½
whole	2 85	2 82½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 85	1 82½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 65	3 62½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 9
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 2 ½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLE		
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	....	1 12½
2's, whole, " "	....	1 02½
3's, sliced, " "	....	1 3.½
3's, whole, " "	....	1 2½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob	....	4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 0.½
Turnips—		
3's,	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's		0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

ONTARIO MARKETS.

POINTERS—

Sugar—Firm and advancing.
Beans—Firm and advanced.
Collections—Fair.

Toronto, April 9, 1908.

The wholesale markets continue quiet this week with demand for staples very dull. This is attributed chiefly to the bad condition of the country roads, which prevent the farmers from getting out and keep the retailers' business dull. The travelers, too, are having some difficulty in getting around and these conditions all reflect on the activity of the jobbers' business.

Sugar continues to hold first place as a market feature and outside this prices of staple goods are generally steady.

SUGAR—The world's sugar markets continue to send in reports which would confirm all that has been said about prospects of very high sugar. Refined at time of writing is quoted on the Toronto market at the same figure as a week ago, but, as was said last week, another advance is expected shortly and may occur within a day or two. Regarding the outlook for the next few weeks Willett & Gray's daily circular received locally on Wednesday says: "Both raws and refined must advance till the point is reached, which will check consumption."

Willett & Gray's review of the situation in raws says:

"The week under review has shown some signs of reaction, such as are always present in an advancing trend to the sugar market.

"The large and rapid rise both at home and abroad naturally led to much realizing at the top prices and checked temporarily the upward movement—only temporary, however, as all the advance made is fully warranted by the crop situation, and already at the close there is a partial recovery in Europe by renewal of purchases there by American refiners.

"Thus far these purchases have crossed the 100,000 ton mark set by us at first, are now likely to continue from time to time until our later estimate of 200,000 to 300,000 tons is finally reached. Indications still point to a shortage in the Cuba crop which, figuring from a visible of 680,000 tons to this date, may not exceed 1,000,000 tons in all. Dry weather in most sections of the Island continues to unfavorably affect the old and young canes. The number of Centrals grinding is reduced to 135, or six less than at this time last week.

"The actual quotation for 96 degrees Centrifugals has not changed from 4.36c duty paid and 3c c. & f.; but for several days purchases were impracticable and were only able to be resumed by an actual decline of 3d. which came to the European beet sugar markets. Advantage was taken of this reaction and disposition to sell to secure some 150,000 bags of Centrifugals at 3c c. & f. and 10,000 tons or more beets at 11s. 9d. c. & f., equal to 4.40c per pound for 96 degrees Centrifugals.

"Centrifugals and beets are now at about equal parity, and the course of prices from now forward will be governed by the European markets, which in turn are largely influenced by news from this side and from the Colonies as to maturing crops and these informations go over the cable almost daily, accounting for the frequent up-and-down fluctuations on the Sugar Exchanges."

Regarding refined, Willett & Gray report: "Quotations have remained unchanged throughout the week, except that at New Orleans for special reasons 10c per 100 pounds is added, and except for a turn of easiness, not weakness, in the raw market a similar rise would have come here, and will undoubtedly be made on a full recovery of values in Europe, which markets influence refined as well as raw sugar values.

"The deliveries have fully equalled the production and business under new contracts has increased.

"It is well to carry as full a line of supplies as is practicable under the thirty-day limit of refiners."

Quotations at time of writing were as follows:

Paris lumps, in 25-lb. boxes	6 05
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 90
Redpath's granulated	4 90
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phoenix	4 85
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—Business is rather quiet in the staple lines at prices quoted below. Considerable maple syrup is coming into the wholesale houses. The compound stock is quoted on same basis as old stock, but the really pure maple goods is quoted very high.

Syrups—		
Dark		
Medium	0 30	0 35
Bright	0 36	
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " "		2 65
20 " " " "		2 60
Barrels		0 03
Half Barrels		0 03½
Quarter "		0 03¾
Pails, 35 lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 2 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 40
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—Business locally is comparatively quiet and only a hand-to-mouth system is being followed under the present conditions of the tea markets. Thompson Bros.' weekly circular, dated March 26th, says:

"The gradual improvement in tone during the past few weeks has developed into a distinct advance in rates for certain descriptions, especially on the Indian market, where the supply of Assams appears to be closing earlier than expected. Common leaf may be quoted steady without being dearer, and there is no doubt that the price of the coarser sorts is being affected by the considerable quantity of inferior China which has for some time been offering.

"It speaks well for the healthy state of the market that, in contrast to what usually happens at this time of year, little or no disturbance to trade is being occasioned by the near approach of the Budget announcement. Complaints of the quietness of country business still continue, but the fact that in spite of this the tone is improving is but another proof of the tendency of buyers to stock little beyond their immediate requirements. Prospects therefore would appear to be more favorable from the importers' point of view, bearing in mind the coming decrease in the quantity to be brought to auction."

COFFEE—Dealers report business in coffee as very fair.

Willett & Gray say, in part, regarding the current situation:

"The change in the statistics during the month of March shows a decrease in the world's visible of about 560,000 bags, bringing the total down to April 1, 1908, 15,460,000 bags, compared with April 1, 1907, 15,398,000 bags.

"The March receipts in Brazil came very close to the estimate made at the beginning of the month, and the arrivals of milds have been liberal under the relative higher values obtainable. The notable feature of the month is the large deliveries here and in Europe, say 1,635,000 bags, so that if the March movement into sight of all kinds was over 1,000,000 bags, the steady drain for actual hand-to-mouth consumption necessitated the withdrawal of about 600,000 bags from reserve stocks in consuming countries. Under the natural influence of supply and demand this should create a very good impression, because supplies will decrease to a greater degree during the next three months, while consumption will keep up on about the present scale.

"Furthermore, under the influence of this it cannot be expected that prices will stand still. Even hand-to-mouth buying, severely restricted as it has been, reveals remarkable distribution of supplies from the seaports and an upward tendency in the markets would hardly fail to stimulate new business in view of the strong legitimate position of coffee.

"Bearish sentiment has brought out some new short selling of options which at this low level can only be a help to the article when the turn comes on inevitable smaller receipts and big deliveries.

"From the extreme high point of the world's visible 16,911,000 bags, there has been a decrease of 1,450,000 bags in four months from December 1, 1907, up to date."

DRIED FRUITS—Demand is reported very good for prunes but otherwise business is dull. Prices are the same as a week ago, as follows:

Prunes, Santa Clara—	Per lb			Per lb	
100-120s		0 06	30-40,25's, 50-lb. boxes		0 09½
90-100s,50-lb boxes	0 36	0 07	70-80s "		0 07
80-90s "	0 07½	0 08	60-70s, 50-lb boxes		0 08½

Note—25 lb. boxes ½c. higher than 50-lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 11			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 09	0 09½
Patras	0 08	0 08½			
Uncleaned, ½c less.					
Raisins—					
Sultana				0 09½	0 13
" Fancy				0 11	0 12½
" Extra fancy				0 14	0 15
Valencias, new				0 06½	0 07
Seeded, 1-lb packets, fancy					0 11½
" 16 oz. packets, choice					0 11
" 12 oz. " "					0 09
Dates—					
Hallowees	0 05½	0 05½	Fards choicest	0 08	0 09
Sairs	0 04½		" choice		0 08½

RICE AND TAPIOCA—There is nothing new to report. A steady staple business is being done.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05½	0 05¾
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 05¾

SPICES—Dealers report business as very encouraging and, indeed, this seems to be the brightest feature of the grocery business. Prices are unchanged.

Peppers, blk	0 16	
" white	0 25	
Ginger	0 18	
Cinnamon		
Nutmeg	0 30	
Cloves, whole	0 30	0 35
Cream of tartar	0 22	0 27
Allspice		0 19
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25
" ground	0 25	0 30

BEANS—The continued buying for American firms has firmed the market up to a considerable extent to a point where it has since remained. Jobbers have not raised their prices noticeably but the position would seem to warrant it.

Beans, hand picked, per bush	1 90	2 00
" prime No. 1, "	1 80	1 85
" Lima, per lb		0 07½

EVAPORATED APPLES — Really good stock is scarce and consequently high. Ordinary apples are steady at about 8½c. Jobbers' stocks are not too full.

HIDES AND WOOL—The market continues quiet and unsatisfactory with very light receipts and little demand.

Hides, inspected, cows and steers, No. 1		0 05½
" " " " No. 2		0 04½
Country hides, flat, per lb.		0 04
City Calf skins		0 11
Country Calf skins		0 09
Dekins		0 65
Sheep skins	0 70	0 80
Horse hides, No. 1		2 50
Rendered tallow, per lb	0 04½	0 05½
Horse hair, per lb		23

NEW TOBACCO REGULATIONS.

The matter of the proposed changes in the present tobacco regulations and the establishment of a uniform stamp, which has been before the House several times this session and which has been previously noted at some length in these columns, came up for debate again on Thursday, April 2nd.

Hon. Wm. Templeman, in introducing the matter, said that the changes were advocated simply to benefit the Canadian tobacco growers and that from $30,000 to $40,000 revenues yearly would be lost if they were enforced.

Major Beattie, of London; Mr. Bristol, Toronto, and others, opposed the changes, contending that the majority of the tobacco manufacturers were averse to any change being made and foresaw serious results from the proposed legislation.

After some further debate Mr. Templeman introduced a bill embodying the proposed changes.

POINTS IN WINDOW DISPLAY.

It is at night when the outside world is dark that your window will look the most attractive. For this reason, too, it follows that one of the first things to be seen to is that the window must be well illuminated. Nothing so surely kills off a window display as poor lights. And at the same time it may be stated that there is no other investment which will pay a merchant so well as good lights throughout the store as well as in the window, but if the lights must be cut down anywhere, let it not be in the windows.

The chief fault of the ordinary window display is crowding. Don't try to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which is to call attention to the items displayed with enough force to make the gazer want to buy.

There is one more point. Do not expect a window display to sell goods indefinitely. Those who pass your place will get tired of seeing the same thing day after day. Give them something new to look at once in a while. Let them get into the habit of looking to see what you are going to offer them next. Sooner or later you will draw the fancy of the regular gazer and sell him, or her, something. If your offerings are made on the basis of attractive prices, make the price a part of the display. In most cases it is well to do this anyway, as the combination of the article and the price together sometimes make an appeal that one cannot resist.—H. S. Hall, in the New Idea.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, April. 9, 1908.)

With the advance in sugar has come an advance in various lines of confectionery. Mixed candies are up one-half-cent per lb. and other lines in proportion. With fine spring weather the trade are disposed to be optimistic over the crop and business outlook and this is reflected in more liberal buying.

	Group No. 1	Group No. 2 & 3
FRUITS.		
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case		4 83 4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80
VEGETABLES.		
Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63
MEATS.		
Clark's 1 lb., pork and beans, plain, per case		2 50
" 2 " " " " "		1 90
" 3 " " " " "		2 50
" 1 " tomato sauce, per case		2 50
2 " " "		1 90
3 " " "		2 50
1 " Chili " "		2 50
2 " " " "		1 90
3 " " " "		2 50
Soups, per doz		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey "		3 25
" chicken, per doz		3 30
" turkey "		3 30
" duck "		3 30
Corned beef " 2's per doz.		2 80
" " 1's "		1 60
Roast beef		
" 1's, per doz		1 60
" 2's. "		2 80
Potted meats, ½'s, per doz		0 55
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunch tongue 1's, "		3 65
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" 1-lb. glass, "		3 35
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		3 05
Sliced bacon, 1-lb. tins, "		3 10
" 1-lb glass, "		3 25

SUGAR—The sugar market continues very firm.

Montreal and B.C. granulated, in bbls	5 50
" " " in sacks	5 45
" yellow, in bbls	5 10
" " in sacks	5 05
Wallaceburg, in bbls	5 40
" in sacks	5 45
Berlin, granulated in bbls	5 30
" " " sacks	5 35
B.C. qunnies granulated, 5-18's to bale, per cwt	5 55
" " 5-2o's " "	5 55
" hard pressed lump, 25's, per cwt	6 65
" " " half bbls., per cwt	7 00
" icing	6 30
" bar sugar	6 10
Icing sugar in bbls	6 10
" " in boxes	6 30
" " in small quantities	6 70
Powdered sugar, in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 15
Lump, hard, in bbls	6 45
" in ½-bbls	6 45
" " in 100-lb cases	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 08
" " fancy seeded in ½-lb. packages per package	0 08½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 10½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 10½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 14½
Pears, choice (halves), per lb	0 13½
" standard " "	0 12½
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES — Quoted now at 9c to 9½c per lb.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" 40 " " 80	3 05
" 20 " " 80	3 10
" 8 " " 80	3 40

CORNMEAL—Quoted at $1.90 per sack.

POT AND PEARL BARLEY—Pot barley, $3.60 per sack; pearl barley, $5 per sack, and $2.55 per half sack.

BUTTER—Supplies from the country continue to be very liberal and the market is weakening. No. 1 dairy is being bought by the produce houses at 24c per lb., and No. 2 at 20c.

EGGS—The average price paid is about 13c per dozen f.o.b. Winnipeg.

CHEESE—

" Ontario, large	0 15½
" " twins	0 16

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	5 50
Northern spies No. 2, "	5 00
do. No. 1	6 00
Oranges and Lemons—	
Washington navels, 96's, per case	3 50
" " 112's to 126's, per case	3 75
" " 176's to 250's	4 00
California lemons, 300's, 360's, per case	5 00
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes, kegs, per keg	5 50
Pears—	
Fancy Columbia, "	4 00
" " half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" " per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03½
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb.	0 03½
Cabbage (native), " "	0 02½
Lettuce, 1½ doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

WILL RE-ORGANIZE GLUCOSE COMPANY.

New York Concern Will Operate Under New Auspices and Name.

Late reports from New York say that interests identified with the Royal Baking Powder Company, which bought control of the Western Glucose Company, have brought out a re-organization plan for the finances of the latter company. It is understood that henceforth the Western Glucose will be known as the American Maize Products Company, and will have a capital of $3,000,000. It will compete with the Corn Products Company, the glucose trust.

NEW TORONTO BREAD FACTORY.

The Bredin Co. Buy Property and Will Instal Large Plant.

The Bredin Bread Company, Toronto, has just purchased two acres of land on the north side of Bloor street, just east of Dundas street, and it is understood they will proceed at once to erect a large three-storey bread factory on the property.

The price paid for the land was $16,500, and the factory will probably cost $50,000 or $60,000.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

White & Co., Toronto, are making large preparations for the handling of the Easter business in fruits, and the fish business for Good Friday. Everything in fancy fruits, as well as the more staple lines, will be on hand for the occasion, and with their splendid shipping facilities they will be able to give the trade good service.

"OPPORTUNITY KNOCKS ONCE ON EVERY DOOR—BUT SWEEPS OUT MORNINGS FOR THE MAN WHO HELPS HIMSELF."—Bill Barlow.

The First Allotment of Space in the

Winnipeg Food Show and Grocery Exhibition

June 8—22, 1908

Has Been Made

29 Booths Have Been Let—

Only 17 Booths Remain Unsold.

Cost—Covering all Charges, Building, Decorating, Rental, Etc., Etc., $140.00. Size, 10 x 14 Feet.

Address W. A. COULSON, Secretary,
Retail Merchants' Association of Western Canada,
53 SCOTT BLOCK, WINNIPEG, MAN.

A FEW COMMENTS ON THE VALUE OF THE WINNIPEG FOOD SHOW OF 1907, BY THE FIRMS WHO EXHIBITED. MANY OTHERS COULD BE CITED.

"We take this opportunity, on behalf of ourselves and Messrs. H. J. Heinz Company, for whom we are agents, of expressing our appreciation of the highly satisfactory manner in which the recent Pure Food Show in connection with your Association was conducted. Your method has undoubtedly been proven to be the most valuable medium through which to place the merits of pure foodstuffs before the consuming public, and we congratulate you on your enterprise and the success which has attended it."—The Codville Co., Ltd., Winnipeg, Manufacturers Gold Standard Products.

"In spite of the hot weather, fully 20,000 people attended the show and of these more than 15,000 were housewives who were after information. The exhibitors had a splendid opportunity to demonstrate the merits of their goods to people who were there to see and learn and hence were interested. It was no idle, sight-seeing crowd but a great throng of serious people who attended the show because they wanted to learn something."—The Canadian Grocer, July 26th, '07.

"The Pure Food Show gave us the opportunity of demonstrating to those not acquainted with the fact, that "Purity" flour makes more bread and better bread than any other brand. The value of the demonstration has been felt in the increased sale of "Purity" and we are pleased to commend your enterprise in educating the public as to the importance of pure foods."—Western Canada Flour Mills Co., Ltd.

"We desire to express our appreciation of the value of your recent Food Show from an advertising standpoint. Our Lock Brand goods were well and favorably known to the general trade prior to the show, but the show gave us the opportunity of demonstrating to the consumer the superiority of same and this was of value to us and we wish you success in future shows."—Foley, Lock & Larson, Ltd., Winnipeg.

"The show has done us a world of good. We sold a big pile of goods through the Grocers, and the demonstrations made to the consumers at the show has increased our sales in this territory many, many fold. We are certain that no more direct and positive method of increasing sales could be used."—E. J. Clark, Western Agent Thos. Woods, Teas and Coffee, Montreal and Boston.

"We are more than satisfied. Have booked a pile of orders and introduced the 57 varieties to crowds of responsive consumers."—Colver Gordon, Advertising Manager, The H. J. Heinz Co., Pittsburg.

"Good thing. We sold our entire display several times over and feel more than satisfied."—H. Musham of Holbrooks Limited, Toronto.

"As a direct result of the Food Show we have our goods in practically all the grocery stores in Winnipeg and nearby towns."—Standard Soap Co., Calgary.

"I am heartily in favor of the Food Show. The expense of an exhibit is more than repaid by the direct results that follow."—Hugh Hickey of Mason & Hickey, Brokers, Winnipeg.

"Our goods had merit and your Food Show gave us the chance to demonstrate that fact to the consumer and the trade. That it was a good thing for us is evidenced by the largely increased trade we now have in Western Canada."—S. E. Bradley, Western Agent Maple Tree Producers Association, Waterloo, P.Q.

HAMILTON FAVORS ASSOCIATION.

Question Presented at Regular Meeting of Retailers Last Thursday.

A representative of The Grocer paid a pleasant little visit to Hamilton last week and had the pleasure of spending Thursday evening with the members of the Retail Grocers' Association at their regular monthly meeting in the Board of Trade rooms.

Hamilton has a strong association, from the standpoint of membership, and they ought to have, for there's a lot of stores in the Ambitious City that will compare mighty favorably with anything else in Ontario, or, for that matter, anywhere. When the grocers organize a picnic or a smoker over there everybody in the trade turns out, and things go with a hum.

When it comes to the really practical and useful side of the organization, however, the members are a little less enthusiastic. This shouldn't be so. They've got a president, John Forth, who's as full of energy and vim as a Kentucky two-year-old, and whose bright and busy little store up on Queen Street gives evidence of this. Their secretary, M. R. Hill, is—well, everybody in the trade in Western Ontario knows "Bay" Hill, and we don't need to describe his excellencies. And beside this, there are a lot of reliable men, the best, and, some of them, the oldest grocers in Hamilton, who stand by the association in all matters. Some of the newer members, however, seem to forget that they could get a lot of really practical benefit from being faithful to the association.

Thursday evening's meeting included considerable routine business. Perhaps the most important item of a local nature was the announcing of the date—the same date they always have, and always will have, for the association's annual excursion to Niagara Falls. Last year they took a goodly portion of the city's population on this outing, and it is hoped that the success may be repeated this year. There was also considerable discussion over the peddler nuisance, which is said to be particularly prevalent in Hamilton. Information will be secured as to what has been done in other towns and steps taken in the near future to provide some remedy for the nuisance. The Co-operative Act now before the Senate at Ottawa was also discussed at some length and it was decided that if anything further were to be done in opposing the act the association should have a part in it.

The Grocer representative brought before the association the proposal, which is gaining some headway in Ontario, to organize a Provincial Retail Grocers' Association. The material advantages which would be realized from such an organization were touched on, the matter was discussed from all standpoints and the members of the association were asked to consider it. After the presentation of the matter it was talked over at some length by the members present. All who spoke were enthusiastic as to the benefits which could be derived from such an organization, and while no definite action was taken at this meeting, it is probable that the matter will be treated in a practical way later on. One thing is certain, if the organization of the association goes forward the Hamilton grocers will have a part in it.

FOR STANDARD LOAF OF BREAD.

Provisions of Mr. McNaught's Bill Reported to Ontario Legislature.

W. K. McNaught's bread bill, which has been in course of preparation for some time and has stirred up considerable interest among the trade in Ontario was reported by the Municipal Committee of the Legislature to which it had been referred, on Tuesday. The provisions of the bill as reported are given herewith:

All bread, except fancy bread, shall weigh either 1½ or 3 pounds. This standard bread may be labelled, but the label is optional. When the label is used it must show the maker's name, weight and that the loaf is a standard one. Fancy bread must weigh 16 or 20 ounces, and be labelled. Bread-makers shall have scales and weights for weighing. No adulteration or deleterious material shall be used.

The council of any municipality may appoint inspectors who shall have power to test bread in the bakeries. Any loaf which is under weight shall be subject to seizure, but the maker shall not be liable to any other penalty under the act unless any ten loaves, when weighed together, shall fall below the aggregate required by the act.

A provincial analysis of bread ingredients shall be accepted as evidence.

A breach of any provision of the act will call for a fine of not more than $5 or 30 days' imprisonment.

The act shall come into force on July 1, 1908.

FIRE IN BRANDON GROCERY.

J. F. Price Suffered Serious Loss Last Week.

Fire broke out in a store room over J. F. Price's grocery store on the corner of Rosser Avenue and Ninth Street about 7.30 o'clock on Sunday afternoon, doing damage to the extent of about $400 to the building. Stock valued to the extent of $2,000 was more or less damaged by water.

The fire apparently started in a corner of one of the second storey rooms, between the ceiling and the floor on the outside wall. The firemen gained entrance to the building first through an upstairs window. The chemical was at once emptied and checked the flames for a time. Two holes were made through the outside wall and the hose introduced, and the water turned on. The flames went up the wall on the outside burning cornice, and parts of the floor were also damaged.

The water leaked through the ceiling down upon the goods in the store, soaking nearly everything.

The building belongs to the Dickenson estate and is one of the landmarks of the city. It is insured.—Brandon Times.

SOME HARDSHIPS OF TRAVELING.

Sitting in an office or working behind the counter one is apt to picture the traveler's life as one overflowing with the good things of life. Eating at hotels, seeing the country and charging expenses up to the house, looks good to the fellow who has to stay in one spot on the map and eat at home always. But try the road for a while and the average man will long for the simple meals, the cosy bed and regular hours of the man who can walk or take a street car from his house to the store every day.

Hotels in Eastern Canada are none too sanitary and meals are not what they should be, but the average Eastern salesman has only from Monday morning till Friday night on the road, and he has a touch of home life at the week end. Not so with the Western travelers, however. His territory is large, the towns small, the hotel accommodation limited, the dangers of typhoid great, and the temptations to "go wrong" unlimited. Driving over the prairie in all kinds of weather, getting up to catch the 2 a.m. train, waiting at dreary depots hours for accommodation trains, finding all the good rooms gone and having to sit up all night or bunk with the bugs, drinking water loaded with typhoid germs or accepting the invitation of the good-hearted merchant to "have something," are all incidents in the life of the salesmen in the West, apart from the difficulties of transporting baggage, making sales and "making good" with the firm.

Only a few of the rough spots have been touched upon, but volumes of "experiences" could be written by every traveler who has been given a "territory" in a "new" country. Of course there are bright spots and a fraternity feeling amongst the "boys" helps to make life worth living. "Bill, take care of the fellow upstairs, I've got to leave town and he's got the symptoms. He's a new one or he'd have piked for headquarters a day or two ago," illustrates the fellow feeling existing amongst the men who do not know who typhoid's next victim will be. And "I've had to pack several trunks and ship them to the house," the words of a prominent Western hardwareman, indicate that constant treating at the bar and fear of changes of drinking water, with other incidentals of Western traveling life, help many to go to the bad.

No, the life of the traveler isn't all peaches and cream. At best, it is a wearisome existence and the retailer who considers his own and his fellowman's interest will always have a pleasant word if he hasn't an order for the men who call on him loaded with order books and stocks of good ideas picked up by calling at other stores.

BRUSSON'S PASTES

VILLEMUR, Haute Garonne, FRANCE

One of the largest and best factories. Equipped with all modern machinery. Taganrok Russian Wheat used.

Daily Capacity, 50,000 pounds

Macaroni and Vermicelli, loose, 25 lb. boxes

1 to 9 boxes per lb. 7¼c. 10 to 24 boxes per lb. 7c.
25 boxes and over per lb. 6¾c.

Macaroni and Vermicelli, 1 lb. pkgs. 25 lb. boxes

1 to 9 boxes per lb. 8c. 10 to 24 boxes per lb. 7½c.
25 boxes and over per lb. 7¼c.

TERMS: Net 30 days, Montreal. Also fancy pastes, Egg Noodles, etc.

TRY A SAMPLE ORDER

L. CHAPUT, FILS & CIE. - MONTREAL

Distributing Agents

This Week Only!

If you are interested, write for samples of our

NEW JAPAN TEA

at 19c.

We solicit enquiries.

No trouble to submit prices.
We carry a large assortment.

S. J. CARTER & CO.

WHOLESALE GROCERS

58 McGILL ST., MONTREAL

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"

Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

We are offering
Splendid Value in

ROLL BACON

A rapid seller at present time on account of special low price.

MILD CURED
NEATLY ROLLED
NICELY SMOKED

Trial order will convince superiority.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Hams Bacon
Eggs
For **EASTER**

ORDER NOW

F. W. Fearman Co.
Limited
Hamilton, Ont.

Increased Provision Sales

come your way as soon as you begin to sell the best of all

HAM AND BACON

CORONA BRAND

Why? Simply because Corona Brand has that sweet, appetizing flavor, that juicy tenderness, which just so tickles your customer's palate that he keeps on coming back for more.

PRICES ON REQUEST.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
WE HAVE NO RETAIL STORES.

RYAN'S
Short Roll Bacon

makes an excellent accompaniment to new laid eggs. Sell your customers a pound of this delicious bacon and they'll be back for more of it to a certainty. It is mild cured, made from carefully fed young hogs; and is, by long odds, the nicest and cheapest meat on the market.

Prices Are Right For Profit!

Ask Us About Them.

The WM. RYAN CO.
LIMITED
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Cheese Firmer With Light Stocks—Butter Advanced With Little New Make—Hogs Take Another Upward Step on Improvement in English Market.

CHEESE AND BUTTER BULLETIN

Montreal, April 8, 1908.

New Zealand cheese continues to be a strong factor in the English market, and as it is arriving in the Old Country in quantity it has brought prices down to a lower level than is usual in the markets across the water at this season.

Dealers here, however, are not devoting a great deal of attention to conditions on the other side, as far as immediate business is concerned, for, most of them, being pretty nearly cleaned out, if not actually so, are not bothering about quotations.

A firmer tone prevails in cheese this week, one house asking as much as 13¼c for finest. The lowest quoted is 13c, though there are some who will shade for a sale.

These figures show that dealers here are not wasting much thought over their friends across the water from a business standpoint. Figures to hand from England show that stocks held beginning of April were some 50,000 boxes short of what they were a year ago. The actual figures indicate holdings as being 152,000 boxes, against 202,000 boxes last year at the same date.

It is yet a little early to talk of new cheese, which will hardly be on the market in anything like decent quantity for another month at least.

Receipts last week amounted to but 6 boxes, against nil boxes previous week and 437 boxes same week a year ago. Total receipts to date amount to 2,053,998 boxes, against 2,350,376 boxes same period one year ago.

There has been a strong advance in butter since last report and the market rules very firm to-day at 31½c to 32c, against 29½c to 30c last week. These figures are for new make creamery. Dairy is quoted at 26c to 27½c. Held creamery is offered by some at 28c to 30c.

New butter is coming in very slowly. Creameries are shipping, many of them, three times a week, so that it cannot be said that supplies arriving in Montreal are small because of the delay in shipment on the part of creameries. Reports from the country state that the roads are in wretched condition, and that the milk supply is very short, much below what it is at this time of the average year. The cows are not yielding as much as usual this spring neither owing to the fact that they were not properly fed during the winter, feed being extremely dear.

So light has been the supply of milk in some districts that creameries usually open April 1, or April 15 at latest, are not going to be in a position to operate until May 1.

All this tends to make firm markets, and from the present indications prices will hold for some little time, until the new make comes forward in quantity to go round, at any rate.

At present there is just enough new butter coming in to make people wish for more, as there is not nearly enough to supply the demand, the result is keen competition for what is to be obtained.

Held butter in the hands of dealers at present does not total up very high, and one house, at least, is asking as much for the fine October creamery it has in store as for the new make now coming forward. This concern claims that the October stock, while not as fresh, is more substantial, and well worth the price. Since butter is so scarce, and demand so strong, it is not surprising that they should get the figures they ask.

Orders are being received in large numbers from outside points as well as from city merchants. There is a strong demand from all sides and this has to be taken care of by small stocks, which is the situation in a nut shell.

Dairy is more scarce than it has been for some time andl the prices mentioned in the foregoing hold firm.

Receipts last week amounted to 573 packages, against 167 packages previous week and 779 packages same week 1907. Total receipts to date amount to 416,833 packages, against 613,218 packages same period one year ago.

THE PROVISION SITUATION

A material advance in prices during the week is an evidence of improved conditions in the Canadian pork packing industry.

The English market is on a basis six shillings better this week, is steady and in much more receptive mood, a set of conditions that offers a good deal of encouragement to Canadian exporters.

And all this in spite of the fact that those wonder-workers in produce, the Danes, shipped in another record-breaking lot of hogs last week, the aggregate reaching 48,000.

The improved condition of the market in Great Britain seems to be attributable to the continued reduction in American shipments. The United States sent over only 16,000 boxes last week, which, with 13,000 the week before, was the lowest noted for some time. American markets have been unsteady since last report, conditions ruling across the line are noted in the following summary from the New York Journal of Commerce:

"The late bull campaign has had a fall the past week, after a further advance early, as the leading bulls began taking profits early week before the first of the month's stocks were made public, showing a heavy increase in March. But receipts of hogs continued light and enabled the Cudahy Co. to support prices on weak spots, and to run in any old shorts who had not covered on the advance and any new ones who came in after the reaction. Other packers were the chief shorts, it seemed, and some of the big ones were believed on that side of the market, though it is doubtful if they have covered in view of the heavy stock on the first of the month, which surprised the trade in view of the late light receipts. Farmers are still busy with spring work, and larger receipts after they are done are expected, and the feeling is prices have been put up all if not more than warranted in face of the reduced consumption, even with the extreme high prices of beef, which latter is bringing in more cattle. A halt, therefore, appears to have come to this boom and a further reaction is expected."

Just how much the improved condition of the British market has affected matters here is seen in the fact that when last week they were offering $5.40 f.o.b. for hogs, this week the price has jumped to $6.10 to $6.15. For hogs off cars at factory they are paying around $6.50.

In spite of these much improved prices deliveries are light and it seems the farmers are holding their stock in expectation of still further advances. Prices this week are on a par with what was being offered last fall before the long-continued depression at the end of 1907 and the first two months of 1908.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is much firmer this week. Pure lard is quoted at 12½c per lb. Hams are also higher, as is also pork. The advances are due to the higher prices of live stock. Local packers report a very brisk Easter trade.

Lard, pure	tierces	0 12½
"	56-lb. tubs	0 13
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 13
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12½

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

I GET HIGHEST PRICES
for
BUTTER and EGGS
SELLING DIRECT TO CONSUMER
Will handle your produce on commission —prompt returns
Correspondence Solicited
L. A. HEATH
332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

Lard, compound, tierces, per lb.	0 08½	0 09½
" " tubs	0 08½	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " " 5-lb. "	0 08½	0 09½
" " " 3-lb. "	0 08½	0 09½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear		22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The butter market is considerably firmer this week. Receipts of fresh creamery are light and as stocks of storage are very small, prices have gone up, some dealers quoting as high as 35c per lb. for fresh made creamery. Roll butter, also, is scarce, owing to the poor condition of the roads. It is quoted at 25c to 28c per lb. Fall made creamery is quoted at 30c to 32c.

Creamery, fall make, boxes	0 31	0 32
Fresh Creamery	0 32	0 35
Dairy, tubs	0 23	0 24
Fresh large rolls	0 25	0 28

CHEESE—The cheese market continues steady, with a good demand. No new goods have been received on the market as yet. Prices are the same as at last report.

Cheese, old	0 15½	0 16
" new, large	0 14	0 14½
" " twins	0 14½	0 15

EGGS—The egg market is firmer this week, and fresh-laid are quoted from 18c to 20c per dozen. Receipts are heavy, but stocks of storage and pickled are practically exhausted, and this, combined with the heavy demand, is responsible for the advance in price of fresh laid.

New laid	0 18	0 20
Pickled	0 14	0 15

HONEY—The honey market is quiet. Buckwheat honey is the best seller at present. Stocks held are very light, and the demand in general is quiet. Prices are the same as last week.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk	0 10	0 11½

POULTRY—The poultry market is still quiet, there being no receipts of fresh stock, local holdings are becoming very light. It is expected when the fresh stock arrives it will be high in price. Quotations are unchanged.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

TORONTO.

PROVISIONS—The high price of fresh meats has stiffened the provision market. A slight advance is noticeable in long, clear bacon. A further advance in provisions is what dealers anticipate. Lard continues firm. No American lard is being dumped on the market here at present. Fresh meats continue very firm.

Long clear bacon, per lb.	0 10½	0 10¾
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 10	0 10½
Small hams, per lb.	0 14	0 14½
Medium hams, per lb	0 13	0 14
Large hams, per lb.	0 12½	0 13
Shoulder hams, per lb.	0 09½	0 10
Backs, plain, per lb.		0 16
" pea meal		0 16½
Heavy mess pork, per bbl.	18 50	19 00
Short cut, per bbl	21 00	21 50
Lard, tierces, per lb.		0 11½
" tubs "		0 11¾
" pails "	0 11½	0 12
" compounds, per lb.		0 08½
Plate beef, per 200-lb. bbl.	13 50	14 00

BUTTER—Prices rule firm. Stocks of creamery are still light. Dairy butter is fairly plentiful. Demand is none too brisk yet.

	Per lb.	
Creamery prints	0 30	0 32
Creamery solids		0 31
Farmers' separator butter	0 28	0 31
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 21	0 22
Baker's butter		0 21

EGGS—The market is in a nervous condition and it is very difficult to forecast accurately its tendency. At present last week's quotations hold good.

Eggs, new laid	0 17	0 18

CHEESE—New prime cheese has advanced ½c. Outside of this no material change has occurred. Orders are slow, although dealers say the demand is looking up.

Cheese, large, prime old	0 14	0 14½
" " new	0 13½	0 14
" twins	0 14	0 14½

HONEY—Business is slow as usual. Prices are unchanged.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz.	2 00	2 25
Buckwheat honey, per lb.	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—The market is featureless. Supplies of fresh fowl are still scarce. Prices rule about the same.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

WAS IN THE McKENZIE REBELLION

Death of Port Robinson Grocer Who Has Held Large Connection With Local Institutions.

Robert Coulter, a pioneer grocer of Port Robinson, Ont., and a noted figure in his community, died recently at the age of 85.

The late Mr. Coulter had quite an interesting history. At 13 he joined the ranks as a substitute for his father in the McKenzie rebellion. Early in life he learned the saddlery and harness-making business, then became a grocer and then a general merchant. For many years he was a Justice of the Peace, for years reeve of Thorold township, thrice warden of Welland county, president of the Reform Association, first license inspector for Welland county when the Government took over that office. He was an Orangeman, a member of Welland lodge A.F. and A.M. at Fonthill and a charter member of Myrtle lodge A.F. and A.M. at Port Robinson. For some time he was leader of the Port Robinson brass band and was time collector of customs and canal tolls at Port Robinson for some years. Mr. Coulter was well-known as a temperance man, being a charter member of the division founded at Port Robinson.

NEW PRICES ON LARD.

The N. K. Fairbank Co., Montreal, send in the following changes in prices on their lines of lard this week. Unfortunately the new quotations were received too late for insertion in the regular list of proprietary articles in the back pages of the paper:

Tierces, 9¼c; half-bbls., 9½c; tubs, 9½c; 20-lb. pails, $1.95; 20-lb. tins, $1.85; cases, 3's, 10¼c; cases, 5's, 10½c; cases, 10's, 10c.

WHEN YOU CONSIDER

that well known goods are half sold before you put them on your shelves, it's easy to understand why

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(The kind that contain no preservatives)

are good sellers. The consumer knows their quality, their purity, their goodness, and the guarantee on which they are always sold—money back if they fail to please. You make more money on Heinz goods than you do on others because there are more of them sold and it's volume of business that counts for profit.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

"Clark" Quality in Preserved Meats

Grocers know that quality and price go hand-in-hand usually.

Take CLARK'S MEATS, for instance.

The best meat means greater *cost*, more careful handling means greater *cost*, more processes in manufacturing mean greater *cost*.

All these go into CLARK'S MEATS, but they *all* mean *value*, and if there is one article more than another that must have value and be *above and beyond criticism, it is preserved meat.*

Isn't that true?

By the way—How *is* your stock of CLARK'S MEATS?

WM. CLARK

Manufacturer

MONTREAL

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

TO REPEAL CANNED GOODS ACT.

Hon. Sydney Fisher Introduces Important Bills to the House on Monday.

A couple of measures of particular interest to the packing and canning trades of Canada were introduced by Hon. Sydney Fisher in the House of Commons on Monday.

The first bill provided for some amendments to the meat and canned foods act passed last year, with the ostensible purpose of making it more workable.

Another measure, Mr. Fisher explained, was introduced with the object of repealing the Canned Goods Act, which is held to be obsolete and which conflicts in some details with the more recent Meat and Canned Goods Act.

A third measure had as its object the amendment of the Fruit Marks and Dairy Acts, by making the penalties more stringent. The bill proposes to make the penalties under the Fruit Marks Act for first offence from $10 to $50; second, $50 to $100, and third offence, $500. Penalties for the adulteration of cheese will also be increased.

All three bills were given a first reading.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Fussell's Milk and Cream

(BUTTERFLY BRAND)

Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to

Fussell & Co., Ltd., 4, Monument St., London, Eng.

500 WATCHES ALREADY WON.

Prices and Particulars of the Agents

John W. Bickle & Greening,	Hamilton, Ont.
Carman Escott & Co.,	Winnipeg, Man.
J. S. Creed.	Halifax, N.S.
C. Fairall Fisher	Montreal
Sol. Oppenheimer	Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Like Tennyson's Brook,

Mott's Chocolate

"goes on forever."

Scores of brands of Chocolate, both eating and drinking, have been placed on the Canadian market; scores have come and gone, but

Mott's "Diamond" and "Elite"

brands are still the housekeepers' favorite.

Every jobber sells them.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Fifty Years Experience

in milling high-grade flour is applied to the milling and blending of

BUDA

"The Flour of Quality"

No wonder it's good! It is so good that it is superseding other brands wherever it has been introduced. I want to make you this

Special Offer

If you are the first dealer in your locality to send me a carlot order—straight or assorted—I will give you the

SOLE CONTROL OF BUDA

for your locality.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Ontario Flour Markets Easier—Quebec Remains Steady—High Sugar Prices Cause Advance in Confectionery.

The feature of the week has been a drop of 20 cents per barrel on flour in the Ontario market. The decline comes in consequence of reports assuring large supplies of wheat, not only in Canada but also in other countries. The Argentine supply is this season largely above the average and the visible supply of wheat this spring is materially above that at the same time last year. A brisker demand in Montreal and the Eastern Provinces seems to have kept the market on a more stable basis.

Business in cereals continues fair with light supplies and prices the same as at last report.

MONTREAL.

FLOUR—There has been no change in flour. The market continues steady at the old quotations, with a fair local demand. Demand would be better if the roads in the country were in good condition.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 10
Glenora	5 60
Manitoba spring wheat patents	6 10
" strong bakers	5 50
Five Roses	6 10
Harvest Queen	5 50

ROLLED OATS—There is a good demand for rolled oats, and the market is still firm at the same quotations.

Fine oatmeal, bags	3 20
Standard oatmeal, bags	3 20
Granulated " "	3 20
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	3 12½
" 80-lb. bags	2 75 2 80
" bbls	6 10 6 35

FEED—The feed market remains firm. Demand for different lines is fair. Prices are the same as last week.

Ontario bran	23 00 24 00
Ontario shorts	25 00 27 00
Manitoba shorts	24 00 27 00
" bran	23 00 24 00
Moullie, milled	26 00 31 00
" straight grained	27 00 33 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—The market has taken a step down during the week and all lines are considerably easier, a reduction of 20 cents all round being made. This came as the result of the reports of large supplies of wheat not only in Canada, but also in other wheat-producing countries. Millers are rather quiet and practically no export business is being done.

Manitoba Wheat.

90 per cent. patents	5 30 5 50
85 " "	5 10 5 30
Strong bakers	4 90 5 10

Winter Wheat.

Straight roller	4 50 4 60
Patents	4 60
Blended	4 80

CEREALS—The market continues on about the same basis with light deliveries of supplies and only fair business being done.

Rolled wheat in barrels, 100 lbs	3 00
Rolled oats, in wood, per bbl	6 75
" in bags, per bag 90 lbs	3 40 3 45
Oatmeal, standard and granulated, in bags 98 lbs.	3 25 3 50

STORAGE FOR WESTERN GRAIN.

Suggestion That Railways Be Compelled to Build Elevators at Important Points.

By our Special Winnipeg Correspondent.

With a deputation of grain growers at Ottawa clamoring for Government-owned interior elevators and a certain amount of support for their contention being afforded by elevator owners who would not mind unloading on the Government a number of the present houses, it seems opportune to discuss the question of interior storage for grain.

During the crop year of 1906-7, which extends from the 1st of September to the 31st of August, there was inspected at Winnipeg 73,824,480 bushels of wheat. Of this amount 64,138,723 bushels passed through elevators, and 9,685,757, or a little over 12 per cent., was loaded either over platforms or direct from vehicles into cars. This goes to show that with the ever increasing production of wheat it is only possible for a very small portion of the crop to be shipped in this way. Even the small percentage shipped as above, was said by the railway companies, and with considerable evidence on their side, to have very materially delayed and hampered their equipment.

It would not be reasonable to expect that so large a crop could be marketed without friction between buyer and seller, but the friction and agitation has gone on for years and is yearly growing worse. The present elevator system does not seem to meet the demands of the people and the clamor for Government-owned interior elevators has become an importunate cry. The grain growers have tried the provinces for Government-owned elevators and have been told they had no power to grant the request and now they are tackling the Dominion Government on the question, for what they seem to imagine would be a panacea for all their grievances, but which would be much more likely to prove a white elephant to the Government without any corresponding help or relief to the farmers.

There is no doubt the elevator system, at the present time, is not satisfactory to the farmers, nor indeed is it satisfactory to very many of the elevator owners. When the system was inaugurated it was introduced by Sir William Van Horne. The C.P.R. at that time was hard up and had no money to build storage for the ever-increasing volume of wheat, and inducements were given private individuals to erect elevators where millions of bushels of grain could be stored until such time as the railway company got ready to haul it out. It was a great assistance to the railway to have these elevators built,

ARE YOU A GROCER?

That is, are you a REAL progressive merchant, dealing in the right kind of foodstuffs? If you are you ought to be handling the best of all soda biscuits.

Mooney's Perfection Cream Sodas

No other soda biscuit can equal it for dainty and lasting crispness. Every cracker—down to the last one in the package—retains its delightful freshness.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

The Purity of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

and as they were a monopoly they were very profitable to elevator owners But, like all monopolies, they waxed fat and oppressive, and after the celebrated Elevator Commission had made its report the Grain Act was passed, giving to the farmers the right to ship over loading platforms, etc. Later the act was amended regulating the distribution of cars and it was not until that amendment that much was heard about special binning. Up to about 1904 grain was very generally stored "by grade" storage receipts, but about this time, when the car distribution clause was to be strictly enforced, elevator men began to declare their inability to longer store wheat in that way owing to the uncertainty of getting cars to get it out, and about the same time also came a very general demand for special binning of wheat. Very few of the old elevators were erected with a view to special binning, indeed, they were nearly all erected to permit of grain stored "by grade." In the latter case the elevator would have eleven or twelve bins, including the shipping bins. In the former case there would be twenty-eight or thirty bins, including shippers, each bin capable of holding about a car-load. The cost of constructing a special bin elevator is about one-third more than the cost of the ordinary "by grade" elevator. The elevator trade, as a rule, have been quick to adapt themselves to any new requirements, but they have not met this change of conditions, claiming that it was impossible to do so for lack of funds. The more recently-erected elevators have, in the main, complied with the new requirements, but they form but a very small proportion of the whole.

It has been claimed, and to me, at least, with every show of reason, that the railways should provide storage for wheat just as they do for every other class of freight, even to the erecting of huge freight sheds for the storage of many cars of agricultural implements. The railway companies enjoy and always will enjoy a monopoly of the grain haulage of this country. There are no big rivers, inland lakes or canals to compete in getting the wheat off the prairies and down to the lake front, or to the Hudson's Bay. The shortage of equipment for moving the crop is a perennial grievance and this lack of equipment has been a tremendous loss to the western farmer; hence the idea of compelling the railways, by law, to furnish additional grain-handling facilities. The general concensus of opinion in the west in that 66 per cent. of the crop should reach Fort William before navigation closes. Even the railway companies are disposed to admit this, but at present it looks as if it would be a long time before this desired goal would be reached. A solution of the difficulty, which, it is understood, has already been suggested to the Dominion Government by a man well posted in the whole situation, and a solution that would meet with the hearty endorsation of all but the fanatics on Government ownership of interior elevators, is that the Railway Act be so amended as to compel all railways operating in the Manitoba grain inspection division to build at their own expense and operate a 25,000-bushel special bin storage elevator at each grain shipping point where the production would warrant such a building. If one of these elevators was erected at each important grain shipping point, it would go far to restore confidence on the part of the farmers as the railway companies would only operate these houses as grain storage elevators, there would be no ground for the charges of unfair rates, undue dockage, etc. Not only would these elevators, in themselves, be satisfactory, but they would establish a very high standard which every elevator company having a house at the same point would be absolutely obliged to live up to. It would only be fair for the railways to give this service, they would get the usual compensation for handling the grain which would give them a profit. They control all the transport facilities and any number of gravel pits and the like, so that construction of the houses could be made at the lowest minimum cost. They would gain in the matter of reducing, if not entirely abolishing, the loading over platforms, which is a very great nuisance, resulting in delays of all kinds. It would not be difficult for the railway companies to raise the money to erect these houses, and neither would they take long to construct.

This is a matter that every merchant, as well as every farmer, is interested in. It is a matter that should be given careful and thoughtful consideration and when a man has made up his mind he could do much to forward the scheme by talking it up and bringing to the minds of the farmers in his vicinity the advantages of this method over that of Government-owned interior elevators.

As to the Government ownership of terminals, it is pretty safe to say there is only one opinion on that question in the west to-day. That is that the Dominion Government should own or have absolute control of all terminal elevators, if the identity of our wheat and the standard of grades is to be preserved.—H.

CONFECTIONERY ADVANCED.

The recent heavy advances in sugar are being felt by confectionery manufacturers, one or two firms advanced their cheaper lines half a cent a pound last week and further advances will be made if the high prices continue or sugar climbs higher. The majority of manufacturers have been considering an advance but as yet have taken no action. The better grades of confectionery have not as yet been affected.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD

RICHMOND, - QUE.

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

"It's All in the Shreds"

THE GROCER
WHO MIXES BRAINS
WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

A Good Profit for You, and a Satisfied Customer
—What More Can You Ask?

The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ont.

Kellogg's
("SANITAS")

TOASTED CORN FLAKES

THIS IS THE GENUINE

The one that sells and don't stay on your shelves.

STOCK IT NOW.

If you are in
ONTARIO, QUEBEC or the
MARITIME PROVINCES
Ask your jobber for the latest prices.

SALES OFFICE
20 FRONT ST TORONTO ONT

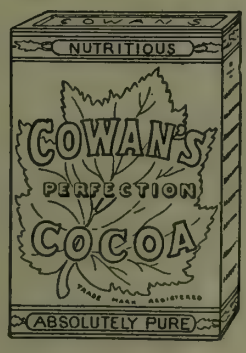
BRANCHES { CARMAN ESCOTT CO 141 BANANTYNE ST WINNIPEG MAN.
SHALLCROSS MACCAULEY & CO VANCOUVER & VICTORIA B.C.

Preferred Stock

is that part of your stock which is preferred by many customers. In this class—at the very top of it in fact stands

COWAN'S
Cocoa and Chocolate

It is really Perfection. It is absolutely pure, and positively delicious in flavor. No healthier beverage on earth than Cowan's Perfection Cocoa.



The Cowan Co., Ltd.

Bakers and Confectioners

Our new department is well stocked, Shelled Nuts, Egg Savers, Icing and Marshmallow Powders, French Fruits, Oils and Flavorings, Dry and Liquid Colorings, Dragees, Currants, Raisins, Dates, Almond Pastes, Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything you need.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson.

MACE'S

Original Ice Cream Powder

This is a line which will bring you good profit. Quick seller. In steady demand. Makes a Perfect Ice Cream by simply adding boiling milk. ***The Original Ice Cream Powder.*** After first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

A. H. MACE & CO.

746 Notre Dame St., West, - MONTREAL

DEATH OF JOHN W. COWAN.

Head of Cowan Company, Toronto, Passed Away on Sunday.

One of Toronto's most successful business men, and one of the best known manufacturers in the grocery and confectionery trade, John W. Cowan, passed away on Sunday morning at his home, 105 St. George St.

Mr. Cowan had not been wholly well since Christmas, but was able to pay considerable attention to business and to spend some time at his office. His death came somewhat suddenly as the result of a hemmorhage brought about by a cold contracted some time ago.

The story of Mr. Cowan's business success and progress is a remarkable one. He was born in Tipperary County, Ireland, sixty-seven years ago and came to Canada at the age of twelve. He spent the years of his early life in Montreal, London and Brantford, and traveled for some years for John Duncan & Co., Montreal. He came to Toronto thirty-two years ago.

His first business venture of any extent was in Mincing Lane, where he built up quite a successful tea and coffee trade. From this he became interested in the cocoa and chocolate business and carried on a manufactory for some years in the basement of the Gooderham building in Front Street. From here the business was moved to 474 King St. west, near Spadina and about three years ago a splendid new factory was built on Sterling Road and the rapidly-growing business moved to the north-west end of the city.

THE LATE JOHN W. COWAN.

Eighteen years ago Mr. Cowan organized a joint stock company, of which he has ever since been president and managing director.

Mr. Cowan was a member of the Toronto Board of Trade, the Manufacturers' Association and was active in the Irish Protestant Benevolent Society. He was a member of Walmer Road Baptist Church and in politics was a Conservative.

Mrs. Cowan, two sons and two daughters survive. Two of the children, F. W. and Miss Cowan, live at home, the other son, H. N., represents the firm in British Columbia, and the other daughter, Mrs. C. F. Stark, resides in Toronto.

It is probable that the business will be continued without interruption. Mr. Cowan's death will necessitate the election of a new director, but otherwise the company will be unchanged. A meeting of directors will be held shortly to arrange the matter.

The funeral from the home on St. George St., on Tuesday afternoon, was very largely attended by members of the trade as well as by friends of the deceased. Rev. Dr. Elmore Harris conducted the service, assisted by Rev. A. McNeil and Rev. Mr. Porter. The pallbearers were: A. R. M'Farlane, of Hamilton; Joseph Shenstone, Chancellor McKay, of McMaster University; George Musson, George Stanway and Henry Peters, nearly all of whom were personal friends of the deceased. The office and traveling staff of the company attended the remains to Mount Pleasant cemetery

A large number of members of the trade were present from New York, Montreal, Hamilton, Brantford and Toronto, among whom were: A. R. McFarlane, of McFarlane & Field, Hamilton; Jas. B. Campbell, Acme Can Co., Montreal; M. Greenhood, Kaufmann & Strauss Co., New York; B. C. Budd, the Howel Lithographing Co., Hamilton; and Captain Fahey, W. F. Morley, W. F. Anderson, J. S. Donaldson, W. A. Mitchell, W. F. Greening, J. A. Patterson, Ed. Hawes, G. J. Bryan, W. J. Bryan, H. P. Dwight, W. G. Patrick, Henry Macdonald and Dr. Geo. Porter, of Toronto.

George R. Bradley, of R. Bradley & Son, returned home recently from Western Ontario, much pleased with his trip.

John Grass, of Ridgetown, announces that he will move his grocery business to new premises in the McKinlay block on May 1.

RECORD DELIVERY OF STARCH.

Five Carloads, Sixty-five Tons Distributed in Toronto on Saturday.

A sight that is not witnessed every day and one that attracted a good deal of interest was in evidence at the Grand Trunk Freight warehouse, Toronto, last Saturday morning. The occasion was a record shipment of starch made by the Edwardsburg Starch Company from their factory at Edwardsburg to Toronto wholesalers. The shipment on wagons is shown in the photograph reproduced herewith.

Sixty-Five Tons of Starch Delivered to the Wholesale Grocers of Toronto last Saturday.

The shipment aggregated sixty-five tons and took five freight cars to carry it. When loaded it occupied seventeen wagons. The shipment included about 26,000 boxes.

An interesting fact in connection with the shipment, which, by the way, was made under the direction of F. A. Verey, the firm's Toronto representative, is that this immense amount of starch was delivered directly to the Toronto wholesale grocery houses, not a box of it going to the company's warehouse. It is the largest delivery of the kind ever made in Toronto.

Incidentally the arrival of such immense supplies kept the shippers in most of the Toronto wholesale houses exceedingly busy on Saturday morning.

FIRE AT INGERSOLL.

One of the most disastrous fires that has visited Ingersoll in years occurred on Thursday night last, by which the Manchester cereal mill was totally destroyed. The mill was a large frame structure and owing to the fact that the fire had made much headway before it was discovered, it was practically an impossibility to save it. The loss is estimated at $26,000. The mill was valued at $16,000, and the contents at $10,000, with a total insurance of $15,000. The Manchester Cereal Co. enjoyed a large patronage and they have a reputation for choice brands of flour, oatmeal, flaked wheat, etc. It is thought that the fire originated on the second floor, but the cause is unknown.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

FRUITS AND VEGETABLES

For EASTER

Will have full supply of

STRAWBERRIES
PINEAPPLES
BANANAS
NEW BEETS
NEW CARROTS
MUSHROOMS
TOMATOES
CELERY

also lots of Oranges, Lemons, etc.
Kindly let us have your orders early.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Judgment for

"Golden Flower"

on 3 counts

Quality—Cost—Profit

Remarks by those who know

The Quality is high and regular
The Cost is minimum
The Retailers' Profit is large

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Business. Brisker in All Lines of Green Fruits—Vegetable Market Steady, Potatoes Unchanged—Fish Quieter, Haddock Scarce.

During the past week a considerable increase in business is reported among fruit dealers. The mild weather has stimulated the consumptive demand and as a result orders are more plentiful. Prices all round are firm, though no material advances are noticeable. Oranges are moving briskly. The quality of the navels is exceedingly good. Lemons are meeting with an improved demand. Dealers look for an advance in bananas.

In the vegetable market prices rule about the same. The demand for imported early vegetables is picking up. The quality of these early vegetables is very satisfactory. The potato market is a little easier, supplies being heavy.

The past week has been quiet in the fish market. The mild weather has lessened country orders. Dealers anticipate a larger volume of business next week. Fresh halibut is arriving again. Haddock is scarce and higher.

MONTREAL.

GREEN FRUITS—There is a better feeling in green fruits this week, business being somewhat more brisk. Bitter oranges are in good demand, and are easier in price, one firm quoting as low as $1.25 per box. Pineapples, all lines of oranges, and grape fruit are in good demand. Other lines are in fair request at the old prices.

Bananas, fine stalk	1 50	2 25
" jumbos	....	2 25
Cocoanuts, new, per bag	....	3 50
Lemons	2 00	2 40
Navel oranges	2 75	3 25
Florida oranges, box	....	3 50
Porto Rico oranges, box	....	2 50
Jamaica oranges, bbl	....	4 00
Valencia oranges	3 50	4 50
Tangerines, half-box	3 00	3 50
Pineapples, case	4 50	5 25
Grape fruit, box	2 75	7 00
Almeria Grapes, keg	4 00	6 50
Cape Cod cranberries, bbl	11 00	15 00
Nova Scotia cranberries, bbl	6 00	7 00
Strawberries qt	....	0 65
Apples Tameuse, bbl	4 00	5 00
" other fall varieties, bbl	....	5 00
Bitter oranges	2 00	2 25
California Blood Oranges	3 00	4 25

VEGETABLES—The vegetable market is improved somewhat this week, there being better demand for all lines. California celery, spinach, Boston hot house cucumbers and California cauliflowers are in particularly good demand. Most other lines are also selling well. There has been no change in prices.

Parsley, per doz. bunches	....	0 35
American parsley, large bunches, doz	....	1 00
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage, bbl	0 75	1 00
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate	6 00	6 75
Water cress, large bunches, per doz	....	0 75
Spinach, bbl	....	2 75
Green peppers, crate	....	3 50
Boston hot house cucumbers, doz	2 00	2 50
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket	....	3 25
Beets bag	0 75	0 80
Carrots, bag	0 65	0 70
Tomatoes, Florida, crate	4 00	5 00
Tomatoes, hot house, per lb	....	0 35
Spanish onions, small crates	0 70	1 00
" " large crates	....	2 65
Canadian onions, lb	0 01½	0 02
Boston lettuce, hot house, per doz	0 85	1 10
Radishes, doz	....	0 60
Bermuda parsley, crate	....	3 00
Mushrooms, per lb	....	0 75
Horse radish, per lb	....	0 12
Beans, green, basket	....	7 50
Egg plant, doz	....	2 00
California cauliflowers, per crate	....	6 50
New cabbage, crate	....	3 25
Florida Celery crate	3 50	3 65

FISH—Now that the Lenten rush is over the fish market has assumed a quieter tone. The bulk of the orders taken now are goods required for immediate consumption. Fresh haddock is very scarce. Many lines of fresh fish are expected next week when the activity in haddock will be renewed. Owing to the scarcity haddock is higher, being quoted at 5c to 8c per lb. Labrador herring is easier this week, being quoted at $5.50 per barrel. Other lines are unchanged.

Fresh and Frozen Fish.

Haddock, per lb	0 05	0 06
Halibut, per lb	0 08	0 08½
Mackerel, "	....	0 08
Dore, "	0 07	0 07½
Grass pike, lb	0 04½	0 05
Steak cod, lb	0 04½	0 05
Whitefish lb	0 07½	0 08
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07	0 07½
Sea herring, bbl	....	1 50
No. 1 salt eels, lb	0 07½	0 08
Smoked and Salted—		
Lake trout	0 09	0 09½
Haddies, boxes, per lb	0 07½	0 08
Kippered Herring, 50 in box	....	1 10
Smoked herring, per small box	0 16	0 17
Yarmouth Bloaters, per box	....	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 25
Boneless cod, 20 lb. boxes	0 06½	0 09
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
Oysters and Lobsters—		
Standards, bulk, per imp. gal	....	1 40
Selects, bulk, gal	....	1 60
Paper pails, 100, pint size	....	1 10
" 100, quart size	....	1 50
Live lobsters, lb	....	0 20
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 50
" " per half bbl	3 00	3 25
No. 1 Nova Scotia, per bbl	5 00	6 00
" " per half-bbl	....	2 75
No. 1 Haddock, bbl	5 50	6 00
No. 1 Mackerel, 20-lb. kitts	....	1 75
Green cod, per bbl	....	5 00
Medium " " " "	7 00	8 00
Large " " " "	....	8 50
Labrador Salmon, ½-bbls	....	8 50

TORONTO.

GREEN FRUITS—A noticeable improvement is found in the volume of business being transacted this week. The demand for nearly all lines is satisfactory. Prices are steady though not quotably higher. Navel oranges continue to arrive in large quantities of excellent quality. Lemons are firm. Bananas are moving better. Some cranberries and Almerias are still in stock. Pineapples are unchanged. Dealers look forward to increased business and firm prices.

Oranges, Navals, new	2 85	3 35
" Valencias	3 75	5 50
" Bahamas	1 75	2 00
Oranges, bitter	2 25	2 40
Lemons, California, 240, 300, 360, 420	3 00	3 25
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, jumbo bunches	2 00	2 25
Cranberries per bbl	9 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00
Pineapples	5 00	5 5

VEGETABLES—No material change has occurred. Potatoes remain steady at last week's prices. Supplies are fairly plentiful, especially of delawares. Turnips and onions are still scarce. Imported vegetables are meeting with a stronger demand. Boston lettuce has advanced slightly. Florida celery has declined. Supplies are heavy.

New Brunswick Delawares, per bag	1 00	1 05
Potatoes, Canadian, per bag	1 00	1 05
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 50
" green, per doz		0 20
Cabbage, per ton		15 00
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 45	0 50
Parsnips, per bag	0 80	0 90
Parsley, per doz.		0 50
Celery, Florida, per crate	3 25	3 50
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "		1 25
Cucumbers, imported per doz		2 50
Tomatoes, imported, per crate		4 50
Strawberries, per box		0 65
Mushrooms, per lb		0 65
Pineapples, per crate		5 00
Rhubarb per doz		1 50
Radishes per doz		0 50
Spinach, per hamper		1 15
Asparagus, per bunch		0 65

FISH—The mild weather has interfered with country orders and made business somewhat slacker. Dealers anticipate heavier business next week, and are making preparations accordingly. Supplies are keeping up fairly well. Fresh halibut will be on the market at the latter part of the week. Cod is scarce. Other lines remain the same. Prices are unchanged.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb	0 08	0 09
Haddock, frozen, per lb	0 06	0 07
Holland herring	1 00	1 10
Herring, Labrador	3 00	5 25
" kippered, per box	1 00	1 25
" Digby, per bundle		0 85
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 1'0		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 09½
Flounders, per lb		0 04
Bloaters, Yarmouth, per box		1 10
Oysters, per gal		1 85
" in shell, per 100		1 50

NOTES FROM SUTTON, P.Q.

H. L. Flannery, who has for the past few years carried on business in the grocery and crockery line, has taken unto himself two partners, Messrs. Smith and Jenne, and in future the firm will be known as Smith, Flannery & Jenne. They do a nice business in Sutton and the immediate vicinity and the new firm will likely make things go at an even smarter pace than before.

All the grocers here are now selling new maple syrup, for which there is great demand.

* * *

Boright & Saqord are turning out Zip, the hand cleaner, in larger quantity than ever.

* * *

H. W. Call, has one of the busiest stores in town these days.

EASTER FRUITS

Pineapples, Tomatoes, Celery, Cucumbers, Lettuce, Radishes, Bananas, Oranges.

Everything in abundance and of finest quality.

Fish for Good Friday.

Fresh Halibut, Cod, Haddock, Lobsters, Trout, Whitefish, etc., etc.

ORDER EARLY

WHITE & CO., Limited

Phone M. 6565 Toronto

The Unusuality

of "**St. Nicholas**" is they're always the same,

"THE CHOICEST OF THE BEST."

W. B. STRINGER & CO., Sole Agents, TORONTO

FRESH ARRIVALS . . .

Extra Fancy
"Golden Orange" Brand

Washington Navel Oranges
Fancy Sweet Sonora Oranges

EXTRA FANCY
California and Messina Lemons
Florida Celery
Early Vegetables and
Ripe Bananas

HUGH WALKER & SON
GUELPH, ONT.

NOVA SCOTIA MARKETS STEADY

Business Continues Good Despite Bad Weather—Change in Wholesale House—Something About the Fishing Industry.

(Special Correspondence to The Canadian Grocer.)

Halifax, N.S., April 6.

With the price of sugar steady the groery markets during the past week are without any special features. There has been no change in the price of sugar since last report, and no further advance is looked for at present. Trade is very good notwithstanding the fact that the weather has been decidedly against business. Eggs are down one cent. since last report, and Maconochies' pickles, etc., have been advanced five cents per bottle. These goods have had a large sale here.

* * *

The receipts of eggs continue very heavy. The demand is very good, but not as great as might be expected for such reasonable prices at this season of the year. Eggs are quoted this week at 16c to 17c. Butter receipts are very limited. The stocks held by the various dealers are being rapidly cleaned up. Some small tubs of fresh made dairy butter were marketed this week but the quality was poor. Prices for all grades of butter continue very firm.

* * *

In recognition of his services during the past twenty-one years, the firm of W. H. Schwartz & Son, spice manufacturers, presented W. N. Banffts with a cheque for a goodly sum last week, and the employes presented him with a gold-headed cane. Both presentations were accompanied by addresses. Mr. Banffts is going to Toronto where he intends engaging in the furniture business.

* * *

The wholesale grocery firm of Billman, Chisholm & Co. has been dissolved. The retiring member is James Billman, the senior member of the firm. The business will be continued in future at the old stand by J. Scott Chisholm, under the name of Chisholm & Co.

* * *

The canned goods trade is very brisk and there is a heavy demand for most lines. Tomatoes, peas and corn are the leaders. Provisions are unchanged but stocks of potatoes and parsnips are lessening after the winter's demand, but there are still plenty on hand to go round. There is not much call for dried fruits at present, but fresh fruit is selling freely.

* * *

Speaking to The Grocer the other day a well-known business man said that he was surprised to read in one of the St. John N.B., papers that two merchants of that city were importing codfish and halibut from the Pacific Coast for local consumption. He considered that this was an unusual state of affairs and a matter that should receive more than a passing notice. "Just think of it," he said. "A city bordering on the Atlantic Coast and almost in the heart of the great codfishing industry, importing fresh codfish from the Pacific. There was a time," he remarked, "when Nova Scotia boasted that she supply the Dominion with fish, but conditions must have changed since then as evidenced by the action of the St. John men."

* * *

During the winter season vessels follow the fresh fishing, and it should not be a difficult matter to secure fish from Digby for the St. John market. The Halifax fish markets are very active. The recent bad weather has interfered very greatly with fishing operations along the coast, and the receipts of fresh fish are not quite as large as they otherwise would be. There is no scarcity, however. Prices generally are very steady.

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

Look Here!
Some Interesting Prices

Large Bright Frozen Herring, per 100.	$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld. "	4.25
Cod Oil, a gallon	.40

Send us your order.
J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

A GOOD SELLER!
Pure Grape Fruit Marmalade
in 12 oz. jars. 90 cents per dozen.
THE DAWSON COMMISSION CO., - TORONTO

DEATH OF PIONEER SUBSCRIBER.

Chas. D. Williamson, a Chatham Grocer, Passed Away Last Week.

Shockingly sudden was the death of Chas. D. Williamson, of Chatham, Ont., which occurred at his store on King Street, at 11.40 Wednesday morning. Heart disease was the cause. Mr. Williamson was for nearly 40 years engaged in the grocery business here. He was 59 years of age. Coming to Chatham when 17 years of age, he, on October 1st, 1868, in partnership with I. M. Taylor, opened up a grocery and liquor store. The firm was very successful, a branch being for some time conducted at Cedar Springs. The partnership was dissolved in 1901, Mr. Williamson continuing the business under the firm name of Taylor & Williamson till a few months ago, when he retired, leasing his store to Brewster & Co., who are shortly opening a 5, 10 and 15c store. He leaves a wife and two sons. Only a few moments before he was stricken, Mr. Williamson had formally handed over the keys to the new proprietors, adding that he intended to do no more work for the rest of his days.

Although known as one of the most conservative of business men and a staunch believer in the methods of a past generation, he was in every regard an admirable man, and always highly respected, particularly by the older citizens of Chatham. He was one of the pioneer subscribers here for The Canadian Grocer, and valued it highly.

PLUCKY CLERK FOILS BURGLARS.

Attempt to Rob Vault in Winnipeg Warehouse Fails.

On Thursday night of last week Leo. Callaghan, accountant for Nicholson & Bain, Winnipeg, was shot and rather severely wounded by burglars who attempted to rob the vault. Mr. Callaghan was working at night and was alone in the office at the time but with remarkable courage and presence of mind he closed the vault and prevented the burglars from attaining their object. They got nothing but a few cents from Mr. Callaghan's coat pocket.

95% Failures

Ninety-five out of every hundred men in business fail.

Ill-advised buying is the main cause. A poor bargain breeds discontent with the goods, discontentment breeds indifference, and indifference is the father of forced sales.

"Staunton" Wall Papers are sold purely on their merits—every dollar of cost is balanced by an honest hundred cents' worth of value.

They are sold direct to you at a price covering actual cost plus manufacturer's modest profit, and this price includes no recoupment for extravagances in securing business. Your profits are limited only by your ability as a merchant. To clear 100% is no trick at all.

Correspondence from grocers who are not now carrying Wall Paper is invited.

If you are carrying a stock and have not a copy of our Wall Paper Chart showing quantities necessary for various sized rooms, a postal card request will bring you one.

STAUNTONS LIMITED

929 Yonge St. TORONTO

Fruits for Easter Trade

Easter is only one week away. Now is the time to place your orders for Oranges, Lemons, Pineapples, Grape Fruit, Florida Celery and Tomatoes, etc. We have just received a few cars of fruit for the Easter trade, and can quote you most attractive prices on any lines you require. We guarantee the fruit to be the finest imported.

Send in Your Order To-day
For Immediate Shipment

The Montreal Fruit Exchange

J. F. McLean, Proprietor

195 McGill St., - - Montreal

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

"Brunswick Brand"

We have now new Pack of

Clams and Scallops

and will be pleased to receive orders for any of the following goods :

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and Sardines

Connors Bros., Limited

Black's Harbor, N.B.

SARDINES are fighting shy of their old haunts on the French and Portuguese coasts.

The best are now caught off Norway and the leading brand packed is

"King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard olive oil, demand "King Oscar" brand from your jobber.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

NEW BRUNSWICK GROCERY NEWS

Business Somewhat Dull With Prices Easier in One or Two Lines—Shipping Lobsters to the United States.

Special Correspondence to The Canadian Grocer.

St. John, N. B., April 6.

Business has been rather dull during the past week. The market changes have not been very numerous. Some of the millers have apparently become excited about the price of oatmeal as it is now quoted at 75 cents a barrel less than last week. The local dealers have not followed the decline, however, as they were selling below the mill price before. They think the recent increases were unwarranted and as far as can be learned, no sales were made here at the increased price.

* * *

Pork has advanced $1 a barrel and lard is up another quarter-cent. a pound.

* * *

Canned lobsters are very scarce and high, $2.50 a dozen being asked for half-pound flats. The new pack will probably be higher still, as the fishermen are sending all their catch to the United States where $40 to $45 a crate of 100 is being received.

* * *

There has been no change in the flour or sugar market but sugar is expected to go still higher.

* * *

Owing to the unfavorable weather conditions the supply of fresh fish is likely to be very light for a while. A few gaspereaux are being taken but not as many as are expected at this time.

* * *

A comparative statement of the amount of customs revenue collected at the port of St. John for the fiscal year ending March 31, 1906-7 and 1907-8 shows an increase of $47,282.84.

LONDON ASSOCIATION'S NEW OFFICERS.

Retail Grocers Hold Elections and Discuss Matters of Trade Interest.

The annual meeting of the London Retail Grocers' Association held on Wednesday night, April 1st, was well attended and the greatest interest was manifested in the proceedings.

The election of officers resulted as follows:

President, Thomas Shaw; vice-president, John Diprose; second vice-president, G. McCormick; secretary, Cyril Hayes, re-elected; treasurer, E. J. Ryan, re-elected.

The following gentlemen are on the executive committee: H. J. Granville, W. Mullins, C. F. Eedy, H. Ranahan, E. Linnell and J. H. Wilkey.

The question of holding a union picnic of grocers in London during the coming summer was discussed in all its bearings. While it was generally admitted that such an event would be a good thing for the wholesale trade, as it would be the means of bringing it to the city retailers from all parts of Western Ontario, it was thought to be hardly worth while for the local retailers to go to the expense of such an undertaking, seeing that the treasury has been pretty well depleted as a result of holding the recent banquet, that the big reunion of London Old Boys will be held here early in August, too close to any date which could be chosen for a union picnic and that, anyway, it is an outing the members want, and for this year at least they prefer to be entertained rather than entertain. The upshot was a decision to run an excursion to Detroit on June 17th, and a committee of arrangements was named.

It was unanimously decided to close Wednesday afternoons during the summer months, as has been the custom for some years, and to hold the usual outing at Springbank on the last Wednesday of the summer half-holidays.

The retiring officers were tendered a hearty vote of thanks for the excellent manner in which they have looked after the affairs of the association during the past year, which was a most successful one.

NEW CANNERIES IN BRITISH COLUMBIA.

Plants Likely to be Established in Vernon and Nelson This Season.

The Province of British Columbia is rapidly coming to the fore as a fruit-grower and indications point to the rapid development of the canning industry in connection with its fruit production.

Fruit and vegetable canneries are being talked of in many places of the interior. A. McKillop & Company has written the Council of Vernon that they will establish a plant for the canning of corn, peas and all kinds of vegetables, also apples, plums, prunes and every variety of fruit. Mayor Timmins stated that every encouragement should be given an enterprise of this sort. With industries like this showing up, the city authorities will take up the question of cheap power, so that a definite proposition can be submitted to firms in search of locations.

There is also talk of a cannery at Nelson. R. C. Brock, manager of the Kootenay Fruit Growers' Association, is investigating the possibilities at that point. There, also, the suggeston is meeting with support, as it is felt that a market will be found for the lower grades of vegetables and fruit, if such a plant were established.

A Bellingham, Wash., company is also said to be after a suitable site in New Westminster, with the object of erecting a fruit cannery.

NO HOODOO HERE.

The H. W. Nelson Co. have asked particularly that their ad. be placed on page 23. In the light of present-day tendencies this would seem to be rather a peculiar procedure, but the company seem to favor rather than fear the omens generally accepted as unfavorable. On a recent Friday, which, by the way, fell on the 13th of the month, they had exactly thirteen whisk-makers at work. That day proved to be a remarkable one from the fact that the biggest lot of orders of the year were received. Not only that, but exceedingly good business has continued ever since. Who says there's anything in superstition?

PERSONAL NOTES.

A. H. Mace, Montreal, has returned from a short business trip to New York.

C. H. R. Cocq, manager of the Blue Ribbon Tea Co., has been admitted to membership in the Montreal Board of Trade.

J. M. Kirk, representing the Robt. Greig Co., Toronto, as a caller at the Montreal office of The Grocer, while in the city last week.

Chas. Gyde, manufacturers' agent, Montreal, has sailed on the Empress of Ireland via Halifax for Great Britain, where he intends to remain for the next couple of months.

Frank Menzies, superintendent of salesmen of the F. F. Dalley Co., Hamilton, was in Toronto last week. Mr. Menzies leaves this week for a six weeks' trip to Texas and the Western States in the interests of "2 in 1."

AN APPRECIATED CLERK.

The following letter from one of The Grocer's enthusiastic subscribers, Thos. Stevens, of Carleton Place, will be of general interest:

"Will you kindly correct a wrong impression given in your comments on my advertisements? They were not written by myself, but by R. R. Powell, a clerk in my employ, and I believe in giving credit to whom credit is due. We are pleased with your comments on our ads. for we are always striving to keep up-to-date."

R. T. Summers & Co., general merchants, of Bethune, Sask., have assigned.

S. H. Belyea & Co., general merchants, of St. John, N.B., have been succeeded by Brown Bros.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

THE chance of your lifetime to get a first-class going business in the garden of southern Alberta, on the railroad. Clean stock, large turn over, store dwelling above, warehouse on track. Amount of cash required five to ten thousand dollars to get in. Only those who mean business and have the money need apply to this advertisement. L. T. Mewburn & Co., Ltd., Wholesale Grocers, Calgary. (17)

WANTED.

AGENTS Wanted—16 x 20 crayon portraits 40 cents, frames 10 cents and up, sheet pictures one cent each. You can make 400% profit or $36.00 per week. Catalogue and samples free. Frank W. Williams Company, 1208 W. Taylor St., Chicago, Ill. [16]

AGENCY WANTED for Great Britain by firm established 20 years. Goods selling amongst grocers preferred. Address, The "Oxvil" Coy., 381 Kingsland Road, London, N.E.

SALESMAN, with connection amongst general storekeepers in Manitoba and Saskatchewan, requires another commission. Box 7, CANADIAN GROCER, Winnipeg.

SITUATIONS WANTED.

A GROCERY Traveller open for engagement; Soo Branch, Georgian Bay Points, New Ontario. Box 190 CANADIAN GROCER, Toronto [16]

WANTED—Man with 25 years experience in general store business is open for engagement as store manager. Good references furnished. Apply to N. Roberval, Lake St. John, Que. (18)

WHOLESALE grocery, manufacturing department, pickles or preserves.—Position wanted as foreman or up to date practical man, pickles, catsup, preserves, carbonated beverages, extracts, baking powder, self-raising flours, powdered sugar, cleaned currants, table syrups, sauces and many other food products, also blueing, ammonia, &c. Thoroughly experienced in everything relating to above lines. Testimonials as to character and ability. Apply, Practical, CANADIAN GROCER.

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

FOR SALE

NATIONAL CASH REGISTER, new Wilson computing scale, new brass balance scale, Bowser oil tank, 6 ft. show case; all in good condition. R. McG. ARCHIBALD, Truro, N.S. [14]

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St, Toronto. Phone Main 4673. (19)

FOR SALE—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

GENERAL store and stock, "Leeds County"; grasp the opportunity of entering business for yourself; 35 per cent. profits; choice investment for a clerk; full particulars. Box 185. CANADIAN GROCER, Toronto. (15)

CANNING MACHINERY FOR SALE

2 Sprague Corn Cutters, 1 Conant Corn Cooker (single), 1 Silking Machine, 1 Pea Huller, 1 Pea Grader, 1 Pulping Machine.

All of the above machinery is in good working order.

THE SUSSEX PACKING CO., Limited
SUSSEX, N.B. [17]

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN [illegible] (tf6)

FEATURES OF THE PACKING INDUSTRY.

An Interesting Letter From Manager of an Ontario Factory.

In its issue of March 26th the Cincinnati Price Current quotes from a letter it has received from the manager of one of the large pork packing establishments in Ontario. The letter, which contains features of much interest regarding the present conditions and tendencies of the Canadian trade, is given herewith:

"There is an increasing tendency on the part of farmers in this province, from which most of the hogs come, to grass their farms, in place of raising grain, and as the area under grass increases the quantity of hogs decreases. This tendency arises from a number of causes, perhaps the most important being that our Northwest Provinces have attracted the young men from the farms of Ontario, and many farmers who have borne the burden and heat of the day over many years, and have earned a competency, in the absence of their sons, do not care to raise grain and charge themselves with the labor of feeding hogs, and competent hired help is expensive and difficult to secure. They find it easier to grass the land and feed cattle. Then there has been for some years a persistent agitation carried on, based upon an apparent impression that the prices of hogs in Canada were ruled by a combination of packers. The curious part of it is that there has been not only no combination, but no semblance of one, the trade being fiercely competitive, without as far as we are aware any understanding whatever between the curers. Nevertheless it has been productive of a good deal of bitterness and has been fomented by farmers' papers looking for circulation, and by politicians looking for votes. The result has been that in place of the industry being viewed sympathetically, there is a good deal of temper, and willingness to punish the packers for their alleged improper conduct, by shutting off supplies.

"We have in this province at present killing capacity in the various packing houses, including Montreal and Hull, Province of Quebec, for about 50,000 hogs weekly, while the deliveries will not exceed 20,000 to 25,000 hogs a week. You can easily understand what this means, particularly as there are no great central markets where hogs are sold as in Chicago and other points in the United States. We have the vicious system of purchasing on an f.o.b. basis, which means that a drover buys his hogs from farmers, loads them on the cars, and the packer assumes all responsibility of weights and selections delivered into the cars without being present to verify either. The type of competitive conditions set up by this class of purchases gives the drover an opportunity to peddle by telephone his week's shipment, finally forwarding it to the packer who gives the last and best bid."

G. G. Patterson, Jerseyville, Ont., has taken over the general store business of Geo. Bonney.

H. F. Sieward, general merchant, of Stettler, Alberta, has taken over the stock of the late firm of Bonneive & Rosse, of that town.

TOBACCO FROM BRITISH COLONIES

Fine Specimens Exhibited at Exhibition Held in London.

The tobacco exhibition which is being held at the Royal Horticultural Hall, Westminster, London, is proving conclusively what charm there is about cigars, cigarettes and mixtures of the Virginian weed. Thousands of smokers are flocking to the exhibition, which is a wonderful success. They find they can there indulge in the finest and most delicately flavored qualities of the divine weed. Although the finest cigars and choicest mixtures of tobacco in the world are exhibited for sale, the bulk of the visitors seem to prefer the gentle exhilaration and soothing, social comfort to be extracted from the cigarette.

The consumption of cigarettes in Great Britain has attained gigantic proportions. The manager of a leading American company remarked that if, as it is said, one-half the tobacco consumed at present is vaporized a la cigarette the mark will probably not be overstepped if 16,512,000,000 is taken as approximating to this figure, which would put about three hundred and eighty-four cigarettes into the mouth of each unit of the population in a year. Some idea is thus given as to what the little paper covered roll of tobacco has attained in popularity.

Some fine specimens of cigarettes made from tobacco grown in the Transvaal, Central Africa, Jamaica and British Columbia are shown. Although the choicest tobacco will always come from America, it is hoped by manufacturers that the British trade will be supplied in large part from the colonies.

The importance of tobacco goods in the commerce of the British nation is incontestable, no less than £25,000,000 ($125,000,000) being the amount spent in the recent year in the United Kingdom on tobacco goods, which means that each person, counting women and children, expended on an average more than half a sovereign with this trade, or if smokers only were reckoned, a very much larger sum. Half a sovereign per head represents two pounds. In Australia the figure is 2.59 pounds, in the United States 5.40, the highest in the world, and Germany 3.44.

The Chancellor of the Exchequer in 1906 reported in the House of Commons that he got £13,380,878 ($66,-904,390) from the tax on tobacco. This was a record figure, but the total consumption of recent years has shown a continuous increase.

WILL OPEN IN TWO WEEKS.

Montreal Factory of National Licorice Co. About Completed.

Within two weeks it is expected that the new factory of the National Licorice Company in Montreal will be in full operating order. The manufacture of the various lines produced in the company's Brooklyn factory will then commence, and thereafter the Canadian trade will be looked after by the Montreal branch.

A BRIGHT PUPIL.

Teacher—"Mary, please give me the answer to this sum: If your father owed the grocer $7.58, and the baker $1.42, and $25 for rent, how much would he have to pay the grocer, the baker and the landlord?"

Mary—"He wouldn't have to pay anything."

Teacher—"How do you figure that out?"

Mary—"We're going to move."

TRADE NOTES.

L. J. Gilbert, grocer, of Montreal, has made an assignment.

H. Aubin, general merchant, of East Angus, Que., has assigned.

Valentine & Co., grocers, of Windsor, Ont., are discontinuing their business.

F. L. Smith, grocer, of Simcoe, Ont., has been succeeded by H. H. Schuyler.

Stephenson & Co., general merchants, of Norwood, Ont., have made an assignment.

Herb. Wiggins, Queensboro, Ont., has purchased the general store business of Alex. Howe.

J. Spence & Co., general merchants, of Bird's Creek, Ont., have been succeeded by Fred. Mullet.

D. L. MacDonald, representing J. M. Brayley, Montreal, spent a couple of days in Quebec last week in the interests of the Kentucky Refining Co., which firm Mr. Brayley represents. Mr. MacDonald succeeded in placing four carloads of cotton seed oil, not so bad for one trip.

Do You Smoke?

Even if you don't (which is surely quite unlikely) lots of your customers do, which is the soundest of all reasons why you should try a package of

T. & B.

Yourself or get a smoker friend to tell you what he thinks of it. Do this; and you'll come to the conclusion that you really owe it to yourself to sell T. & B.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

GROCERY FACTS

Something About the Goods Handed Over the Counter Every Day.

SOMETHING ABOUT PEPPER.

The use of pepper was known to the ancient Greeks and Romans as early as the time of Alexander the Great, being a staple article of commerce in the early trade between Europe and India before the days of cotton, tea and sugar. Its excessive cost is said to have been one of the inducements which led the early Portuguese navigators to seek a sea route to India.

Pepper is entirely tropical in its requirements, and seems to thrive best in a moist, hot climate, with an annual rainfall of at least 100 inches and soil rich in leaf mold. The plant grows some twenty feet in height, but in cultivation is usually restricted to ten or twelve feet. The leaves are glossy, bread ly ovate, with five to seven nerves and grow opposite and alternate to a pendulous spike five to eight inches long containing twenty to thirty white flowers that ripen into a one-seeded fruit with a fleshy exterior. This fleshy berry covering a soft stone, is about the size of a pea and is at first green, but in ripening turns red and then yellow. The berry contains a resin to which it owes its hot, pungent taste, and a volatile oil that gives off an aromatic scent.

The white pepper is the black pepper decorticated by maceration and rubbing. The plant produces fruit in three years and is probably at its best for the next seven or eight years.

A single palm or tree sometimes supports eight or twelve vines, giving an average annual yield in good seasons of about 1,000 berry spikes to the vines on one palm. These spikes or clusters of berries vary in size, but 1,000 should yield on an average five pounds of dried pepper. An acre is reckoned to bear 2,500 plants, to cost about $20 in outlay, and to yield a product of $400 when in its best condition.

The flowers appear in July and August, and the berries about seven months later. The berries may or may not be sorted as they are plucked. If they are sorted, those fully ripe are separated. These are soaked in water for seven or eight days, or heaped so that the pulp ferments, and are then rubbed by hand or on a coarse cloth, if the quantity is small, or trampled under foot if the quantity is large. The pulp is thus rubbed off the inner stone. This stone furnishes the white pepper of commerce. The pulp is completely removed by washing in baskets in running water. The pepper is then dried by exposure to the sun for about a week. This becomes pale grey or pale drab in color. It has also a bleaching effect, and the pepper can be bleached whiter by a chemical agency.

White pepper is less pungent and more expensive than black.—Merchants' Review.

PRUNES IN THE MAKING.

In curing prunes the fruit is permitted to drop, and is never considered fully ripe or in proper condition for drying so long as it hangs on the tree. The fruit is first dipped in a solution of lye in order to break the skin, then washed in cold water and spread out upon trays in the sun. It is necessary to cut the skin with the lye or the fruit will not dry properly. Prunes are not sulphured, except in the case of ruby prunes, which are simply the black French prunes bleached with sulphur.

In the many years' experience of a large firm of dried fruit grocers in the line, they had learned from what varieties of fruit and from which farmers they could get the best results. "It is always our aim to handle the crops of men who thin their fruit properly," said a member of the firm, "and who carefully pick and properly dry their crops. Such men are scarce as compared with the total number engaged in the fruit business in this state. The fruit comes to us just as it is taken from the trays, and is run over a grader, which sorts the fruit into the various sizes. This grader is made up of a series of perforated zinc plates, with apertures of the proper size for standard, choice and extra choice. Anything larger than extra choice goes over the end of the grader, and is carefully sorted by hand."

To grade fruit properly, the grinder is run very slowly, but it has become a very common custom to reduce grades considerably by increasing the speed of the grader, which throws a percentage of standard fruit into the choice, choice into the extra choice, etc. This is one of the tricks of the trade, and accounts often for a variation in price on the same grade of goods.

After the fruit is graded for size, it is graded for quality, for in many instances fruit may be of the proper size, while it lacks style in appearance, in which event it is often necessary to drop it back a grade. This is particularly true of the higher grades.

In grading prunes it is impossible to get an accurate count, and they are blended after grading to get them to the proper size. It has become the custom to fill orders on the seven point—that is, a 47 is considered a 40-50 prune, and a 57 a 50-60 prune, and so on.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

Established 1887
JOS. COTE, QUEBEC
I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.
JOS. COTE, Importer, QUEBEC
N.B. Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

IT IS TIME TO PREPARE FOR SPRING

If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Ever Lie Awake Nights?

trying to scheme out some better and easier way of keeping your accourts—some system that would take less time and cut out the mistakes?

You can install the

Allison Coupon System

and sleep soundly every night.

HERE IS HOW THE PLAN WORKS:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.
For sale by the jobbing trade everywhere.

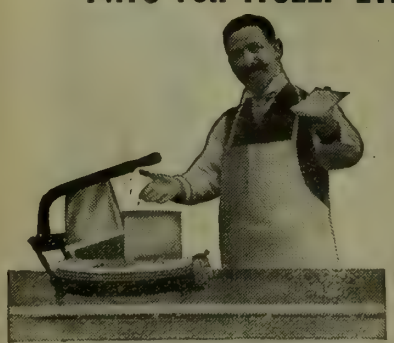
Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

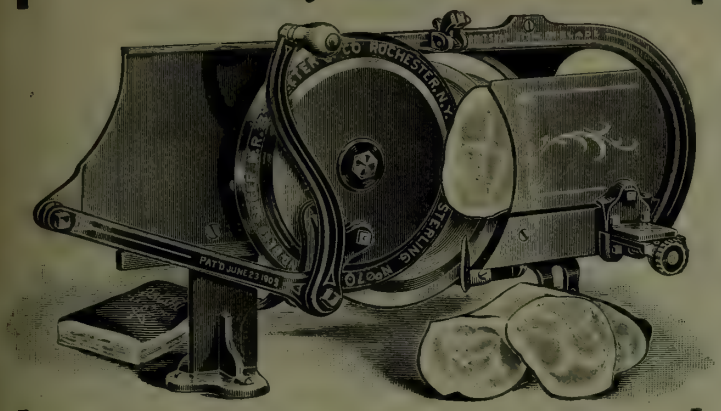
and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

The Ends of the Meat will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions.

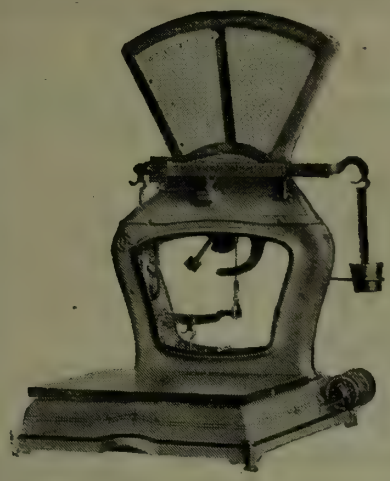
It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. **Brantford**

CANADIAN AGENTS



NO. 70 MODEL

BEFORE YOU BUY A COMPUTING SCALE

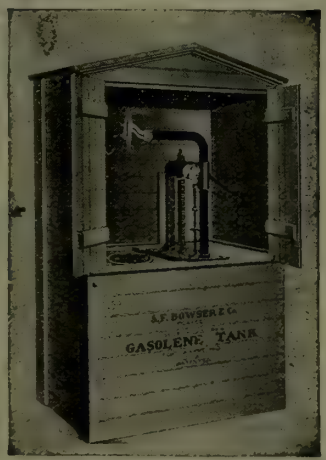
Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

TWO IMPORTANT REASONS



CUT 10—Outdoor Cabinet

There are two essential reasons why you should store your gasolene in a Bowser Tank :

1st Because you are in danger without one.

2nd Because you are losing money without one.

There are still more reasons in Catalogue B. Send for it.

S. F. BOWSER & Co., Limited

66-68 FRASER AVE., - - TORONTO, ONT.

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

MAKING ALTERATIONS

is an easy matter if you let me make them for you. I will design and make fittings that will help bring business to your store. Prices right, too! Write or phone.

J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

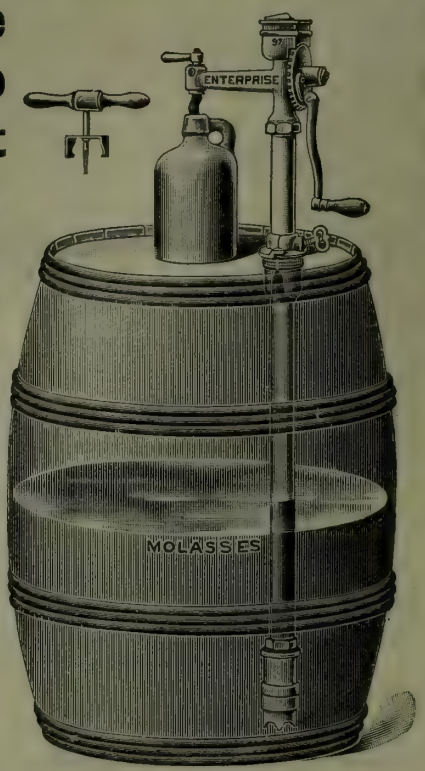
Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

When writing to advertisers, kindly mention having seen the advertisement in this paper.

It isn't so much a question of *"Getting Along"*
---the other fellow may get along so much faster
that you won't be in the race---
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"



"ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

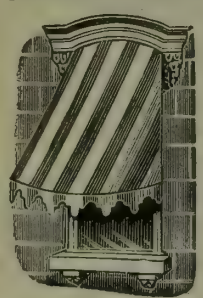
Has total registering device showing when stock is low in barrel.

NO. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U.S.A.

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 10, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 35
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
½-doz.	5-lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

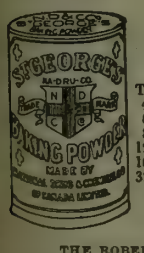
CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45



ST. GEORGE'S BAKING POWDER.

			Per doz.
Trial size,	6 doz.	in case.	$0.90
4-oz. "	4	"	1 35
6-oz. "	3	"	1 80
8-oz. "	3	"	2 35
12-oz. "	2	"	3 55
16-oz. "	2	"	4 55
32-oz. "	1	"	8 50

Terms net 30 days.

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 70
½-lb. " " "	1 20
¼-lb. " " "	0 80

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	3 00

Brooms

Nelson's—	Per doz.
Pansy	$ 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 75
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

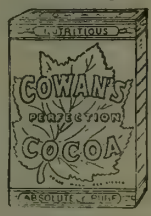
Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	
EBY, BLAIN CO. LTD.	
Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz in case, per case. $3 60.
The King's Food, 2-doz. in case, per case. $3.
White Swan Barley Crisps, per doz., $1
White Swan Self rising Buckwheat Flour, per doz, $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz, $1.
White Swan Flaked Peas, per doz., $1.

CHOCOLATES AND COCOAS
THE COWAN CO., LIMITED.

Cocoa—			
Perfection 1-lb. tins per doz			$4 50
Perfection, ½-lb., per doz.			2 40
" ¼ lb., "			1 30
" 10c. size "			0 90
" 5-lb. tins per lb			0 37
Condensed cocoa cream and sugar,			doz 2 25
Soluble, bulk, per lb			0 18
" " "			0 15
London Pearl per lb			0 22
Special quotations for Cocoa in bbls., kegs, etc			
Unsweetened Chocolate—			Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.			0 40
" ¼-lb. " "			0 40



Sweet Chocolate—				
Queen's Dessert ½-lb. cake, 12-lb. boxes, per lb				38
Queen's Dessert, 6's, 12-lb. boxes,				$0 47
Vanilla, ½-lb., 1-lb. boxes per lb				$ 35
Parisian 8s, lb.				$0 30
Royal Navy ½'s	¼'s,	12 lb. boxes	per lb.	0 33
Diamond, 7's,	12-lb. boxes,	per lb		0 24
" ½'s	"	"	"	0 25
" 8's	"	"	"	0 28

Icings for cake
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb	0 33
Vanilla wafers, " "	0 35
" " nonpareils 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4	doz. to case	..... per doz.,	$	.90
¼ "	"	4	" "	"	2.40
½ "	"	2	" "	"	4.75
1 "	"	1	" "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼'s (for cooking), doz	0 90
Prepared cocoas, ¼'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ¼'s	0 42
" " " ½'s	0 42
" No. 1 chocolate, ¼'s	0 36
" Navy ¼'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s	0 25
" Plain chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 43
Breakfast cocoa, ¼, ½, 1 & 5-lb. tins	0 43
German Sweet chocolate, ¼ and ½-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	

Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 33
Caracas tablets, 100 bundles, tied 5s, per box	3 00
The above quotations are f.o.b. Montreal	

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
1 lb. "	0 27
1 lb. "	0 28
1 and ½ b. packages assorted	0 26½
¼ and ½ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	In 15 lb. boxes.	15 lb. pails and boxes.	10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	....	0 17
Best Shredded	0 18	....	....	0 16
Special Shred	0 17	....	....	0 15
Ribbon	0 19	....	....	0 17
Maroon	0 17	....	....	0 15
Desiccated	0 16	....	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sydar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4	doz, per doz	.....	1 75
10 " "	4	" "	.....	3 00
Rep. quarts,	1	" "	.....	6 50
Imp. "	1	" "	.....	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.

1-lb. decorated tins,	32c. lb.
Mo Ja, ½-lb. tins	30c. lb.
Mo-Ja, 1-lb. tins	28c. lb.
Mo-Ja, 2-lb. tins	28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation (with tumblers), per doz., $3.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 6's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, ½-lb. boxes, lb.	0 33
" No. 2 " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ¼-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Ray Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

'Vita" Pasteurized Extract of Beef. Per case.				
Bottles 1-oz., case of	2	doz	.....	$3 20
½ " 2 "	"	1	"	3 00
" 4 "	"	1	"	4 50
" 20 "	"	½	"	4 75
" 20 "	"	1	"	9 00

THOMAS J. LIPTON
Prices on application.

Ice Cream Powder

GENESEE PURE FOOD CO.
Jell-O—Ice Cream Powder

Assorted case, contains 2 doz	$2 50
Chocolate (straight), contains 2 doz	2 0
Vanilla " " 2 "	2 50
Strawberry " " 2 "	2 50
Unflavored " " 2 "	2 50

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

Another Store-keeper Sued for Damages

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts $15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. ***RISING SUN*** Stove Polish and ***SUN PASTE*** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

MORSE BROS., Props. - Canton, Mass., U.S.A.

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

HOTEL DIRECTORY

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop

HALIFAX HOTEL
HALIFAX, N.S.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. MCNICOL, Prop.

Persons addressing advertisers will kindly mention having seen advertisement in this paper.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto.
465 Temple Building, Montreal.

Your Customers Will Buy

No other fruit jar when they hear about the

Schram Automatic Sealer

A fruit jar that is easy to seal---Easy to open---and an absolute perfect SEALER every time.

They are better made than other jars. Clear Glass---no sharp edges. Every one perfect. 8,200,000 Schram jars sold in 1907.

Ask your jobber, if he cannot supply you, write us.

"The Price is Right."

Schram Automatic Sealer Co.,

of Canada, Limited

WATERLOO, ONTARIO

886

To Seal—Merely place cap over jar and press gently into place—That's all.

To Open—Insert the blade of a knife and raise the edge—That's all.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 12

Jelly Powders

GENESEE PURE FOOD CO.

Jell-O—The dainty desert

Assorted case, contains	2	doz.	.....	$2 25
Lemon (straight), "	2	"	.....	2 25
Orange " "	2	"	.....	2 25
Raspberry " "	2	"	.....	2 25
Strawberry " "	2	"	.....	2 25
Chocolate " "	2	"	.....	2 25
Cherry " "	2	"	.....	2 25
Peach " "	2	"	.....	2 25

THE ROBERT GREIG

White Swan, 15 flavors

1 doz. in handsome counter carton, per doz., 90c.

List price

'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....$0 09	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 1 90	
20-lb. tins.. 1 80	
Cases 3-lb.. 0 10	
" 5-lb.. 0 09½	
" 10-lb.. 0 09½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" " 100 sticks.....	0 78
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
5 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.			
Pineapple "	1	"	"
Green Fig "	1	"	"
Green Fig and Ginger "	1	"	"
Lemon "	1	"	"
Grape Fruit "	1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—			
1-lb. glass, doz...	1	55	
2-lb. " " ..	2	80	
4-lb. tins, " ..	4	65	
7-lb. " " ..	7	35	
"Shredded"—			
1-lb. glass, doz.....	1	90	
2-lb. " "	3	10	
7-lb. tins, "	8	25	

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1	40	
" ½-lb. tins ..... "	2	50	
1-lb. tins ..... "	5	00	
Durham 4-lb. jar.....per jar.	0	75	
" 1-lb. jar..... "	0	25	
F.D ½-lb. tins.....per doz.	0	85	
-lb. tins..... "	1	45	

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½ pint bottles, 3 & 6 doz., per doz.....	0	90	
Pint " 3 doz.....	1	75	

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " / { 60 ½-lb. " }.....		2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases.....		2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	80
" " black..... "	15	80
Oriole soap..... "	10	80
Gloriola soap..... "	12	00
Straw hat polish..... "	10	80

Starch.

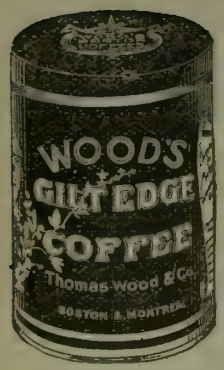
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 [illegible]
Kegs, 100 lb.....	0 [illegible]

Spring and Its Promises



ESTABLISHED 1879

Spring is with us again according to the official date. May it return with warmth our warm welcome.

"The outlook for Spring business is very promising," is the verdict of competent investigators, and this means that all commercial lines will be enlivened by new energies.

Whether for the first time or otherwise, remember that the introduction of

WOOD'S COFFEES

means "renewed energies" in that department for your benefit. They are the active, tireless, steady, enterprising friend to the grocer.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

City White Gloss—

1-lb. fancy cartons, cases 20 lb.	0 08
5-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 24 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Canada Laundry—	
Boxes of 45 cartons, per case	3 60

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

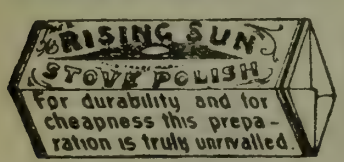
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Apron Gloss, 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 70 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 5 "
2-lb. tins, 24 in case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Tea.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½s and 1's	0 24	0 30
Orange " ¼'s, ½s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1s	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 21	0 25
" " ½'s	0 21	0 25
Green Label, 1s and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1s, ½'s and ¼'s	0 35	0 50
Gold Label 1s and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb	$0 35
" " 60 ½-lb	0 35
" " 30 1-lb	
" " 120 ¼-lb	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ⅛s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 32	0 40
" " ½s.	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea. In 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s, and 24s	0 44
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s, and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s, and 13s	0 53
" Club, 6s, and 12s	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 [illegible]

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$ 110
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"Batger's"

Lime Juice Lemon Squash

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them.

They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme

Montreal - Toronto

Genuine Merit

and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All Grocers should sell it—if they don't they miss sales.

ROSE & LAFLAMME

Agents, Montreal and Toronto

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Brooms, Brushes and Woodenware.
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Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
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Acme Can Works, Montreal
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American Computing Co., Indianapolis
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MacLaren Imperial Cheese Co., Toronto
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Labels
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Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Bunnell & Lindsay, Winnipeg
Carman, Escott Co., Winnipeg, Man.
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Ceylon Tea Association
Chase & Sanborn, Montreal
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Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
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Young, W. F., Montreal

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Belleville Fruit and Vinegar Co., Belleville
Midland Vinegar Co., Birmingham and Toronto

Washing Compound.
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Woodenware
Nelson, H. W., Co., Toronto
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Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

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This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

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It should be

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

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might bring inquiries. Better write for rates to

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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Write us.

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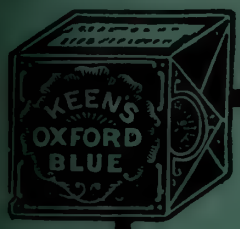
Office of Publication 10 Front Street East, Toronto.

VOL. XXII. MONTREAL, TORONTO, WINNIPEG, APRIL 17, 1908. NO. 16.



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Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by the name "Griffin & Skelley," and you'll be absolutely safe.

Griffin & Skelley's Canned Fruits

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples—fruits of recognized canned excellence. By the name "Griffin & Skelley," you shall know these products as safe canned fruits to buy and sell.

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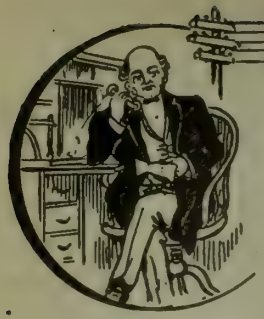

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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(Continued on page 4.)

'Tis Ever Increasing——

The volume of the sales of our "GOLD MEDAL" COFFEE each month, shows marked increase over the preceding month. There must be some good reason for it. We can show you good reasons why you should push the sale of

WHOLE OR GROUND

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1 and 2-lb. Sealed Tins Only.

"GOLD MEDAL" COFFEE

PACKED IN AIRTIGHT TINS—making a convenient package to handle.

It reaches the consumer with all its aroma, strength and delicacy of flavor unimpaired.

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Retail price is from twenty-five cents to a dollar a package, yielding you from twenty to thirty-four per cent. of easily earned profit.

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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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S. C. RICHARDS
Wholesale Commission Merchant
and Broker
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WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

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They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

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You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

EXPORT TRADE DEPARTMENT.
Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

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ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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Old Homestead Brand

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Every piece of fruit and vegetable that goes into an Old Homestead can is the subject of rigid selection. It is canned by that scientific method which preserves every atom of its natural deliciousness.

ASK YOUR JOBBER FOR OLD HOMESTEAD BRAND.
ALL THE BEST JOBBERS CARRY IT.

The Old Homestead Canning Co.

Picton, Ontario

WHAT KIND OF A MIRROR DO YOU USE?

Suppose you wanted to buy a fine, full length mirror and the merchant showed you one which badly distorted everything reflected in it.

You wouldn't leave your money with him, would you? You were after a mirror, not a cartoonist.

Apply the idea to your tea business.

The tea you sell is a mirror—and it should reflect correctly the high quality of your service.

But if the tea itself is of a poor, inferior nature it distorts your whole business—makes your service appear cheap and unreliable.

High-class stores sell the best tea. They sell

"SALADA"

The most reliable and quickest selling of teas.

Last week we sold over 14,000 lbs. more **"SALADA"** than in the corresponding week of 1907.

The "SALADA" Tea Co., Toronto or Montreal.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's

"Edinburgh"

Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

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Teas
Coffees
Raisins
Currants
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All at bottom prices and quality guaranteed.

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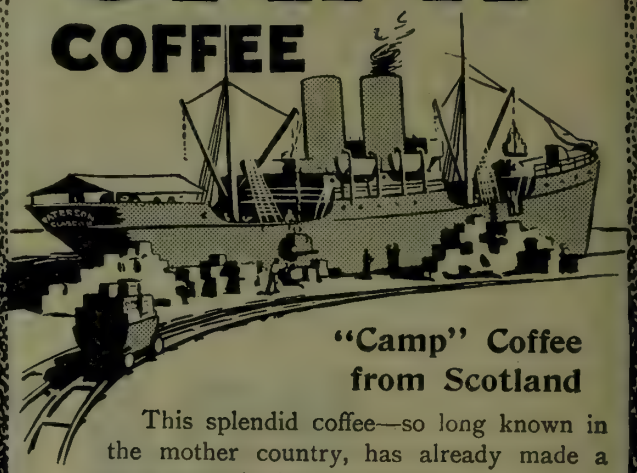
Canadian orders filled at our Montreal factory which will be in operation about May 1st.

'CAMP' COFFEE



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This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

MANUFACTURED BY—
R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW

AGENTS — ROSE & LAFLAMME, MONTREAL

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"SOMERSET"
BRAND
Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
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Thos. Bell, Sons & Co.
MONTREAL

I Offer

For Prompt Shipment

Several lots of very fine

Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON
91 Place d'Youville
Tel. Main 4409 **Montreal**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

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Japan Tea at 11c.

A lot of old Japan Teas which sold over a year ago at 11 cents were recently resold at 19 cents.

At 11c. the tea seemed hardly fit to drink, how about it now at 19c?

If you knew the inner history of a great part of the cheap bulk, black as well as green tea that is being pushed so hard, the price would not be any temptation.

Your customers are the ones to consider. They will pay a fair price for a good article, whether it be tea, butter or anything else, especially anything they eat or drink.

Sell good tea not rubbish.

Your customers know Red Rose Tea "is good tea." Isn't this a time when you could push the sale of Red Rose with more advantage than ever before. Think about it!

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Charges Reasonable — *Satisfaction Guaranteed*

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For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

Write for Sample.

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Mention this paper.

LEA'S

The Pickle with the Home-made Flavor

TO THE WESTERN TRADE

We have appointed

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our Western Representatives

Any information will be cheerfully supplied by them.

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Limited

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The National Licorice Company
of Brooklyn, N.Y.,

taking this opportunity of thanking their Canadian friends for past patronage and soliciting a continuance of same, begs to announce that their

New Factory in Montreal (Maisonneuve) will be in Operation about the Middle of May.

The subjoined list of Licorice Specialties will be manufactured there; all shipments f.o.b. Montreal; price list on application to our Montreal office.

Flexible Licorice	Bricks	about 1,200 to box
	Elastic Tubes	100, 200 and 300 "
	Triple Tunnel Tubes	100 "
	Indian Plug	100 "
	Navy Plug	100 "
	Buffalo, hollow sticks	100 "
	Whips	100 "
	Cigarettes	100 bundles "
	Golf Sticks (glazed), solid sticks	100 "
	Flexible Sticks (glazed), solid sticks	200 "
	Pan Pipes	200 "

Favorite, large penny stick	100 to box
Dulce, large penny stick	100 "
Curved Stem Pipes	200 "
Straight Stem Pipes	100 "
Cigars (banded)	100 "
A.B.C. Blocks (containing best lozenges)	100 "

Lozenges No. 2, in barrels (bulk)
Lozenges No. 1, in barrels (bulk) best glazed.
Lozenges No. 1, in 5-lb. paper boxes.
Lozenges No, 1, in 5-lb. glass front cans.
Acme Pellets, in 5-lb. glass front cans.
Purity, pure penny stick, 100 to box.
Y. & S. Stick Licorice, in 5-lb. boxes.
Y. & S. Stick Licorice, in bulk, 25, 50 and 100-lb. cases.
M. & R. Wafers (48 five-cent bags to box).
Greek Mass, in 10-lb. boxes.
Greek Mass, in 50-lb. boxes.
Select bundled Licorice Root.
Powdered Spanish and Greek Extracts.
Powdered Spanish and Greek Root.

QUALITY COUNTS

always has and always will. Jellies are good according to the results they give.

Shirriff's Jelly Powders

can be relied on always

Manufactured by

IMPERIAL EXTRACT CO. - TORONTO, CANADA

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Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

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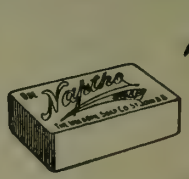

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MADE IN CANADA

Don't you like

NAPTHO

better than any soap you have ever used ?

We know that **NAPTHO** is a better and more economical soap than any on the market, and you can know it too, by just comparing it with its competitors.

The Welcome Soap Co.

Limited

St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE :

JAPAN CABLES THAT THE PRESENT INDICATION OF THE MARKET FOR NEW SEASON'S TEAS WILL BE STRONG. THERE IS STILL AN OPPORTUNITY TO SECURE OUR REMAINING FEW LINES UNSOLD.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, Montreal

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

WANT ANYTHING

1 CENT A WORD

1 CENT A WORD

If You

Want to Buy a Business
Want to Sell a Business
Want a Situation
Want a Clerk
Want Store Fixtures
Want to Sell Store Fixtures
Want to Sell any Article

Grocer Small Ads. will satisfy your wants. They give results.

USE WANT ADS

APPLE BUTTER

We have a very fine line in 28 lb. pails. Price right.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT-IMPORTATIONS. SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE.

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

For Reasons

For reasons of profit, of increased and regular business

Our Matches

"Laurier" and **"Togo"** brands are your best lines to sell.
If you also wish to save money in freight charges they will still more appeal to you.

The Improved Match Co.
Limited

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

If it is Toilet **SOAP**

We have the largest variety of the most satisfactory kind, from standpoint of quality and profit.

SAVONS FRANCOIS (C. Pagnuelo, Manager)

Factory: 1653 Notre Dame St. MONTREAL Offices: 225 Coristine Building

Essex Corn

Grown to our special order in the finest garden section of Canada with all the conditions favorable to a superior product when it leaves our hands. The natural flavor of the corn is retained and when once tried by your customers retains their confidence and support.

This support is what you want and makes for profit.

RETAILER:—Demand from your jobber Essex Corn.

WHOLESALER:—Are you alive to the situation and open to purchase Essex Corn—if so, write to

The Essex Canning and Preserving Co., Limited

28 Wellington St. E. : Toronto, Canada

We will be pleased to submit samples and prices.

THRICE CROWNED with SUCCESS

TRY Sterling BRAND **IT.**

MARMALADE

This Season's Fruit.

The T. A. Lytle Co., Limited
Toronto

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.

Proprietors SHERBROOKE, P.Q.

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

We Distribute from Three Points

From three centrally located warehouses, we distribute merchandise to all points throughout Western Canada.

The country is constantly growing, and we are growing with it.

We always keep our facilities abreast of the demand, therefore we are always able to properly take care of both consignors and customers.

We have room for a few more things.

If you want reliable, responsible agents to look after your interests in Western Canada, write us.

This territory is a big market now, and is growing bigger.

Write us, and make arrangements now. The business is worth looking after, and we can look after it better for you than you could look after it yourself.

Yours truly,

NICHOLSON & BAIN

Established 1882

CALGARY WINNIPEG EDMONTON

TO THE TRADE

You Have Been Advised That to Handle

CEYLON TEA

With Profit You Must

BLEND IT

Be sure that each Component of your Blend is the Product of the Island of Ceylon

DO NOT BLEND IT WITH TEAS MASQUERADING UNDER THE NAME OF CEYLON

Diamond E Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for **"DIAMOND E"** Blend Coffee this brand has long since been tested by the public, and the verdict has been **"Perfect."**

THIS MAKES IT A SAFE PROPOSITION

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

CUSTOMS HOUSE SALE

The Subscribers are instructed by R. S. White, Esq., Collector of Customs for the port of Montreal

TO SELL BY

PUBLIC AUCTION
at the Examining Warehouse
65 COMMON ST.
on Thursday, April 30th 1908
and following days

The Following Goods as per Catalogue, and contained in the above premises:

1—Duty paid goods to December 31st, 1907.
2—Collectors Orders to December 31st, 1907.
3—Goods from Store.
4—Express Unclaimed Goods to December 31st, 1907.
5—Freight Unclaimed Goods to December 31st, 1907.
6—Goods over five years in Bond.
7—Seizures.

TERMS: CASH

A Deposit of 10 p. c. will be required on the adjudgment of each lot.

SALE AT 10 O'CLOCK A.M.

MARCOTTE FRERES
AUCTIONEERS

REMOVAL NOTICE!

HISLOP & HUNTER

PRODUCE MERCHANTS

Will remove on April 21 from their present premises 53 Place D'Youville to

117 KING ST., MONTREAL

ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle, delivered with full directions. Book 5-C, free.

ABSORBINE, JR., for mankind, $1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper.

ALWAYS A WINNER

YOU CAN ALWAYS DEPEND ON

GREIG'S WHITE SWAN BUCKWHEAT

Self-Raising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada.

3 Doz. Packages in a Case.

THIS is the time the people want it.
Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

Are you on the lookout

for more profitable lines? Your observation tells you that the most successful men are those who are constantly looking for something more profitable than they have at present. Apply this truth to the grocery business! Don't rest content with your present lines—get our prices on

Pure Tomato Catsup
(Made from Whole Tomatoes)
Cider Vinegar
Fruit Jams

You will find our prices right and the quality of our goods unbeatable.

The Belleville Fruit and Vinegar Co., Limited
BELLEVILLE, - ONTARIO

New Maple Syrup

All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,
Waterloo, Quebec

There will be something doing next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE CANADA SUGAR REFINING CO.

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

It's the Standard

and hence the saying "As Pure As Windsor Salt"

Things don't "just happen" in this world—there's a reason for everything, and there's a splendid reason why Windsor Salt has reached that much sought for pinnacle that entitles the makers to justly claim it "best."

¶ To-day it is the Standard Salt from which comparisons are made when some one is trying to sell an inferior product—something "just as good." The purity, whiteness, dryness, and free-running qualities of Windsor Salt are almost proverbial. "It's the Standard"—isn't that enough?

CANADIAN SALT CO., LIMITED

Windsor, Ont.

GROCERY SUGARS

Arriving—Bright grocery raw sugars in barrels.
See our travellers.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

A REAL LIVE SELLING LINE

Is what you want. H.P. Sauce is what you are looking for.
It has all the necessary qualifications for a leading line.
It is expensively advertised and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century.
Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

Messrs. W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

SPRING REQUIREMENTS

Grocers—those of you who do business in the Eastern Townships—you will be in need of many new lots of groceries now that spring is here. We have a full assortment of the best lines which we can offer to you at attractive prices.

Write us.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

ESTABLISHED 1840

The difference between a

"Pansy Broom"

and one of the kind that retails at a quarter is over one hundred per cent. in the cost of the material and fifty per cent. in the cost of the labor.

This difference is fully maintained in the finished article. The "Pansy" will

Outwear Two of the Ordinary Kind.

Send us your order, you need have no hesitation in recommending them.

We Guarantee every one.

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

Factory:
15, 17, 19, 21 Jarvis St.

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

Time is Flying

You have not much time left in which to order your cans for next season's pack.

Packers

who have not yet ordered will do well to communicate with us immediately, if they will require cans that are GOOD, RELIABLE CANS.

ACME CAN WORKS

Montreal

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

Packers' Cans

the Canadian Standard for 20 years.

Open-Top Cans

for hand packed goods.

Lacquer-Lined Cans

for acid fruits and highly colored packs.

Solder-Hemmed Caps

for saving time and solder in the canning factory.

Solder, Flux and Canners' Supplies

THE

Norton Manufacturing Co.

HAMILTON

JELL-O The Dainty Dessert

REDUCED IN PRICE

Now Retails for 10 Cents a Package

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavors.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case $1.80 Retails 10c. per pkg.

JELL-O, Ice Cream Powder, 2 Doz. case 2.50 Retails 15c. per pkg.

Weight 8 lbs. per case, Freight rate second class.

THE GENESEE PURE FOOD CO., Bridgeburg, Ont. and LeRoy, N.Y.

Purity is Always Paramount

in the manufacture of

E.D.S. Brand Jams and Jellies

which accounts for the fact that E. D. S. Brand is the best selling brand on the market to-day.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

We Extend to all Grocers and their Families a Hearty Welcome to Visit

Our Exhibit at the Exhibition of Grocers, to be held in the Arena, Montreal, from April 17th to 29th, where our various lines will be demonstrated by a thoroughly efficient staff.

Thomas J. Lipton

75 Front St. East, - - TORONTO, CANADA

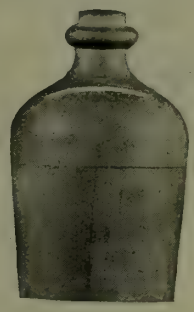
Your Reputation For Progressiveness

depends upon the goods you sell. When your customers see that you handle

2 in 1 Shoe Polish

they **know** that you are up-to-date, and that you handle really first-class goods. Push 2 in 1—good profits and satisfied customers.

The F. F. Dalley Co.
LIMITED
Hamilton, Canada Buffalo, U.S.A.



Our 5c Bank Package.
Gold finished. Silver finished.
Very popular seller.

CARPET TACKS

We have them. Make the finest. Kind you can recommend to your customers as THE BEST.

BAZIN MFG. CO.
94 Arago Street
QUEBEC

SALMON

Another lean year expected and much higher prices predicted, in fact are a certainty.

For one week only we quote :

"Regal,"	(Finest Fraser River Sockeye) Talls	**$1.85**
"Nimpkish,"	(Nimpkish River Sockeye)	**1.80**
"Cock of the North,"	Good Red Fish	**1.45**

SARDINES

"Clark's,"	1-4 Oil Sardines	**$3.25**
"Labumare,"	15-17 Fish lots, Imported	**8.00**
"Lacobriga,"	10-12 Fish, Portuguese to arrive 2 weeks	**9.00**
"Skipper,"	finest Norwegian, Smoked	**11.00**

Considering the scarcity of Sardines abroad above prices are cheap.

All prices net ten days.

Canada Brokerage Co., Ltd.

9 Front Street East, Toronto

Tartan

SIGN OF PURITY **BRAND**

ORDER NOW.

TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

TARTAN Maple Syrup all sizes

TARTAN New Pack Glass Lobsters

SPECIALS

in FIGS, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario. A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

A greater trade than ever

The orders from Canadian Grocers for

ROWAT'S OLIVES

are increasing every year and this season's trade is so large as to establish their popularity more firmly than ever.

Place your orders with your jobbers now.

A. G. Snowdon,
325 Coristine Building,
MONTREAL

Agent for
Ontario
and Quebec

Notwithstanding that prices of ***BULK TEAS*** are very firm we are continuing to sell at ***old prices.*** We have over 100 lines to choose from and will cheerfully forward samples for the asking. If you want a package ***TEA,***

MELAGAMA

IS A WINNER. Send us on an order for a 60 or 100 lb. box

We prepay freight and guarantee its sale.

MINTO BROS., - - TORONTO

Our Exhibit at the

DOMINION EXHIBITION, HALIFAX 1906

For which we were awarded the Gold Medal.

The Dominion Molasses Co., Ltd.

HALIFAX, N.S., - CANADA

Warehouse, Dartmouth

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alchol

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works

WATERLOO, QUE.

Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

J. P. THOMAS

WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT

TEAS A SPECIALTY

Open for one or two more first-class agencies
Correspondence invited

25 ST. PETER STREET, - - QUEBEC

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

SARDINES

We have an unusually well assorted stock at attractive prices.

Enquire of travellers or wire at our expense.

JAMES TURNER & CO.

LIMITED

Hamilton, Ont.

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY & EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS.
BOSTON, MASS. U.S.A.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. **Largest quantity; finest quality.** Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

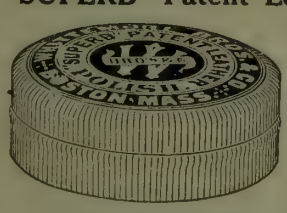
For ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold **double** any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The **only** polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . . .

"BABY ELITE" Combination

10c. size per gross . .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross . .

Star Russet Combination

10c. size per gross . .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET
CAMBRIDGE, MASS, U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors

The Why and How of Advertising

Another of the Talks for Grocers by W. F. Ralph—The Principles of Newspape r Advertising and How These Should be Developed—Criticism of Some Specimens Submitted.

In a recent advertising talk in a daily paper, a writer made the following indisputable assertion:

"Advertising is not a luxury nor a debatable policy. It has proven its case. Its record is traced in the skyline of the city where many towering buildings stand as a lesson of reproach to the men who had the opportunity but not the foresight, and furnish a constant inspiration to the young merchant at the threshold of his career."

Any progressive merchant who takes the trouble to observe the tendency of modern merchandizing, will at once admit that advertising, in some form or other, is a settled policy of the most successful men in any walk of life. Any wide difference of opinion as to advertising, nowadays, is a difference as to the method of applying advertising—not to advertising as a policy.

The eternal problem which confronts the modern merchant is not, "Shall I advertise?" but "HOW shall I advertise?"

Wherever there is a newspaper published which is well enough edited to command a fair circulation, one important part of the advertising problem of the local merchant is solved. The newspaper provides the best of all means for reaching possible buyers.

There are, of course, many places which cannot support a newspaper of their own, and in such places other means must be used.

But, as newspaper publicity is possible to the majority of grocers, most readers of Canadian Grocer are concerned with the task of making their advertising space fully effective.

The Principles of Ad-Writing.

When writing an ad, a merchant should bear in mind that he must first attract, then interest, then persuade. All three qualities are essential to the well-rounded, result-getting ad.

The quality of attraction comes first because it must be remembered that the most ads are in close proximity to other ads, each vieing with the other to gain the readers' interest. And in order to attract attention to your ad on the part of the greatest number of readers, it is necessary for you to discover what will attract them. What are the things they are most interested in? What ideas have the most attractive power among your readers?

The power of attraction is largely governed by local conditions. This necessitates constant study and a certain amount of experiment on the part of the merchant who would discover the best power of attraction to his advertising.

Large type helps some, and appropriate pictures help still more; but probably the best of all is an adequate understanding of local conditions, interests and trends of thought. These should be ever present in the mind of the ad writer.

Interest follows attraction if the attracting line creates sufficient curiosity to carry the reader's mind onward. Hence the necessity for some obvious connection between the headline and the immediately following copy.

Persuasion grows out of interest. strive to keep up the interest in every paragraph until the most persuasive point of all is reached—the price. Let every word which precedes the price justify that price. It is nothing more than a price well justified by other circumstances like seasonableness, quality, rarity, etc., which constitutes advertising persuasion.

Causes of Poor Ads.

A writer in a recent issue of Brains has the following to say about retail advertising in general:

"Searching beneath the surface, it is found that many poor advertisements are poor principally because they lack the cardinal points of interest—the selling features, the vital parts—so essential to good advertising.

"The merchant advertising in the best mediums without satisfactory results should subject his advertising and his business methods to thorough examination.

"Advertising is getting goods and prices before the people, and this should be done in the most attractive and salesmanlike manner of which one is capable. The merchant whose advertising pays best is the one who most clearly realizes that truth must base every statement, and that his first duty to his patrons is to make good every claim. The merchant who advertises a large measure of promise and gives a small portion of fulfilment is the one who pays for costly advertising space that is effective chiefly in driving trade from his very doors.

Advertising That Pays.

"Good advertising—advertising that pays—is the result of applied knowledge, analytic thought and keen regard for the eternal fitness of things.

"The person who produces good advertisements has the happy faculty of adapting himself to circumstances. He studies the people to whom his advertising is designed to appeal. He learns and caters to their likes and dislikes. In preparing copy he puts himself in the customer's place, and in well chosen words answers every question those customers would ask in reference to style, quality, value, price, etc. Knowing that large type never atones for vacuity of thought, he uses it sparingly, but makes each head and sub-head express a definite thought and complete statement, so that even the casual reader may take in the gist of the whole story at a glance. Finally, he regards the writing of advertising as a serious business proposi-

IT LOOKS GOOD

At the Refineries

One hundred pounds of raw sugar is now 75c. higher than a year ago while 100 pounds refined sugar is only 40c. higher. This means that raw sugar must drop or refined go up. The latter the most likely.

This is the Reason

It looks good to buy sugar now. For a few days longer we will give you the best Granulated Sugar, made from cane sugar only, at
18 pounds for $1.00
100 pounds for $5.00

It Looks Good. Don't Miss It.

Phone 386

John Diprose
Two Popular Stores
56 and 58 Dundas Street, 266

Phone 2261

tion, and for inspiration relies upon merchandise and not upon imagination."

A Montreal Ad.

There's nothing like knowing what you want—whether your heart's desire is for a select, classy trade, or the trade of the multitude, the "popular" trade.

Kingsley Harrison, a Montreal grocer, whose ad was recently mentioned in this column, has made up his mind on this

It Is Not
To-day's Business
we are advertising for. It is future business. It is not that you may buy just one pound of tea, but that you may START to buy all your tea from us.
If you make the start it will be our fault if you do not continue to use our tea.
Our Late Tea Ads.
interested a good many and started quite a few new customers on our 30 cent lines.
Bu, we want to hear from still more. We want not only to INTEREST YOU but to get YOU STARTED too
We Do Not Think
our 30c. tea is the best tea in the city. We have other and more expensive teas. But we do think it is the best 30c. tea, and better than any peddler's 35c. or 40c. tea. If you are using 25c. tea you will notice that it is not as good as formerly, and is probably getting worse. Put 5c. more to it and get
Something Good
Something you can enjoy, and something your friends will enjoy when they have a cup with you. Get started on our new 30c. lines. Black, Mixed, Young Hyson or Japan.
All 30c. per Pound
Just the same at both stores.
John Diprose
56 and 266 Dundas St.
Phones 386 and 2261.

point. He is after a definite line of trade, and he is using the kind of advertising that will get him there. An ad, which he has sent in for criticism, which is here reproduced in reduced form, has all the force, all the "swing," which comes from a mind well made up to get the popular trade. "The Million and the Millionaire." How that expresses Mr. Harrison's business attitude! This ad certainly ought to bring the people trooping in.

A Couple From London.

The late Sir Henry Irving, the eminent actor, was credited with the aim of trying to educate the public to an appreciation of the very highest forms of dramatic art. Many of his contemporaries, however, made no effort other than to cater to the existing public taste.

John Diprose, the London grocer, is playing the part of Sir Henry, in trying to educate the 25-cent tea people, up to a 30-cent grade. "Sell better tea" is his slogan, and he is seeking to accomplish his aim by advertising.

Among the three ads sent in by Mr. Diprose, there is one devoted to tea education. This ad strikes one at first sight as being just a little long-winded. Under some standards of judgment, this decision would hold good after a closer study of the ad. But, in judging ads, as in writing them, one must endeavor to bear in mind all the circumstances in connection with them. In this light, who would be chiefly interested in Mr. Diprose's ad? Would it not be women? In all probability the ad would be read by nine women to one man.

Now, women—that is, housekeepers—are known to be voracious readers of advertising. They have plenty of time to read ads. And it is quite reasonable to suppose that the length of an ad does not cut much ice with them so long as it touches upon a theme in which they are vitally interested.

Taking these facts into consideration, Mr. Diprose's ad, though lengthy, is not "long-winded," as at first sight it might appear. If a woman started to read it, there is that in it which convinces. It is, therefore, effective.

But there is a warning here for grocers in general. That is: Condense your language as much as possible. Strive for the terse, snappy sentences. When you write a twelve-word sentence see if you can't boil it down to seven or eight words.

The other two ads sent in by Mr. Diprose are well worth reproduction. But, as we haven't the space for both, we will reproduce the one headed, "It Looks Good."

This ad is a splendid example. The headline arouses curiosity. The copy clinches the housekeepers' interest, and furnishes a logical reason for the immediate purchase of sugar in fairly large quantities. The ad is well set up, terse and interesting.

CANADIAN COMPANY TAKES OVER BUSINESS.

The announcement has been made by the Corby Commission Co., of New York, that they have disposed of their interests in Canada for Clover Leaf, Arrow, Target and Tip Top brands of salmon, to the British Columbia Packers' Association, of Vancouver.

The company attribute the necessity for the change to existing conditions on the Fraser River, and recent legislation. They say that the business formerly done by them will be carried on as usual, and the same brokers will be retained in Canadian cities.

TRADE NOTES.

Walter H. Hord, of Mitchell, has rented the market corner store, recently vacated by C. J. Moore, and will shortly

No Concessions Granted
ALL TREATED ALIKE
The Million and the Millionaire
AT THE PEOPLE'S GROCERY STORE
42 Victoria Street.
Two Days' Historic Sale
BY UNIVERSAL REQUEST
FRIDAY and SATURDAY
APRIL 3rd and 4th.
GROCERY BARGAINS that REVOLUTIONIZE the Trade
Butter 30c
Best Creamery, 1 lb. block, and Best Dairy.
Eggs 20c DOZ.
NEW LAID.
Worcester Sauce
Specially Imported Flat Bois Canal Price, 15c Sale Price 10c
Soap
7 bars "Royal Laundry" 25c
Vinegar
MALT
Specially Imported. Usual Price 15c. Sale Price, 10c
Tomatoes
3 Tins for 33c
Potatoes
Peck 20c
90-lb. Bag, $1.00.
Bacon
Breakfast Sliced 17c lb
Soda Biscuits
"Perrins" 1 lb. Packet 9c
Flour
7 lb. bag "Five Roses" 25c
Coffee
1 lb. Tins "The Kingsley" Brand 24c
Prunes
3 lbs., for 22c
Pork and Beans
with Chili Sauce, usual price, 10c. Sale Price 8c
SPYS
APPLES
Specially Selected Peck 30c
Special Arrival of STRAWBERRIES, TOMATOES and CELERY, Friday and Saturday.
Extra Clerks and extra Vans engaged, so that every order will be delivered. Telephone To-Morrow EARLY, Up 3213.
Kingsley Harrison,
The People's Grocery, Provision, and Fruit Store.
42 VICTORIA ST., Montreal

open a grocery and confectionery business. Mr. Hord has spent some time on the road for different confectionery firms and his experience should be valuable. This makes twelve grocery stores in Mitchell.

R. M. Duckworth, Montreal, representing the Blue Ribbon Tea Co., called on The Grocer on Saturday with W. C. Campbell, a Toronto representative. Mr. Duckworth leaves next week on a trip to the coast in the interests of Blue Ribbon.

THE CANADIAN GROCER

Established - - - - - - 1866

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - 10 Front Street East
Telephone Main 7324
W. H. Seyler, Manager

WINNIPEG - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER - - - Geo. S. B. Perry

ST. JOHN, N.B. - - - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - - 1001 Teutonic Bldg
J. Roland Kay

NEW YORK - - - 544 West 145th St.
R. B. Huestis
Telephone 2430 Audubon

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wolf
Orell Fuesli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

A CHANGE WORTH MAKING.

The intention of the Ontario Government, as expressed recently, to adopt the farm system for inmates of the Central Prison, will meet with the hearty approval, not only of the general citizen, but also of the business man in all departments of trade.

The suggestion contemplates not only the disposal of the property now occupied for prison purposes in Toronto and the building of a new prison upon a farm, but also the abolition of the contract and piece price systems of employment.

The plan has advantages from whatever side it is regarded. From the standpoint of the prisoners alone the change will be beneficial, both morally and physically. The chances for moral and mental improvement will be infinitely greater when he is engaged in some useful work in the open air, able to enjoy the beauties of nature, than when he is kept picking oakum in an atmosphere contaminated by the comments, if not the close companionship of a number of more or less degenerate prison inmates.

The prisoners' labor can be used in a great variety of ways, in the cultivation of the farm's products, in the caring for animals and in the building and upkeep of roads. All this will have its pecuniary advantage as well as effecting improvement in moral conditions and tendencies.

Another and not the least important advantage is contained in the proposal to discontinue the system of prison manufacture of generally used articles. This business has been a troublesome point with manufactures in several lines, notably woodware, stepladders, sleighs, binder twine, etc., for years, and firms engaged in the manufacture of these articles naturally felt that an injustice was being done when prison-made goods, with their advantages in price, were allowed to compete with theirs which were produced in the ordinary way. The proposal will do away with all difficulty of this kind and should prove a boon in every particular.

ENCOURAGE LOCAL FAIRS.

There are more ways for the retailer to reach the farmer and his pocketbook than most merchants imagine. The bright little town of Kentville, N.S. furnishes a good example of one way, the importance of which is not generally appreciated. According to facts furnished us by a good friend of The Grocer in that town.

Some weeks ago a horse show was arranged in Kentville and the merchants of the town joined with the promoters to make the affair a success. How they worked and the interest that was taken may be judged from the fact that 2,000 visitors were brought into the town, which, by the way has a population of about 1,800 at an expenditure of only $60, presumably for advertising.

The value of these fairs, particularly to the smaller towns, cannot be too largely estimated. It is pretty certain that the Kentville merchants got back a good deal more than they laid out in benefits accruing from the influx of visitors.

Aside from the direct benefit received in largely increased sales for the day or days of the fair, there are other results worth considering. Such an exhibition is an excellent advertisement for the town where it is held. Visitors are attracted from a large section of country, become acquainted with the place, its industries, its stores and its attractive features and are likely to return frequently. In another way, the local merchants are pulled out of ruts in an attempt to get their places of business in attractive form for the inspection of visitors and general benefit results.

It will be well worth the retailer's trouble to lend every encouragement possible to such enterprises which are being arranged in his locality.

MORE IN IT THAN APPEARS.

Since public interest has been aroused in the Co-operative Act, whose features have previously been described at length in these columns, a rumor has gained considerable credence in Canada that there is more behind the measure than simply a desire to stimulate the co-operative movement. It is alleged that during the last two months, two or three representatives of parties interested in the movement in England and who are backed by abundant capital, have visited Montreal and Quebec with a view to establishing large houses for supplying the co-operative societies which are expected to develop after the new Act came in force.

His Excellency the Governor-General, as is well-known, holds the position of president of the International Co-operative Alliance, which operates in Great Britain and Europe. When the Co-operative Bill was before the Special Committee of the House of Commons for consideration in March, he went to some inconvenience to give evidence which was received with great interest by reason of his connection with the European organization. A study of his remarks on this occasion point to the fact that he is very heartily in favor of the co-operative system coming very widely into operation in Canada.

FIRMER PRICES FOR VALENCIAS.

Advices received from London this week regarding Valencia raisins note a material reduction of stocks in hand at that port and point to a decided stiffening of prices.

In March stocks of raisins held in London were quoted as 770 tons, or figured in boxes, 61,600. On April 1st holders were said to be in possession of 550 tons, or 44,000 boxes. This reduction of 17,600 boxes at this season is of considerable moment and as a result prices quoted local brokers are fully two shillings and sixpence above those furnished in March.

The many friends of J. Stanley Cook, assistant secretary Montreal Board of Trade, will be pleased to hear of his election to the office of president of the Westmount A.A.A. Mr. Cook is an advocate of amateurism in sporting circles and it is with this end in view that he will strive to further the betterment of the association. Mr. Cook is also secretary of the Dominion Wholesale Grocers' Guild.

THE SITUATION IN THE WEST

Seeding General and a Month Ahead of Last Year—Money is Freer and is Helping Business—American Capital for Western Farm Hands.

The Western Viewpoint, by our Special Winnipeg Correspondent.

Seeding is general throughout the Canadian West. This means that another week has maintained and increased the normal character of the conditions under which the wheat crop is being sown. It is just one month earlier than seeding last year, which the West learned to its very great cost was one month late. To the query, "How is the seed bed?" the answer is almost invariably, "Best in years," or "I never saw it better." There has been one warm shower followed by a day of high wind, blowing an average of over 50 miles an hour, and this cleared out the very last of the snow and dried off the wet spots so that the seeders could get to work. No time is being lost by the farmers, and the cry of "men wanted" is heard from every section of Manitoba and many parts of Saskatchewan.

* * *

The fine weather and prospect of early seeding had its reflex effect on the wheat market, which slumped quite heavily during the middle of the week, but showed steady signs of recovery on Friday and Saturday. Exporters have done a heavy business this week, not only in low grade wheats, but in No. 3 also, and a moderate amount of trade in No. 4. Export trade has been more active during the past five days than for the previous five weeks, though there has been a pretty fair trade in low grades all that time.

* * *

A careful inquiry among elevator owners goes to show that there is very little more than 2,000,000 of wheat in interior elevators and it is extremely doubtful if there is even two million bushels in farmers' hands, so that the amount to come forward now is considerably under five millions, when at the same date last year it was nearly 30,000,000 bushels. These are facts that are bound to tell on the trade in the long run, in spite of fine weather and large operations in seeding.

* * *

Stocks are heavy at Fort William and navigation is expected to open next week. There are a number of boats under charter and the wheat will go out with a rush as soon as there is open water.

* * *

Some of those who predicted $1.25 wheat early in the season are still looking for it, and it may come, but there is no disguising the fact that the enormous Argentine shipments have greatly lessened the probability of outside prices for our wheat this year.

One of the features of western news for the week is the loosening of the purse strings of the banks at country points. More than one branch has offered to advance 50 and 60 per cent. on good farm paper and the result is already beginning to be felt by the wholesale houses, where collections are steadily looking up. The movement is not large and at present it cannot be said to be general, but it shows the set of the tide and is giving a great impetus to business. Wholesale grocery houses report an excellent spring trade, far in advance of last year. Dry goods and hardware houses are a little more conservative in their statements of increase, but all admit that spring business is good. That there is money in the country is evidenced by the big department houses which send out catalogues. These houses reported March mail order business double what it was for March, 1907, and the first week of April more than double. This business, is, of course, strictly cash.

* * *

The influx of immigration has also tended to increase the money in circulation as the majority of the immigration this season, so far, has been of the moneyed class.

* * *

In connection with new immigration, both present and prospective, real estate dealers declare that there has been a larger inquiry for land suitable for mixed farming, than ever before. There are still speculators in wheat lands and wheat growers who want wheat land and nothing else, but over and above these are the better class of farmers both from Ontario, England and the United States, who are selecting farms with a view to mixed farming. This is the best news the West has had for many a day, for the tendency of new immigrants to grow nothing but wheat has been very marked in the past. When farmers start with mixed farming it not only indicates that they are practical men, but also that they have some capital as well, for mixed farming must have capital to start with much larger than is necessary for the mere raising of wheat.

* * *

The money depression in the United States was not an unmixed evil, as far as Western Canada is concerned, for it has without doubt tended to drive men with money, which they considered no longer safe in stocks and bonds to the Western lands for investment. Numbers of these men are securing blocks more or less large in extent, and not a few have announced their intention of bringing in only such farmers as will go in for diversified agriculture to buy their lands. This shows that a careful study of the situation has convinced numbers of these men that there is no better speculative investment than Canadian farm lands, which the investor sees to it that the class of men to whom he sells are of the right sort. Not a few of the American companies who bought larger tracts of land in the past five years and were careless of what type of farmer they sold to, have had a sharp lesson in the past year. Where buyers had been carefully selected for their experience in farming and their good equipment, it was rare for the companies to have to wait for their second and third payments, while in the case of those who sold to anyone who was willing to buy, regardless of their efficiency for the work to be done, they have had to earn their experience and wait for their money.

The warm weather has stimulated building to a great extent. Building permits are called for daily and buildings are being gotten under way as fast as possible. There is a large amount of Dominion Government building being done in the West this year.

* * *

Another indication that there is money when it is wanted is the active inquiry as to the date and place of the sales of pure bred stock under the auspices of the various breed associations. Saskatchewan has held its sale, but Manitoba and Alberta have both scheduled theirs for May. Already there is double the inquiry that there was last year. In addition to these large sales there will be one or two auctions held by individual breeders, with large herds of fine stock. Several of these men have been in Winnipeg recently arranging for dates and catalogues, and they all report the inquiry for foundation stock far ahead of this date last year.

* * *

Reports of the splendid condition of range cattle continue to come in week by week. There has been no setback of any kind this spring, so far, and by the middle of June shipment of export steers should be quite heavy. H.

TRADE NOTES.

Alexandre Bernard, grocer, Montreal, has assigned.

The assets of H. Dandurand, Montreal, have been sold.

Eva M. Walker, Hamilton, has sold her grocery to M. W. Roland.

Alfred Slater, grocer, Toronto, has sold out to Charles Wilson.

J. B. W. Smith grocer Sturgeon Falls, has assigned to Jessie Bradford.

Henriette Langelies, Montreal, has registered under style of the Standard Tobacco Co.

H. Finkleman, general store, Selkirk West, Man., has assigned to C. H. Newton.

Thomas Brownlee, grocer, Balcarres, Sask., has sold his business to Irwin & Drummond.

Constantine & Magee, general storekeepers, Elgin, N.B., have dissolved partnership, T. C. Constantine continuing.

Grocery News from Coast to Coast

News of the Grocery Trade From the Larger Towns and Cities of Canada—Letters From Our Own Special Correspondents.

AURORA.

Aurora, April 14.

James Whimster and Mrs. Whimster are enjoying a few days rest at Preston Springs.

* * *

Fred Underhill, father of Underhill Bros., who has been laid up with a broken leg for several weeks, is now able to be around town on crutches.

* * *

Towns & Co., Aurora, are contemplating installing a number of silent salesmen.

BARRIE.

Barrie, April 14.

This week at last sees the end of the snow on our surrounding country roads and now the sorely tried farmer can come into town with no fear of being stalled in a snow bank on the way. For the last two weeks on some parts of the road there has been very deep snow, while probably for the next half mile the road would be mud, making the traffic impossible for either sleigh or buggy. Consequently the high prices which have been ruling here got quite a bump this week when the thirty-five cent butter dropped to twenty-eight and eggs to fourteen cents a dozen. Chickens are a thing of the past, but any that are offered at all bring fourteen to fifteen cents. Potatoes are selling at 75c. to 90c. and a few apples at $1.25 to $2. Hay still continues at the twenty dollar mark, a price that has never changed since last November.

* * *

Steve Vair left last week for San Deigo, California. He intends to still follow the grocery trade in the west.

* * *

This season has been an exceptionally good one for maple syrup in this district and every day the farmers who go in for the making of this line may be seen coming into town with quite a supply, for all this there has been no great decline in prices, compared with other years, the prices to-day being from one dollar and ten cents to one twenty-five a gallon. A noticeable factor, too, is the short supply of the so-called "brown sugar" syrup.

* * *

Whitehead Bros., of the sixth ward, are offering their grocery stock and fixtures for sale.

* * *

Chas. Strange, who was appointed jailer for the Barrie jail about six months ago, has resigned his position, and will again be found in his store on Mulcaster Street. Charlie says he would sooner sell groceries on a small margin than serve prisoners.

Harry Callegan, who recently sold his grocery business on Bayfield Street to E. R. Wainwright, has been appointed ranger for Algonquin Park. Harry went north this week to take up his new position.

* * *

With Easter week here, the local fruit men have a heavy trade in imported fruits and vegetables, much better in fact than other years. Tomatoes are selling very well and are being retailed at 15c. a pound. Strawberries are selling at 15c. a box and one merchant told your correspondent that he has sold twice the amount of berries up till date that he sold last year, although the weather has not been at all favorable. Cucumbers are selling at 25c. for extra hothouse, while smaller grades are sold from ten to twenty cents. Pineapples are selling fairly well at 25c. each while oranges, which are very cheap and good, never sold better, but are showing a very bad rot.

EDMONTON.

Edmonton, April 13, 1908.

"There will be a considerable reduction in the price of canned goods in the west this year, which will have a tendency to reduce the cost of living. Just what this reduction will be I do not care to state, but I am confident that it will be fairly large."

This was the opinion expressed by Amos H. Baker, manager of the Old Homestead Canning Co., of Picton, Ont. when interviewed recently by a Canadian Grocer representative. Mr. Baker stated that some companies had advanced the price of canned goods 2c per case during the winter, but a reduction was bound to come. Freight rates had been lowered, solder was considerably cheaper, the price of cans had been lowered and all of these causes would contribute to a reduction in the price of canned goods in the west.

"What do you think of the likelihood of establishing canning factories in the west?" Mr. Baker was asked.

"I do not think it at all likely," was the reply, "at least until the population is many times what it is now. At the present time there are comparatively few vegetables grown in Western Canada, partly because the people find other lines more profitable, and partly because the soil and climate is not suited to the growth of many kinds of products to be canned, such as corn, etc. It would not pay, I think, to establish a canning factory for only certain lines."

* * *

Two years ago there were considerably less than a dozen wholesale firms doing business in the city. To-day there are nearly three times that number. Two years ago Edmonton's wholesale business was confined to a few lines of trade being chiefly the supplying of fur trading posts to the west and north, and the outfitting of fur trading parties. To-day practically every line of trade is supplied. Two years ago the wholesale territory was limited to a few miles on the south and a very few miles on the east and west. To-day the territory extends over a district of 100 miles to the south, 150 miles to the east, 100 miles to the north, and 40 miles to the west.

During the past year and a half this territory has been fairly well developed by the wholesale houses in the city and Edmonton now controls all the wholesale trade there is to be had in that territory. There is room, however, for much expansion within the same bounds and it is probable that it will be some years before it is developed to its capacity.

* * *

During the past fall and winter, when the results of the crop failures and the straitened conditions of the money market have been felt most keenly, the wholesale trade of Edmonton, while not experiencing any great expansion, has been satisfactory, unexpectedly so, in fact. Prominent wholesalers state that collections have been much better than they expected.

The local wholesalers, however, are very reticient in discussing the immediate prospects of a further rapid growth in wholesale business, and are inclined to be conservative in their statements.

* * *

The C.P.R. has definitely announced that it is to be part of their policy to make Edmonton a wholesale and distributing centre. With this end in view they have inaugurated a new freight tariff which went into effect last week. The new rates give a reduction of 5 cents per 100 pounds on freight in class 5 and 3 cents on machinery and agricultural implements. This places Edmonton on an equal basis with Winnipeg and goes a long way towards placing many of the agencies and distributing houses of large eastern firms on the same footing as the Winnipeg branches.

On the Canadian Northern there is also a reduction in the lake and rail freight rates for the coming navigation season in connection with their line at Port Arthur.

* * *

Smith & Milne, grocers, Namayo Ave., brought suit against a customer in the district court recently for $28.05 due them on account. Judgment was given for the amount of the claim.

GUELPH.

Guelph, April 13.

In the ten hour grind on roller skates last week, "Bill" Conery, the former traveler for Bovril in this section, won the race, going 120 miles in the 10 hours. He was at one time 3 miles

*Contributions are invited from hardware merchants, travelers or clerks in places where there is not a regular correspondent of this paper.

behind. I wonder could his staying qualities be ascribed to Bovril.

* * *

The Guelph Co-operative Association have made a good stand on the half holiday question by deciding to close on Thursday afternoons during July and August, and have also under consideration the advisability of closing on Thursday afternoons the whole year round. There is some talk of the other grocers doing likewise during the summer season. They should too, for the grocer clerks' hours are far longer than any other clerks'. Give the matter at least a reasonable consideration.

* * *

Johnston & Co. have sold their store on the Elora Road to E. Harvey and have decided to enlarge their main store on Gordon Street and remove all the stock there. This old grocery store is now likely to be a thing of the past as Mr. Harvey does not intend at present to have it continued.

* * *

It has been suggested that the clerks and salesmen hold their meetings in future in some hall, instead of an hotel parlor. The idea is a good one.

* * *

The Electric Light Commissioners have decided on a cut in prices in about a months' time, which shows the Merchants' Association is doing some good.

* * *

Most of the stores here are giving 17 pounds granulated sugar for $1 and have not changed the price for some months, but by the bag some are still selling less than $5.

* * *

Nearly all the stores that have meat counters or sell meat, have bought slicers within the last few weeks, and they seem to be giving good satisfaction.

* * *

W. H. Fielding has another fine new wagon on the road. J. A. McCrae & son have also added another to their outfit.

* * *

"Business and Religion" was the topic for discussion at the brotherhood meetings in Dublin St. Methodist church the last two Sunday mornings, and a large number of business men and others took part.

* * *

The Rev. G. F. Davidson in St. George's Church on a recent Sunday night also got after the merchants and also the bargain hunter.

* * *

The rush for housecleaning necessities and garden seeds is on and the grocers will be kept busy from now till after the 24th of May.

KINGSTON.

Kingston, April 14.

Fred Vanluven, grocer, Princess St., sold his stock and fixtures recently to the New Milk Co., Lee & Kirk, who intend to run a grocery in connection with the milk business. Fred was doing a good trade, but felt he needed a change. He traveled for a few years for Stuart, Harvey & Co., of Hamilton, and was well liked on the road. Some wholesale houses have approached him already and would like to secure his services. He sold his store and dwelling to S. Corbett, undertaker.

* * *

J. Y. Parkhill & Co., commission men, are finding their premises too small and will shortly move into the Oddfellows Block, which they have purchased. J. Y. Parkhill is a brother of William Parkhill, the Toronto grocer. He is a North of Ireland man and can put up a good argument, politically or commercially.

* * *

The Hamilton correspondent's advice regarding early closing is timely. Let us all wake up to the fact that we need more fresh air and sunshine, that life is short and we haven't got long to stay here. The early closing by-law passed a few years ago has been well kept here. Only a few shortsighted grocers, who relish long hours, keep open and look wearied, but they will fall into line some day.

* * *

The Easter meat show windows are beginning to appear. One of the best yet is shown in Gilbert's uptown store, dressed by R. James, of Liverpool. It has caused a lot of comment. The meat was purchased from H. Coleman, Kincardine.

* * *

Mr. Plewes, agent for the Hedley Shaw Milling Co., reports trade brisk around here. He has booked many good orders. Will Gardiner is taking orders as a side line for McGinn Rankin Milling Co., Collinsby.

* * *

Saturday's market was a big one owing to the fact that communication with the islands was secured by boat. Two boatloads of islanders came over, each carrying one or two big baskets of eggs and butter. The citizens saw the situation, bought slowly and down came the prices of butter and eggs. Butter was as low as 26c. and eggs 18c.

* * *

The prospectus for the newly chartered Crystal Bay Canning Co. was issued last week. It is capitalized at $50,000, to be taken up in shares of $50 each. I guess it will go for Kingston can stand a few more industries.

* * *

Miss Webster demonstrates Suchard's cocoa at J. M'Culla's grocery this week. I advised her to get her company to advertise in local and trade papers and give magazines a rest, and she promised to take the matter up.

* * *

"I am selling a lot of sugar lately," said Jim on the market square the other day. "I guess all the maple syrup in the milk cans isn't made out of maple sap."

* * *

Owing to judicious advertising in the Whig, Gilbert, the grocer, sold in four weeks 1,500 seven-pound pails of raspberry and strawberry jam. Mr. Gilbert used locals here and there throughout the paper.

STRATFORD.

April 14.—Retail merchants in this city have been reading the newspaper reports with interest in regard to the articles on the Co-operative Bill, just recently before the House at Ottawa. The local retail grocers followed the case with interest, and were largely instrumental in having a wire message sent to Ottawa to Perth County's representative asking him to look after their interests in the matter.

* * *

Easter Eggs—They were for sale by the dozens and dozens on the market last Saturday, and have been selling fast in the stores. The grocers find this year, now that the price is lowering, the Easter trade in eggs is in advance of the trade last year. The city is flooded with the hen fruit.

* * *

Grocers generally report that trade has just been about average, but that it is picking up steadily. The roads have been in a very poor condition in the country, and lately the farmers have been patronizing the trade of the country stores, being unable to risk the breaking of their horse's legs.

* * *

Len. Myers, formerly of the Will J. Norfolk store, is now with the McCully & Haugh. Mr. Myers is a clerk of much practical experience, and is liked by the dealing public. He is a splendid window dresser, and works up some very unique designs, which are, as a rule, equally attractive.

* * *

There is a large quantity of maple syrup for sale these days at the grocery stores, and now that the sweet liquid is becoming more plentiful, it is also becoming less dear in price.

AN ASSURED SUCCESS.

Montreal Exhibition of Groceries Opens With Bright Prospects.

That the Exhibition of Groceries in Montreal, which opens at the Arena Friday evening and continues until April 29, will be a grand success is an assured fact. Space has been at a premium since it was offered for sale, and it may safely be stated that the Arena will hold a number of exhibits of pure food products which have not been surpassed anywhere on this continent, or elsewhere.

Every care has been exercised to ensure the success of the exhibition. An advisory committee, composed of the leaders in the manufacturing, wholesale and brokerage grocery business has worked hard night and day and their efforts will not have been in vain.

Reduced railway fares are assured for out of town grocers desiring to take in the fair, which will be well worth coming a few hundred miles to see.

Markets and Market Notes

Reports From Canadian Markets and Notes From Primary Sources of Grocery Supplies—Sugar Advanced and Raw Markets Very Firm—Staple Lines Are Generally Steady.

QUEBEC MARKETS

Montreal, April 16, 1908.

POINTERS—

Sugar—Advanced 10c and very firm.
Butter—Firmer.
Eggs—Easier.
Maple Products—Sugar lower; syrup steady.

Another advance in refined sugar took place on Friday of last week. It amounted to 10c a barrel, and an upward tendency is still noticeable. Another advance is likely to occur at any time. Local refiners report a very good demand at present. Butter has assumed a firmer tone this week, which is due no doubt to storage stocks being light and receipts of fresh made creamery being very light. It is thought that present prices will hold for a week or ten days, when receipts of fresh made are expected to be increased. Eggs are a little easier this week, new laid being quoted at 17½c to 18c dozen. Pickled are not quoted this week, being off the market. The demand for the Easter trade is very heavy. New maple sugar is arriving quite freely now, and is lower in price, being quoted at 9c to 9½c a lb. New maple syrup is also arriving freely, but has not changed in price. Both lines are in good demand. The provision market is still very firm for all lines, with a good demand. Local packers report that Easter trade is slightly in excess of that of last year.

SUGAR—Another advance in price has taken place on sugar, which was put up 10c a bbl. all round on Friday of last week. The market still shows an upward tendency and it is likely that before long sugar will reach the $5 per bbl. mark. There is a very good local demand at present.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 75
" " " 50 lbs	5 85
" 25 lbs	6 05
Extra ground, bbls	5 35
" " 50-lb. boxes	5 50
" " 25-lb. boxes	5 70
Powdered, bbls	5 10
" 50-lb. boxes	5 30
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUP AND MOLASSES—The syrup market remains stationary since last report. There is a fair amount of business being done. Molasses remains very firm under good demand.

Barbadoes, in puncheons	0 31 0 33
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—There is a good demand for new maple sugar this week, and receipts are pretty heavy. Prices are lower, pure Townships sugar being quoted at 9c to 9½c. New maple syrup is also in good demand, and new crop goods are being received quite freely. Prices, however, have not changed, being the same as last week.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 09 0 09½
Pure syrup, 8½lb. tin	0 60 0 65

TEA—Local dealers report a good improvement in the tea business this week all lines being in good demand, especially Japans, on which line some nice transactions are reported. Prices remain stationary and are expected to hold for some time.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
Medium	0 22 0 25
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 19 0 20½
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingauey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

DRIED FRUITS—There has been no change in the dried fruit situation since last week, there being nothing more than the ordinary consumptive demand for all lines. There was a report of the California crop being greatly damaged by storms, but it was later learned that there was no cause for alarm. There has been no change in prices:

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb cartons	0 07 0 07½
Finest Vostizzas "	0 07 0 08
Amalias "	0 07 0 08
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½
Selected, per lb.	0 06½
Layers, "	0 05 0 06½
Dates—	
Hallowees, per lb	0 05½
Sairs, per lb.	0 04 0 04½
Packages "	0 05½ 0 06½
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" boxes	
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb.	0 32
Peaches, "	0 18
Pears, "	0 18
Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10 0 11
" " " 40-50s	0 08½ 0 09
" " " 50-60s	0 08 0 08½
" " " 60-70s	0 09
" " " 70-90s	0 07½ 0 08
" " " 90-100s	0 06½ 0 07

COFFEE—The coffee market has shown no change since last report. A fair amount of business is passing, and the market remains steady at unchanged prices.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 08½ 0 09
Santos	0 11¼
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

RICE AND TAPIOCA—Dealers report a much better demand for rice this week, but the market remains steady at unchanged prices. The tapioca market is very quiet, demand having fallen off considerably this week. Prices remain steady.

B rice, in 10 bag lots	3 [illegible]
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06½

SPICES—Spices remain featureless, there being only a fair demand for all lines at the old prices.

	Per lb.
Peppers, black	0 16 0 20
" white	0 22 0 27
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 25 0 60

EVAPORATED APPLES—The evaporated apple market remains unchanged, there being a fairly good demand at unchanged quotations.

Evaporated apples	0 07½ 0 08

BEANS—The bean market remains firm at $1.75 to $1.80 per bag, with a fair demand. Business in this line is dull at present.

Choice prime beans	1 75 1 80

RAW FURS—There has been no change since last report, all quotations being the same.

Mink	3 00 6 00
Marten, pale	3 00 6 00
" dark	8 00 20 00
Fox, red	2 50 4 00
Lynx	5 00 10 00
Otter	15 00 25 00
Fisher	5 00 7 00
Weasel	0 15 0 25
Muskrat	0 15 0 28
Canadian coon	0 75 1 25
Skunk	0 25 1 40
Bear, large	8 00 10 00
" small	3 00 5 00
Spring muskrat	0 32 0 40

POULTRY—Poultry is very scarce, especially fresh killed, there being no receipts of fresh stock yet, and as local holdings are light turkeys are selling as high as 23c per lb. At present the demand is very heavy owing to the Easter trade.

Hens	0 10 0 12
Chickens	0 15 0 17
Turkeys	0 21 0 23

CANNED GOODS

MONTREAL—The canned goods situation is unchanged since last report, the usual amount of business being done. All lines are in good demand.

TORONTO—Business is rather more encouraging this week and with the coming of warmer weather demand will probably be more active.

ONTARIO MARKETS.

POINTERS—
Sugar—Advanced 10c.
Beans—Firmer.
Prunes—Selling well.
Collections—Fair.

Toronto, April 15th, 1906.

Conditions are somewhat more encouraging in the wholesale markets this week. The improved condition of the country roads is responsible to some extent for this, farmers being able to get into town much more easily for buying and the general feeling that spring is here, with the prevalence of more encouraging weather, is also a factor in the opening of better business.

The further advance of 10 cents on sugar, which occurred on Friday, and brought the price for standard granulated up to $5.00, was the notable feature of the week. Beans are somewhat higher, as the result of large purchases by American buyers and the supply seems tending toward the short side. Otherwise the markets have been generally steady.

The financial side of the business is not as satisfactory as it might be. Wholesalers report collections a little slow with the outlook rather more encouraging.

SUGAR—The advance of 10 cents in Canadian refined, which occurred on Friday was but the natural movement of a market which had been growing in strength since the last advance on March 21st, and was only to be expected. This brings extra standard granulated up to a $5.00 basis.

The market continues exceedingly strong, even in the face of this last advance, and indications only point to a movement of prices upward.

Willett & Gray say of the situation in raws:

"The temporary reaction to the advancing markets, noted last week, continued until the receipt of the weekly cable figures from Cuba. In the meantime Europe declined from the high point of 11s 5¼d for beet sugar of March 31st to 11s 1½d on April 6th, and there were sold here 10,000 bags Cuba Centrifugals at 2.94c c & f., 96 degree test, with 40,000 bags Porto Ricos at 4.30c per lb., both lots for shipment, and not changing the spot quotation, which remained at 4.36c per lb., duty paid.

"Following this small reaction, the crop news from Cuba quickly made a market recovery which carried beet sugar to a new high level at 11s 6¾d, with a quiet close at 11s 6d.

"Also renewed business in Cuba Centrifugals followed at 3c c. & f., 96 degree test, to extent of 80,000 to 100,000 bags, comprising all sugars on offer, and closing with holders asking 3 1-16c c & f. for further limited offerings.

"Our refiners also secured a considerable quantity of European beet sugar at reported 11s 6d to 11s 8¼d c. & f., but declined to go on when higher prices were named, prompt shipment being offered to-day at 11s 10½d c. & f. So that at the close buyers and sellers are apart for both cane and beet sugar, with the advantage in favor of sellers in tone and tendency.

"Now that some 150,000 tons of beet sugar have been bought in Europe, it becomes an interesting question as to the remaining quantity available of American qualities, not above 16 D. S. in color.

"In answer to this question one cable reply to-day from Austria says: 'Unsold 25,000 tons; refiners' supply, 100,000 tons.'

"This reply is not altogether definite, but indicates, perhaps, that refiners holding American grades might resell the same to extent of 100,000 tons. One thing is becoming evident, that all available American grade beet sugar remaining from last crop can find ready purchasers here sooner or later.

"The recent sales of Philippine sugar noted last week were made in part on basis of 3 11-16c per lb. duty paid, basis of 88 degree test. This figures a result to the Filipino of £9 9s 7d per ton, f.o.b., against the local quotation in Manila, in January, of £7 8s 8d f.o.b. for assorted marks—a recent profit of over £2 per ton. It is difficult to find new sellers, and the lowest price intimated is equal to 3¾c, 88 degree test basis.

"The comparatively low quotation for new crop beet sugar (Oct.-Dec. delivery) 10s 3¾d, can only be accounted for on the theory that the 300,000 tons Russia Crystals, to be let into the U. K. after September 1st, has an influence which casts its shadow before.

"No recent business is reported in Java sugars, the offerings including July shipment at 12s 3d c. & f., and August shipment at 11s 9d c. & f. Our cable yesterday from Java reports favorable weather for the growing crop.

"The tone and tendency is to further improvement, which may come slowly."

In regard to refined, Willett & Gray say, in part:

"Present prices have not checked consumption of refined, and even considerably higher prices are not likely to do so to any material extent. People will economize in other directions before curtailing on sugar, and with better prospects for fruit than last season, the consumption should proceed satisfactorily.

"The next change in refined, when it comes, will be an advance.

"It is well to carry a full supply, even to August and September."

M. G. Wanger & Co. comment in an interesting manner on the present situation as follows:

"The loss in the Cuba crop can now be counted upon as 500,000 tons. The losses in the other West Indies, Java and Mauritius, and in India, bring the total shortage to a considerable quantity. That shortage is the basis upon which prices have been advanced. It is just so much taken from the world's supply and the sugars cannot be replaced until the next crops mature. As the season progresses, bringing along its big consumption with the warmer weather and the need for extra supplies to meet the fruit canning demand, the shortages in this year's sugar crops will be felt more than now, and as that big consumptive demand diminishes the stocks held prices will register additional advances and we can expect firm markets, with perhaps a slight reaction now and then until the end of summer."

Estimates of visible supply show a total stock of Europe and America 3,381,199 tons, against 3,726,579 tons last year at the same uneven dates. The decrease of stock is 345,380 tons, against a decrease of 340,960 tons last week. Total stocks and afloats together show a visible supply of 3,491,199 tons, against 3,806,579 tons last year, or a decrease of 315,380 tons.

Prices quoted locally at time of writing were as follows:

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 20
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Business continues only fair at prices quoted below. There is an active demand for pure maple syrup, and though this is coming in quite freely it is still held very high.

Syrups—		
Dark		
Medium	0 30	0 35
Bright	0 36	
		Per case.
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " "		2 65
20 " " " " "		2 60
Barrels		0 03
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—The local market continues quiet with the buying of a hand-to-mouth variety.

The markets abroad seem to be improving in tone, with some emphasis in demand for higher grades. Thompson Bros.' weekly circular, dated April 2, summarizes the situation prevalent in Great Britain at that time as follows:

"The general buying on the part of the larger blending houses has resulted in a better market all round, quotations for the medium grades have been especially influenced and a satisfactory feature has been the fact that the finer kinds have not been depressed in consequence. The outlook for next week points to a strong market for all growths above common, as business in the private market has been done in teas withdrawn from the recent sales, at better prices. Last month's London figures for British growths, just to hand show a marked improvement in the position; clearances show an increase of no less than 3,000,000 lbs., while stocks are some 4,500,000 lbs. behind the statistics for 1907—the export figures are however 1,000,000 lbs. less than those of last year."

An advice received locally from Colombo during the week records some interesting facts as to the condition of the crop. It says in part: "Rains have fallen in some parts of the planting dis-

tricts and flush is coming on well. Tea planting on new clearings is going on somewhat extensively and we have it on good authority that some 20,000 acres are going into tea this year in Ceylon and Southern India. This has made a great demand on seed, the price of which has gone up tremendously in consequence.

COFFEE—Dealers report business as continuing brisk under active demand.

Willett & Gray in reviewing the present situation in coffee say:

"The receipts point to a crop of probably 10,250,000 instead of $10,000,000 bags, but those who a year ago estimated the current crop at 14,000,000 to 15,000,000 bags are highly incensed that the crop is so much larger than expected, while the actual outturn is only 4,000,000 to 5,000,000 bags less than they predicted.

"The process to consolidate the available coffee in a few hands will be very plainly seen at the end of this crop, when it is probable that out of a total visible of 13,500,000 to 14,000,000 bags, the government and their friends will control 10,000,000 bags, and in the stocks of mild coffees, with the stocks at Rio and Santos, will make up another 2,000,000 bags, which altogether will comprise a very large percentage of the total. The consuming world which has been encouraged from the very beginning to believe that the financial condition of the government was weak and that liquidation had to be put through forcibly at one time or another, will find out its mistake. It has never been the intention of the government to create a corner or to withdraw any coffee from consumption which the trade would call for. Their policy, as originally announced, will be continued, and that will be to sell only when the trade urgently demands it, and only in such quantities as they may require, as the government is fully prepared to finance the operation to properly comply with the condition."

DRIED FRUITS—Prunes continue to be in considerable demand but the market otherwise is dull. Advices this week from London point to a shortened market and a likelihood of stiffer prices in valencia raisins. Stocks in hand have been reduced from 770 tons in March to 550 on April 1 and quotations are quite 2s 6d over last prices furnished brokers here.

William Hill, Jr., of New York, reviews the position of currants as follows: "The market in Greece continues unchanged and firm at above the parity of prices prevailing on spot. A good inquiry continues to be noted, showing that buyers are now about ready to replenish their stocks, having realized that present offerings are at minimum figures. Already a better feeling is being experienced by holders here. An improvement in prices on spot must be looked for shortly. The general situation of currants throughout the world is favorable to holders as stocks are decidedly less than usual at this season of the year, and barely sufficient to cover a normal consumption during the remaining three to four months of the current crop year. There are no parcels afloat to the states as far as known."

Prices locally are as follows:

Prunes, Santa Clara—	Per lb		Per lb
100-120s	0 06	37-40, 25's, 50-lb. boxes	0 09½
90-100s, 50-lb boxes	0 06 0 07	70-80s "	0 07
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 04		
Bag Figs	0 04½ 0 05		
Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana	0 09½ 0 13		
" Fancy	0 11 0 12½		
" Extra fancy	0 14 0 15		
Valencias, new	0 06½ 0 07		
Seeded, 1-lb packets, fancy	0 11½		
" 16 oz. packets, choice	0 11		
" 12 oz. " "	0 09		
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

RICE AND TAPIOCA—The market is steady, with no new features.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05½ 0 05¾

SPICES—Business continues fairly good, with no new features to report.

Peppers, blk	0 16
" white	0 25
Ginger	0 18
Cinnamon	
Nutmeg	0 30
Cloves, whole	0 30 0 35
Cream of tartar	0 22 0 27
Allspice	0 13
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25
" ground	0 25 0 3

NUTS—The market is quiet, as is usual at this time of the year. Prices are unchanged.

Almonds, Tarragona, per lb	0 13½
" Formigetta	0 13½ 0 15
" shelled Valencias	0 28 0 32
Walnuts, Bordeaux "	0 10½ 0 11
" shelled	0 27 0 28
" Maxbot, "	0 12½ 0 13
Filberts, per lb	0 11

BEANS—Heavy buying by representatives of American firms have stiffened the market till it is being felt by the wholesalers, and prices are advanced slightly. Indications point to light holdings and dealers say the supply will be very near the end in another month.

Beans, hand picked, per bush	1 9 1 90
" prime No. 1 "	1 85 1 90
" Lima, per lb	0 07½

EVAPORATED APPLES—The market is a little easier this week, with light business passing.

Evaporated apples	0 07½ 0 08

HIDES AND WOOL—Though American markets have improved slightly conditions in Canada are on about the same basis and business is very light. Prices are unchanged.

Hides, inspected, cows and steers, No. 1	0 05½
" " " No. 2	0 04½
Country hides, flat, per lb.	0 04
City Calf skins	0 10
Country Calf skins	0 09
Dekins	0 60
Sheep skins	0 70 0 80
Horse hides, No. 1	2 50
Rendered tallow, per lb.	0 04½ 0 05½
Horse hair, per lb	23

SAYS CORRESPONDENT WAS MISTAKEN.

President of Dominion Wholesalers' Guild Takes Exception to Statement in Last Issue.

The following letter from H. C. Beckett, Hamilton, president of the Dominion Wholesale Grocers' Guild, was forwarded us during the week. It is self-explanatory:

"Editor Canadian Grocer.—In your issue of April 10th, page 34, your Hamilton correspondent makes the statement that the retail trade feel annoyed because neither the Dominion nor the Ontario Wholesale Grocers' Guild paid any attention to the threatened legislation at Ottawa regarding the Co-operative Act, and your correspondent very rightly maintained that the wholesale trade should put up a fight to protect the rights of the retailer.

"Your correspondent is wrong and it is a poor compliment to the wholesale grocery trade to be accused of being indifferent to the interests of the retail trade, when there is absolutely no justification for it.

"As a matter of fact, several representatives of the Dominion and Ontario Wholesale Grocers' Guilds did go to Ottawa and protested in a most vigorous manner against legislation that was not based on sound business principles; not only that but they joined hands with the retailers in protesting.

"I am astonished that a reputable journal such as yours would print such rot about the wholesale grocers when, if you had taken the trouble to make enquiries, you might have avoided casting any reflections upon the wholesale grocery trade.

"The grocers' section of the Retail Merchants' Association of Canada has been doing a magnificent work in protecting the retail trade against unfair legislation, and in this they have been loyally supported by members of the Dominion Wholesale Grocers' Guild. I believe, and am sure, that your intention is to be fair, but, when the way is open to get at the facts, there is hardly any necessity for printing untruths.—

H. C. Beckett."

[In considering this matter it should be understood that this paper does not hold itself responsible for statements made by its local correspondents. The best men procurable, who have considerable knowledge of both retail and wholesale trade conditions, are secured in each town, and their statements are understood only as an index of local opinion.

As a matter of fact, we were ourselves unaware of any steps that had been taken either by the Dominion or Ontario Wholesale Grocers' Guild, up to the time of the publication of the item Mr. Beckett complains of, in opposition to the Co-operative Act. The matter had been very carefully followed in this office and among the trade in Toronto and nothing was heard of the matter. Careful inquiries since this letter was received among members of both the Ontario and Dominion Guild in Toronto have assured us that nothing is known here of such action being taken.

The Grocer regrets that an injustice has apparently been done the wholesale grocers in the matter. We will be glad to receive from Mr. Beckett details as to any steps which have been taken in opposition to the measure as evidenced in his letter and will give these the utmost publicity possible.—Editor.]

THOSE QUESTIONABLE APPLES.

Manager Smith, of Oshawa Canning Co., Tells His Side of the Story.

Mr. F. Smith, manager of the Oshawa Canning Co., whose goods have been so severely criticized in the West the past couple of weeks as a result of the alleged questionable condition of some canned apples sold in Winnipeg, called on The Grocer this week and gave us his story of the shipment.

"The apples in question," Mr. Smith says, "were shipped from Oshawa to Winnipeg about twelve months ago after being in storage for some time at the factory. Before shipment they were examined and passed as satisfactory and there is absolutely no truth in the newspaper reports which say the goods were rejected in Ontario before being shipped to the West."

The goods were consigned, Mr. Smith alleges, to a jobber in Winnipeg. Some time ago this gentleman informed Mr. Smith that some of the cans were swelled and the fruit spoiled. On receipt of this information Mr. Smith offered at once to make a settlement. This plan was followed and a quantity of the goods were returned to Mr. Smith and stored in the Canadian Northern warehouse in Winnipeg.

While they were there, Mr. Smith says, he asked that a competent man be appointed to inspect the goods with a view to throwing out swollen and unsatisfactory tins. This was done, some quantity of the apples was disposed of and the Oshawa Canning Co. settled for the loss.

After this another firm of jobbers, Williamson Bros., stepped in, made an offer for the fruit and a portion of the lot was disposed of to them. Mr. Smith supposes that sales were then made without further inspection and the trouble developed later when the goods got into the retailers' hands.

Another jobber, F. Barteaux, at this time, wired in an offer to the company at Oshawa for the balance of the apples held in store at the northern warehouse. The company, supposing that he had made an inspection of the goods and knew what he was buying, accepted the offer and the sale was made in the ordinary course of business.

Mr. Smith claims that the Oshawa Canning Co. is in no way liable for the allegedly questionable condition of the fruit, which he also questions. While the companies are only held liable for swells and defects he did not hold to his privileges in this instance, but paid the Winnipeg jobber in full for the shipment. As a matter of fact, Mr. Smith notes that as yet not a cent has been received by his company for any of this shipment of apples.

Mr. Smith says that the same procedure was followed with this shipment of goods as is customary in the trade and that there was nothing irregular. He has had some of the goods examined since the trouble arose and they have been found satisfactory. The same goods, he says, were sold in Toronto and no complaint has been heard.

Mr. Smith is very much surprised that any of the apples should have been characterized as poisonous. He claims that the heat of cooking will restore the fruit even in tins which have become swelled, to a condition quite fit for food and that the contents could by no means be poisonous. In no case have the company offered to sell swollen goods.

Mr. Smith purposes securing some of the goods complained of and submitting them to a competent analyst for a test of their quality. The result of this will be given to the trade and will no doubt be awaited with considerable interest.

NEW OFFICERS IN OTTAWA.

At a meeting of the Ottawa Retail Grocers' Association on Wednesday evening, April 8th, the following nominations were made for the year's officers: President, F. W. Forde, H. C. Ellis, W. M. York; first vice-president, W. M. York, A. Phillips, P. Lamoureux, Ald. Farmer; second vice-president, P. Lamoureux, C. McLean, T. Bell, Geo. Atkinson; secretary, A. G. Johnson, (acclamation); treasurer, C. J. Provost (acclamation); executive committee (five to be elected), G. Hopper, Ald. Cunningham, T. Collins, J. Bambrick, Ald. Farmer, N. S. Schwerdfager, P. D. Herbert, R. Powell and W. J. Kennedy.

Elections will be held on the 22nd instant.

The following committee were chosen to look after the arrangements for the Pure Food Show to be held at the time of the Canada Central Fair in the fall.

Securing Exhibits—F. W. Ford, H. C. Ellis, C. J. Prevost, A. G. Johnston, J. Bell, J. Bambrick, C. B. McLean, F. Huband.

Finance—F. W. Ford, P. Lamoureux, J. Bambrick.

Space—H. C. Ellis, T. Collins, G. Atkinson, J. Mundy, A. G. Johnson.

Decoration—G. H. Hopper, W. Goodall, A. G. Johnson.

Reception — P. Lamoureux, D. A. Younghusband, A. Phillips, Bate & Co., Powell, C. Baxter, W. Cunningham, H. Dorion, W. J. Kennedy.

Managing and Advisory—T, C. Bate, J. Gardiner, C. J. Prevost, N. Beaudry, W. Beckett.

Messrs. Ford, Prevost, and Johnson were appointed to visit the Montreal pure food show on April 22, with a view to securing exhibits for Ottawa.

It was also decided to undertake a collecting and reporting system and the executive was authorized to sign a contract with a firm of brokers who will act for members of the association in collecting bad debts and reporting customers who are poor pay.

MAKING A SUCCESS ON THE STAGE

Joseph Park, who took one of the leading parts in "Mary's Lamb," Richard Carle's musical comedy, which appeared at the Princess Theatre, Toronto, last week, is the youngest son of Wm. Park, of Park, Blackwell & Co., the Toronto pork packers.

Mr. Park went on the stage about thirteen or fourteen years ago and has made quite a success in the profession. He has a magnificent baritone voice which is much admired and his part in "Mary's Lamb" was commented on very favorably in Toronto. During his stay in the city Mr. Park, who was accompanied by Mrs. Park, was the guest of his brother, Alex. Park, on Winchester St.

NEW PACKING HOUSE FOR EDMONTON.

Edmonton's new packing plant, which is being built for Griffin & Co., and which is expected by local dealers to make that city the Chicago of the west, will be rushed forward from now on and it is expected, will be completed and ready for equipment before the summer is over. The construction had reached the third storey when work was stopped last fall.

All possible haste will be made in getting the walls of the remaining four storeys up and the roof on.

The building is 163 by 123 feet and is being erected after the style of the large packing houses in Chicago and Kansas City. There are to be two main divisions, namely, the cooling division and the main manufacturing division. The cooling division will have seven floors with a total storing capacity for carcasses of 5,000 cattle, 3,000 hogs and 1,500 sheep, which is expected to be the daily output when the plant is in full swing.

A power and heating plant is also to be erected in connection with the packing house, which is to be 122 by 90 feet. The plant is three miles from the centre of the city to the northeast. It has been supplied with water and sewerage service from the city system.

HINTS TO BUYERS.

Dealers say that all signs indicate that 1908 will be by far the largest year for tan shoes ever known. With this in view merchants should see to it that their stock of tan shoe dressing is well filled up. Dandy Russett Polish, manufactured by Whittemore Bros. & Co., Cambridge, Mass., is one of the most satisfactory polishes on the market, and should be found on the retail merchants' shelves.—Advt.

"If you have a good thing you should let the world know it." The following of this principle has enabled many business men to make a success. Every retail merchant should aim to keep before the public the seasonable goods that he has on hand. Salable goods should be kept to the front in their proper seasons. Just now is a particularly good time to make a display of brushes, brooms, woodenware, etc. Your windows and show cases should be utilized to show the variety of goods you carry in these lines. In many stores these goods are not regarded as suitable for display, and are relegated to back shelves and out-of-the-way corners. Try the effect on your trade of giving these lines a front place.

W. P. Eby, of Eby-Blain & Co., Toronto, left on Saturday for a three weeks' trip to Manitoba, the Northwest and British Columbia.

How's Your Trade

in the following lines ? Here is a quotation that ought to fetch orders your way :

LALOR'S "BEST" Evaporated Apples, boxes 50 lbs., at 7½c. lb.

RED CROSS 3-lb. Baked Beans in Chili Sauce, cases two dozen, $1.00 a doz., less 20 per cent.

Vinegar ! Vinegar ! Vinegar !

in barrels, half-barrels, octaves and half-octaves.

We have just contracted for

100,000 Gallons

from no less a firm than

THE OZO COMPANY, Limited

Strength and purity a compliment to the well-known "Ozo" integrity.

HUDONBERT	-	118 grains
GAZELLE	-	88 grains
CYCLONE	-	72 grains

We cannot quote our figures in the papers. You wouldn't believe your own eyes ! But just ask for our prices and keep your mind on the 100,000 gallon order when you get our almost-given-away prices.

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

To the Grocery Trade of Canada:

DO YOU KNOW

that the Essex brand of **Prepared Pumpkin** is the best packed in Canada or any other country? For proof of this, we will submit sample. Are you open for any? If so, write to

THE ESSEX CANNING & PRESERVING CO., LTD.

28 WELLINGTON ST. E., - TORONTO, CANADA

We will quote prices that will interest you and prove profitable.

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

Getting Holiday Business,
Special Sales,
Expositions,
Souvenirs,
Package Sales,
Money Making Ideas,
Contests,
Sensational Advertising.

Do you want to know **333 WAYS OF GETTING TRADE?** We will send you "Sales Plans" postpaid on receipt of **$2.50.**

282 Pages **Bound in Cloth**

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Technical Book Dept.. 10 Front St. E., Toronto

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

We are offering
Splendid Value in

ROLL BACON

A rapid seller at present time on account of special low price.

MILD CURED
NEATLY ROLLED
NICELY SMOKED

Trial order will convince superiority.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Hams Bacon
Eggs
For **EASTER**

ORDER NOW

F. W. Fearman Co.
Limited
Hamilton, Ont.

THE BEST TEST

of ham and bacon is—eat it! So it is not only the proverbial pudding whereof the proof is eating. Just YOU try

CORONA BRAND

HAM AND BACON

and you will then be in possession of the "reason why." You can't imagine anything so savory, so tender, sweet and juicy, as Corona Brand Ham and Bacon.

PRICES ON REQUEST.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
WE HAVE NO RETAIL STORES.

WHAT IS EASTER

or any other festival for that matter —which doesn't open up in the morning with new laid eggs and

RYAN'S
Short Roll Bacon

This is the most delicious and the cheapest meat on the market. Mild cured, made from carefully fed young hogs.

Get our prices to-day.

The WM. RYAN CO.
LIMITED
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Cheese Steady With An Easier Tone—Butter Firmer Under Active Demand for New Made—English Market More Receptive for Canadian Hams and Bacon.

CHEESE AND BUTTER BULLETIN

Montreal, April 15, 1908.

Cheese continues pretty steady in feeling, with a slightly easier tendency, if anything. This weakness is not noticeable on the surface, but it appears to be there, however, and may be observed if one is in the market to buy.

The easiness is due to the lack of inquiry in a buying way. Old Country houses have not been very keen over the Canadian situation during tne past week. But little stock has left Montreal for the other side within the past six or eight days. Some shipments have been made, but these are believed to be chiefly on order, that is, cheese which has been held awaiting the commands of the owners across the water.

Holders continue to ask the same prices as last week, practically 13c to 13¼c for colored, but it is quite probable that they would shade if there was a buyer for a large quantity. One dealer stated that 12¾c would be accepted by many for large sales because of the fact that the market is exceedingly dull and shows no immediate improvement.

With navigation about to open, however, it is likely that greater interest will be displayed in this commodity. Usually the river is open about the last week in April, and this year the opening will be quite as early as in past seasons, if not earlier. Steamship companies generally schedule their boats to arrive in Montreal the latter days of April or the first few days in May, for the first trip of the season.

What white cheese is on offer is quoted around 12¾c to 13c, but, as in colored, it is believed that smaller figures would be accepted if sales would result.

Receipts of cheese last week amounted to 113 boxes, against nil boxes previous week and 709 boxes same week last year. Total receipts to date amount to 2,054,111 boxes, against 2,351,085 boxes same period a year ago.

Owing to the great demand for new butter and the scarcity of the article, prices this week jumped up to 34½c and 35c. These figures are quite an advance on the quotations given in these columns last week, which were 29¼c to 30c for finest new make.

On Saturday last at Cowansville, 33½c was paid for the goods of one factory, which means about 34c in Montreal. Many other purchases are being made on a similar basis, but the cost of bringing the butter to Montreal would make the price in many cases one cent above that paid at the creamery.

Most of the arrivals of new butter are express, the make not being large enough yet to warrant freight shipments. In fact, demand is so strong for the new goods, makers are obliged to ship by express in order to place it as quickly as is desired.

It is expected that these prices will be easier after the first few days of next week, owing to the finishing of Lent, which ends to-morrow. It remains to be seen, however, whether they will be maintained longer than is expected.

Dairy butter is quoted to-day in the neighborhood of 28c to 30c. There is a fair supply on hand, and demand for it is good. It is for the new creamery, however, that there is the real demand, and dealers are at their wit's end to supply their various customers in a quantity which will satisfy them even in a measure. It is likely that the advanced figures asked this week will check consumption to a certain extent, as the high prices did a few weeks ago.

Receipts of butter last week amounted to 379 packages, against 167 packages previous week, and 579 packages same week last year. Receipts to date amount to 417,212 packages, against 613,797 packages same period a year ago.

THE PROVISION SITUATION

A scarcity of Canadian bacon and ham in Great Britain at present has forced that market into a somewhat more receptive mood, and a good demand for the best selections has advanced prices a couple of shillings above last week's quotations. Canadian goods now demand prices ranging from 6 to 10 shillings per hundredweight higher than the home product.

Even with the market in this encouraging condition little Canadian product has been going forward. Local deliveries have been exceedingly light and with a good demand here the local markets have taken practically all the goods turned out.

Deliveries at American points have also been light and as a result of market conditions summarized below, shipments from the United States to the British market were materially curtailed. The Danes, however, were just as busy as ever last week and sent over an aggregate of 50,000 boxes to the British market. Advices from England note that a material curtailment of Danish deliveries is expected for several weeks, shortly, and this should provide for considerable encouragement to the Canadian packing industry.

Prices ruling this week were, for hogs f.o.b. $6.10 to $6.15, and for hogs off cars at factory $6.50 to $6.70.

The New York Journal of Commerce gives the following summary of American market conditions last week:

"The past week has witnessed a marked falling off in speculation in hog products. Receipts of hogs have been a little more liberal but still moderate, and the advance in prices has been checked, though they have not yet reacted to any extent. But the shorts appeared to have been pretty thoroughly scared out previously, and demand has fallen off materially, as the packers have not appeared to have been supporting the market, except on weak spots to prevent a break. The publishing of the month's stocks, showing an increase after a month of light receipts in March, seems to have taken all the bull sentiment out of the market. But there has been no pressure to sell either from the packers or speculators, as the packers own the stocks, and shorts would only be putting themselves in their power by selling the market short. As a result, it seems to be drifting into a dull rut, with no public interest of importance, now that the shorts have been outsqueezed, although there may be some outside long interest yet. But if so, and of any importance, the next move will be for the packers to shake them out. The fear of this has materially curtailed spot demand this week, although there has not been selling pressure enough to produce any decline as yet from the late advance. Prospects of a better hog supply, when farmers have finished their spring work, are considered good, and improvement in this week's receipts is regarded as a sign in this direction."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is still very firm with a brisk demand for all lines. Local packers report Easter trade this year to be in excess of that of last year.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 13
"	20-lb. pails, wood	0 12¾
"	cases, 10-lb. tins, 60 lbs. in case	0 13
"	5-lb. "	0 12½
"	3-lb. "	0 12½
Lard, compound, tierces, per lb.		0 08½ 0 09¼
" " tubs		0 08¾ 0 09¼
" " 20-lb. pails, wood		0 09 0 09¼
" " 20-lb. pails, tin		0 09
" " cases, 10-lb. tins, 60 lbs. in case		0 08½ 0 10
" " " 5-lb. "		0 08½ 0 09¾
" " " 3-lb. "		0 08¾ 0 09¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear		22 00
American fat back		23 00
Breakfast bacon, per lb		0 13 0 15
Hams		0 12½ 0 14½
Extra plate beef, per bbl.		13 00 14 50

BUTTER—The butter market is firmer this week, as will be noticed in the quotations given below. This is due to storage stocks being light, and receipts of fresh made limited. It is expected that present prices will hold for a week or so, until the receipts become heavier.

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

I GET HIGHEST PRICES
for
BUTTER : EGGS
SELLING DIRECT TO CONSUMER
Will handle your produce on commission —prompt returns
Correspondence Solicited
L. A. HEATH
332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rotherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

Roll butter is still scarce and top prices for this line prevail.

Creamery, fall make, boxes	0 31	0 32
Fresh Creamery,	0 34	0 35
Dairy, tubs	0 23	0 24
Fresh large rolls	0 27	0 28

CHEESE—The cheese market is a little easier this week. New large cheese is quoted at 13¼c to 13½c, while new twins is quoted at 13½c to 13¾c. Some of the factories in the Brockville district are now in operation.

Cheese, old	0 15½	0 16
" new, large	0 13¼	0 13½
" " twins	0 13½	0 13¾

EGGS—The egg market is a little easier this week, and fresh laid are quoted at 17½c to 18c dozen. Pickled eggs are not quoted this week as they are off the market. Demand for new laid is heavy for the Easter trade.

New laid	0 17½	0 18

HONEY—The honey market is unchanged, there being only the usual demand at the old prices.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk	0 10	0 11½

TORONTO.

PROVISIONS—The market is steady, assuming better proportions as the spring trade gradually opens up. Prices are all round firm to higher. Provisions are especially firm, owing to the high prices of hogs. Lard has advanced ¼c for tierces, tubs and pails. Fresh meats are in fair demand. Prices rule about the same.

Long clear bacon, per lb	0 10½	0 10¾
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 10	0 10½
Small hams, per lb	0 14	0 14½
Medium hams, per lb	0 13	0 14
Large hams, per lb	0 12½	0 13
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		0 16½
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	21 00	21 50
Lard, tierces, per lb		0 11¾
" tubs "		0 12
" pails "		0 12½
" compounds, per lb		0 08½
Plate beef, per 200-lb. bbl	13 50	14 00

BUTTER—The situation has not brightened up much yet. Stocks of both creamery and dairy are still low, with a demand strong enough to maintain prices at their old level.

	Per lb.	
Creamery prints	0 30	0 32
Creamery solids		0 31
Farmers' separator butter	0 28	0 30
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 21	0 22
Baker's butter		0 21

EGGS—The nervous condition of the market last week has been succeeded by an easier feeling. Deliveries remain heavy and in spite of a good Easter demand, have resulted in a decline of ½c.

Eggs, new laid	0 17	0 17½

CHEESE—The market is featureless. There is a slightly improved demand, but prices remain unchanged.

Cheese, large, prime old	0 14	0 14½
" " new	0 13½	0 13¾
" twins	0 14	0 14½

HONEY—No change is reported in the sick condition of the honey market.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 25
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Fresh fowl is still scarce. Prices are not materially different. Storage stuff is moving slowly.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

WINNIPEG.

BUTTER—For the best No. 1 dairy produce houses are paying 24c to 25c per lb. Supplies are liberal, and these prices are likely to be reduced at any time now. For No. 2 grade the price offered is 20c per lb.

EGGS—Produce houses are paying 14c to 15c per dozen for fresh eggs, fo.b., Winnipeg.

FOOD INSURANCE IN MONTREAL.

Proposal to Form Company Which Will Guarantee Purity.

A novel scheme has been promulgated by the Medical Health Officer and other officials in Montreal with a view to organizing an insurance company in the city which shall guarantee the absolute purity of all foods coming under its control.

The insurance is to cover every mortal thing that a human being eats. The very poorest citizen is to be given the same protection against impure food as the citizen who has millions.

The plan of this quaint insurance is simplicity itself. In the first place large producers of food are to be asked to adopt a stamp which will inform the public that the article is absolutely pure and wholesome. This stamp will be a printed policy and a guarantee to the purchaser. That means if by chance the food so stamped is found not to be wholesome, all a citizen does is to return the food to the company, insuring it and he gets ten times the amount he paid for it. For this protection the suggestion is that the householder is to pay to the company, whether it be a private or civic one, something like fifty cents a year.

Dr. McCarrey, the city's chief food inspector, when interviewed regarding the matter, said: "It was true that the inauguration of such a company was contemplated in the city. He had not the slightest doubt but that an organization of this kind would be of great service. "Such insurance," he said, "would protect every householder against impure milk, and all other kinds of impure food. I do not think there would be many householders in the city who would object to paying a trifle like fifty cents a year to be protected against unwholesome food."

"Will the project be run by the city or by a company?" was asked.

Dr. McCarrey said he was not in a position to answer the question. While the matter had been discussed for some time among officials and others at the City Hall, no definite plan had been drawn up. It was likely, however, that a plan would very shortly be given out. So far as the big food producing companies were concerned, he believed that they would gladly welcome such a venture, as a stamp on their products, stating they were pure, would be of great commercial value to themselves. He understood that many large food concerns in the city had already approved of the plan.

"CLARK'S"

Now The Standard Meats

It meant time, investigation and experiment to produce CLARK'S MEATS and make them the Standard Preserved Meats of Canada.

That's what they are—Long ago they passed the experimental stage—where many are to-day—and took the leader's place.

The best housekeepers know this and accept CLARK'S without question.

With the standing they have CLARK'S MEATS are the safest purchase a grocer can make.

WM. CLARK

Manufacturer

MONTREAL

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Your Customers Want

foods that you can absolutely guarantee. There is both safety and good profit for the grocer in selling

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

because he can unhesitatingly recommend them to his best trade. They stand every test of the Pure Food Laws and are guaranteed to suit. Money back to your customer if they ever fail to please.

Anything that's "HEINZ" is Safe to Sell.

H. J. HEINZ COMPANY,

New York Piitsburgh Chicago London

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

WORLD'S SUGAR PRODUCTION.

An estimate by the British Board of Trade of the sugar production of the world for 1906 makes a total of 14,312,716 long tons, of which 7,317,472 tons were cane and 6,995,244 tons beet, the production of both kinds advancing practically at the same rate since 1898. In the production of cane sugar, British India had the largest output of 2,223,400 tons, and in beet sugar Germany ranked first, with an output of 2,362,187 tons. In consumption of sugar per head Australia stands first at 129 pounds, the United States coming next with 89 pounds, and the United Kingdom following at 81 pounds.

TRADE NOTES.

Operations have commenced on an extensive new building for the Galt Soap Works, in Galt.

Marriott & McDonald have opened a grocery store in Arcola, Sask., and are running a bread business in connection.

W. H. Hadley, of Red Deer, Alta,, opened a green grocery, fruit and poultry store in that town on April 13th.

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

REALLY PURE

FUSSELL'S THICK CREAM

(GOLDEN BUTTERFLY BRAND)

Is taken only from the richest meadowland milk, and you get it in just that pure, rich state, scientifically packed in tins only, without any sugar or chemical. It will keep fresh anywhere and for any length of time. Always insist on Fussell's.

Keep your Labels to get a Gold Watch Free.

FUSSELL & Co. Ltd., LONDON & NORWAY

Prices and Particulars of the Agents

John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.
C. Fairall Fisher - - Montreal
Sol. Oppenheimer - - Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The Leaders Still—

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the favorites with the Canadian housekeeper and with the retail grocer. Their purity and uniformity of quality at all times has established their reputation on a firm basis.

For sale by all jobbers

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

At My Expense

I want to send you the closest mill prices on

BUDA

"The Flour of Quality"

This flour is a high-grade Hungarian Patent, milled and blended from the highest grade Eastern and Western wheat by millers whose experience covers half a century. It is rapidly superseding other brands wherever introduced.

Write or wire me to-day for carlot prices.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Flour and Cereal Markets Generally Steady—Better Outlook for Export Business—Lines of Candy Advancing.

The flour and cereal markets remain fairly steady this week, with no particularly new features to report.

Deliveries of both wheat and oats have recently been comparatively light, but the improved condition of the country roads, which are rapidly drying up after the passing of the snow, promises to help this feature of the business.

The fact that large shipments of flour have been made during the last week to foreign points shows that the market is again coming to an export basis.

Business in cereals is almost purely local, but demand keeps fairly steady.

MONTREAL.

FLOUR—The flour market remains firm at the old quotations. Demand is good locally, and there is not expected to be any material change in this line until opening of navigation, which will be toward the end of the month.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 10
Glenora		5 60
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

ROLLED OATS — The rolled oats situation is unchanged since last report. Dealers report fairly good demand at the old prices.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags		3 12½
" 80-lb. bags	2 75	2 80
" bbls	6 10	6 35

FEED—The feed market continues firm, with no change in prices. Demand for all lines is fair.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	24 00	27 00
" bran	23 00	24 00
Mouillie, milled	26 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market remains steady in prices, though it is a little weaker than at last reports. Demand is fairly good, with an outlook for further export business shortly.

Manitoba Wheat.

90 per cent. patents	5 30	5 50
85 " "	5 10	5 30
Strong bakers	4 90	5 10

Winter Wheat.

Straight roller	4 50	4 60
Patents		4 60
Blended		4 80

CEREALS—Business remains comparatively quiet, with somewhat light deliveries. Fairly good local demand is felt. Prices this week are quoted as follows:

Rolled wheat in barrels, 100 lbs		3 00
Rolled oats, in wood, per bbl		6 50
" " in bags, per bag 90 lbs	3 25	3 30
Oatmeal, standard and granulated, in bags 98 lbs.	3 25	3 50

CONFECTIONERY.

The confectionery situation remains about the same as at last reports. Manufacturers have advanced the prices of the cheaper lines half a cent, but as yet there has been no general advance on the higher grade goods.

With the added advance in sugar during the week, however, the feeling in the candy business is even more firm, and it seems probable that lines of confectionery in general will follow to some extent the increase in price of sugars.

CANADIAN FLOUR TO EGYPT.

Toronto Firm Made Another Shipment Last Week.

The Campbell Milling Co., Toronto Junction, made large shipment of flour to Alexandria, Egypt, last week. This is a continuation of business which was opened by a sample shipment some time ago—the quality of flour submitted meeting the demands of buyers in Egypt —and promises to develop somewhat extensively.

The shipments are made, peculiarly enough, via Boston and Liverpool, it being impossible to secure satisfactory rates direct from the American port to Egypt, though several steamers run direct.

TO EXPLOIT DEEP SEA FISHERIES

Largest Storage Plant in the World to be Erected at Prince Rupert.

Up to the present time United States firms have almost completely monopolized the deep sea fishing on the Pacific Coast.

This condition, however, if recent developments in Canada materialize, will not exist much longer. The United States companies are to have a powerful Canadian rival, the Canadian Fish & Storage Co., which has just been organized, with headquarters at Prince Rupert. The new company seems destined to play a large part in the development of the fisheries of the coast.

Commencing as soon as weather conditions permit, the new company will erect the largest plant for cold storage of fish in the world. At the head of the company as president is Andrew Kelly, of Winnipeg, president of the Western Canada Produce Company; the vice-president is James Carruthers, the Montreal grain merchant; J. W. Stewart, manager of Foley Brothers, the railway contractors, is a director; G. H. Collins is a director and the treasurer, and the managing director is Grier Stewart, formerly a manager of the New England Fish Company, the largest American company operating on the coast. The

This Is It

For the grocer who is looking for customer-catching trade-retaining soda biscuits, Mooney's Perfection Cream Sodas are "It." Have you ever tried their effect? Better do so now! You will find no biscuits anywhere, so saleable as

Mooney's Perfection Cream Sodas

They fill a human want for dainty, lastingly crisp crackers.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURG

company is capitalized at $1,500,000, and already enough has been subscribed to go ahead with the building of the plant. Mr. Collins is in the East with the object of visiting New York and Boston to make arrangements with wholesale dealers and he will also visit England and Germany. He was in Ottawa recently consulting with the Department of Marine and Fisheries on questions arising in the deep sea fisheries. When interviewed regarding the outlook for the new company's success, he said:

"All these years the fishing banks of the Northern Pacific have been exploited by American firms doing business from Seattle and Vancouver. The greatest fishing banks in the world are within 50 or 60 miles of Prince Rupert, and we will have the advantage of distance. The southern firms have to steam 1,100 miles to and from the banks and we have only 100 miles. The fish caught are chiefly halibut, but carp, herring, salmon, sole and other varieties are also plentiful. Our plant will have a capacity of six million pounds, and we expect to ship to all parts of the world, Canada, the United States, Great Britain, Germany, Australia, China and Japan.

"Another branch of our business," continued Mr. Collins, "will be new. There are immense quantities of inedible fish caught there which are now thrown back into the sea. We will take these and the offal of other fish and make them into a fertilizer, which will sell for $35 or $40 a ton.

"Our plant should give employment to a fleet manned by at least 2,000 men and our proximity to the banks should enable us to land our fish 30 to 40 per cent. cheaper than the southern companies. Then we gain several days in ocean transportation, so I think the all-Canadian company should win success."

WILL MANUFACTURE CIDER IN CANADA.

English Firm Secured Plant in Nova Scotia and Will Ship to Home Market.

A recent letter by Harrison Watson, Canadian Trade Commissioner in England, contains some interesting information in regard to cider, which will be read with interest by the trade in Canada. Of particular note is the fact that an English firm has secured a controlling interest in a factory in Nova Scotia and will manufacture the beverage there for shipment to England. Mr. Watson writes as follows:

"In connection with some enquiries which were made for an Ontario producer of cider who wished to get into touch with firms on this side who would be prepared to purchase supplies of apple juice for blending and other purposes, it is stated that Canadian shippers are considerably handicapped in competition with American producers in having to pay during the winter months the necessarily heavy cost of inland transportation between Ontario points and Canadian shipping ports. The winter season is the time when importers chiefly require supplies. It is difficult to see how this is to be overcome, in so far that many of the American cider-producing districts are comparatively close to sea ports which are open all the year round, unless Canadian shippers also utilize American ports during the winter. Incidentally, it may be mentioned that there seems to be a considerable demand for imported cider this season, owing to the light crop of apples last autumn in the United Kingdom and on the continent. Several importers would apparently welcome Canadian supplies if they could be laid down here at a price to compete with United States quotations.

"I recently had a conversation with one of the principal English cider manufacturers, upon whose behalf I made some extensive enquiries a few years ago in connection with a proposal which this firm had under consideration for establishing a plant for the production of cider in some part of the Dominion. Negotiations at the time fell through, but since then the firm has been giving the matter attention, and a short time ago sent out a representative to personally look into the whole subject.

"I was informed that as a result the firm has acquired a controlling interest in a plant in the Maritime Provinces, which it is proposed to develop upon a larger scale. It is their intention to produce supplies of juice for shipment to their own factories in England, and also to manufacture cider for the Canadian market, by the employment of the same methods which have acquired a high reputation for their cider in the United Kingdom. I understood that the question of transportation had an important bearing upon their selecting Nova Scotia as the most suitable site for the purpose which they had in view."

PERSONAL NOTES.

Samuel Hooper, of Kyle & Hooper, Toronto, left last week for a four weeks' trip to England.

C. H. Stearns, representing John Prentice, of Naismith & Co., wholesale provision and commission merchants, of Vancouver, was in Toronto last week aad called at The Grocer office.

CALEDONIA MILLS

POT AND PEARL BARLEY AND FEED

John MacKay Limited - - - - - Bowmanville, Ont.

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

Kellogg's
("SANITAS")

TOASTED CORN FLAKES

THIS IS THE GENUINE

The one that sells
and don't stay
on your shelves.

STOCK IT NOW.

If you are in
ONTARIO, QUEBEC or the
MARITIME PROVINCES
Ask your jobber for the latest prices.

SALES OFFICE
20 FRONT ST TORONTO ONT

BRANCHES { CARMAN ESCOTT CO 141 BANANTYNE ST WINNIPEG MAN.
SHALLCROSS MACCAULEY & CO VANCOUVER & VICTORIA B.C.

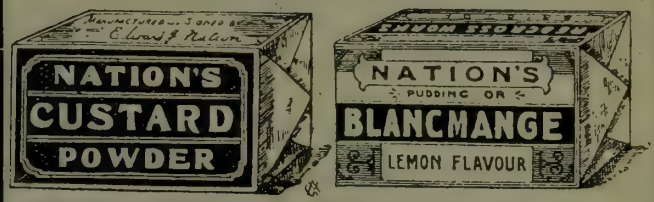
MEURISSE
Orange Chocolate Cream Bars

Possess that piquant delicacy of flavor which ensures a steady sale of the line. Once one tastes this specialty the craving for more is awakened. Therefore it pays to handle these goods. Order from

Chocolats Meurisse
J. A. HERREBOUDT, Manager
22 Lemoine Street, - - MONTREAL

or Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
W. C. Scott, 76 Queen St., Ottawa.

NATION'S
Simply Delicious
In Packets and 4-oz. 8-oz. & 16-oz. Tins

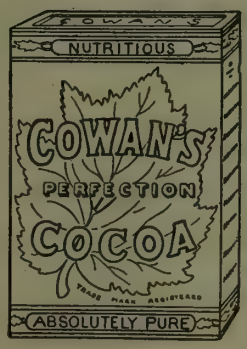


Agents: GREEN & CO., 25 Front St., E. Toronto
CARMAN-ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND

In a Class by Itself
Above All Others Stands

COWAN'S
Cocoa and Chocolate

Absolutely Pure—Unbeatably Delicious. The healthiest, most invigorating Cocoa and Chocolate on any market.



The Cowan Co., Ltd.

Bakers and Confectioners

Our new department is well stocked, Shelled Nuts, Egg Savers, Icing and Marshmallow Powders, French Fruits, Oils and Flavorings, Dry and Liquid Colorings, Dragees, Currants, Raisins, Dates, Almond Pastes, Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything you need.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, Montreal

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson

MACE'S
Original Ice Cream Powder

This is a line which will bring you good profit. Quick seller. In steady demand. Makes a Perfect Ice Cream by simply adding boiling milk. The Original Ice Cream Powder. After first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

A. H. MACE & CO.
746 Notre Dame St., West, - MONTREAL

LOBSTERS FOR PACIFIC COAST.

Experimental Shipment Sent From Halifax With a View to Propagation.

Several attempts have been made within the past two or three years to transplant lobsters from the Canadian Atlantic fisheries to the Pacific Coast, with but questionable success. It has been thought that not enough care was taken in the previous shipments and another experiment is now being carried out by officials of the Marine and Fisheries Department, the success of which will mean much for the lobster industry in Canada. On Friday, 10th, a shipment of 1,620 live lobsters was made to the Pacific coast, and is expected to reach its destination in about a week.

The lobsters were placed in fifteen specially constructed refrigerator packages. These packages are about four feet square and each contains twelve metal traps. The traps are made in sections, and one lobster was placed in each. On top of the refrigerator is an ice pan and underneath are air spaces through which circulation of air can be maintained, and attached to each is a thermometer. Each lobster is packed in a bed of sea weed. In the car were taken 145 gallons of salt water in jars and casks, and each day the lobsters will be saturated with salt water. The lobsters were specially selected, being caught last week, and they passed direct from the fishermen to the refrigerators. The shipment was made in a special car, provided by the Dominion Express Company, and is in charge of H. A. Cunningham, Superintendent of Fish Culture, Ottawa, and Alex. Finlayson, Inspector Fisheries, Ottawa. These officials are going through to the Pacific coast with the shipment.

On arrival of the shipment at Vancouver, a steamer will take the lobsters on to Victoria, where a special pond has been constructed to receive them. Extensive experiments will be conducted there, and the outcome will be awaited with interest, as promising the transplanting of this valuable Atlantic fishery to the Pacific Ocean.

CANADIAN-MADE LICORICE.

Will Be Manufactured in Quantity in Montreal Shortly.

Licorice is about to be made in large quantities in Montreal. The splendid new factory of the National Licorice Company, Brooklyn, is completed, and the many lines which are turned out at the American factory will be manufactured in Montreal within the next month.

Well located, the new factory certainly is. It is situated on Desjardins Avenue, corner Ernest Street, Maisonneuve. There is a twenty-foot lane at the back, while the company has six feet of property on the remaining side. Consequently, they will be sure of the very best of light at all times. The building is 100 feet by 96 feet, and is equipped with all the latest machinery for use in the manufacture of licorice. Throughout the firm has been governed in building by their experience in the factory in Brooklyn.

E. M. O'Brien, who comes from Brooklyn, has been appointed manager of the Montreal factory. Mr. O'Brien is widely known in the licorice trade, having been in the business for fourteen years. He is getting after the Canadian business in earnest.

J. M. Brayley will continue to act as sales agent for the company in Montreal, as will R. S. McIndoe in Toronto, Wiseman & Ashley in Winnipeg, J. F. Mowat & Co. in Vancouver, and H. S. Daly in St. John, N.B.

AUSTRALIAN DRIED FRUITS COMING.

Prospects Good for Record Season for Raisins and Currants.

The Canadian Trade Commissioner for Australia, D. H. Ross, writing from Melbourne recently, tells of encouraging prospects for a record season in dried fruits in certain sections of South Australia. He says:

The 1908 season promises to give a record in the production of Laxias, Sultanas and currants at the rapidly expanding irrigation settlements at Mildura, Victoria and Renmark, South Australia. From inquiries made, it would appear that the 1908 quotations to Canadian importers will likely be a shade less than last year. The export prices will be fixed in March by a conference of the growers. Special efforts have been made by the Melbourne exporters to secure a much larger outlet in Canada for Australian dried fruits, and first shipments are contemplated by steamer sailing on April 13, and due at Vancouver on May 7.

TRADE NOTES.

Taylor Bros., grocers, of Hamilton, have assigned.

V. Decarie, grocer, of Montreal, is retiring from business.

The Dominion Tea & Crockery Co., of Ottawa, have assigned.

F. W. Onyon, grocer, of Toronto, has sold his business to John Skoyhs.

The general store of S. McCormick & Sons, Lucan, is advertised for sale.

E. B. Echlin, grocer, of Hamilton, has sold his business to J. H. Shannon.

Miss Maggie Brown has opened a grocery and ice cream business in Newboro.

W. M. Leigh, general merchant, of Kirkton, has sold his business to Wm. Moore.

The stock of Joseph J. Fournier, general merchant, of Rogersville, N.B., is advertised for sale.

W. L. McElwaine, grocer, of St. John, N.B., has assigned, and the stock is being sold at auction.

J. Wilson, who bought out Miss Miller at 806 Bathurst St. recently, is doing a bright little business in this popular stand.

E. W. Gillett Co., Ltd., Toronto, closed their factory yesterday for the holiday, and will not re-open till Monday, April 20th.

A LEADING NEW BRUNSWICK GROCER.

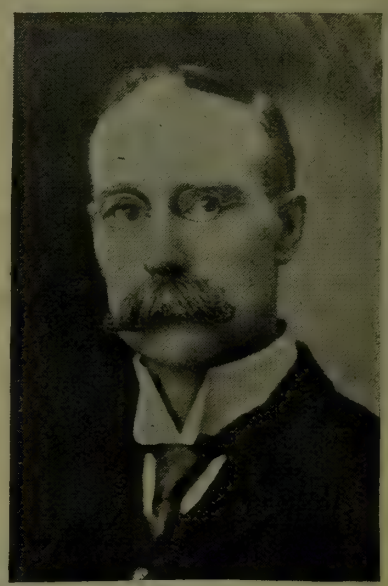
D. P. MacLachlan, of Chatham, Takes Active Part in Local and Provincial Politics.

One of the rising business men of New Brunswick is D. P. MacLachlan, whose photograph appears herewith.

Mr. MacLachlan is a son of the late Donald MacLachlan, who in 1860 established a wholesale grocery business under the name, D. MacLachlan, under which it is still run.

The young man became associated with his father in 1878, and with the rapid growth of the town, a retail business was developed, and trade is now done in both wholesale and retail branches.

On the death of his father in 1900, the son became the active head of the business. In the same year he was appointed a Commissioner of the County Almshouse at Chatham, and Secretary of the Board. This institution has the



MAYOR D. P. MACLACHLAN, M.P.P., A Leading Wholesale and Retail Grocer of Chatham, N.B.

reputation in the Maritime Provinces of being the best conducted of its kind, and many committees from other parts of the Provinces have come to inquire into its working and study its methods of management.

In 1903 Mr. MacLachlan was elected an alderman of the Town of Chatham, in which capacity he served three terms. In 1907 he was elected Mayor by acclamation, which office he still fills.

On March 3rd, last, he was elected on the Opposition ticket for the County of Northumberland to a seat in the Provincial Legislature. This is the party that has just been returned to power by a sweeping majority throughout the Province.

Mr. MacLachlan was married in 1896 to Miss Isabel Edgar, of Chatham. He is a Presbyterian, and has been a trustee of St. Andrew's Church for many years.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

PINEAPPLES

As usual we will handle the

L Brand

Will ship only ripe well-colored stock unless otherwise ordered. This ensures ready sale.

Have full supplies of Navel Oranges, Lemons, Figs, Dates, Florida Tomatoes, Celery, New Cabbage, Beets, Carrots, Cucumbers, Strawberries, Etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Judgment for

"Golden Flower"

on 3 counts

Quality—Cost—Profit

Remarks by those who know

The Quality is high and regular
The Cost is minimum
The Retailers' Profit is large

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Green Fruits Moving Unusually Well—Vegetable Market Active With Prices Easier—Heavy Holy Week Fish Business.

The consumptive demand for green fruits has been heavy during the week. Easter buying is almost as heavy as that of Christmas, the extra good quality of the fruit at present being, no doubt, a stimulating factor. Dealers report satisfactory orders. Prices remain firm all round. Navel oranges continue to monopolize the orange demand. Lemons are steady with increased supplies. The banana season is opening up well. There is not so much talk of higher prices. Pineapples are arriving in well-ripened condition with prices easier.

In the vegetable market the chief feature is the heavy shipments of southern fancy varieties. These arrivals have somewhat depressed prices and thus brought these lines within the reach of the buying public. Considerable declines are noticeable in nearly every variety of southern stuff, such as strawberries, tomatoes, cucumbers, onions, etc.

The past week has been active in the fish market. This week being Holy Week the demand has been particularly heavy and dealers have been kept pretty busy filling orders. Some buyers are still holding back for fresh fish, but the bad storms have delayed shipments. Cod is still scarce as are other lines.

MONTREAL.

GREEN FRUITS—Business is much better this week, and all lines are in good demand for the Easter trade, although the weather conditions have been unfavorable. Cocoanuts are higher this week, being quoted at $3.75 to $4 per bag. Strawberries are arriving freely and are quoted at 35c per box. They are in good demand. Bitter oranges are also quoted lower, being down to $1.25 per box.

Bananas, fine stalk	1 50	2 25
" jumbos	....	2 25
Cocoanuts, new, per bag	3 75	4 00
Lemons	2 00	2 50
Navel oranges	2 75	3 25
Florida oranges, box	....	3 50
Porto Rico oranges, box	....	2 50
Jamaica oranges, bbl	....	4 00
Valencia oranges	3 50	4 50
Tangerines, half-box	3 00	3 50
Pineapples, case	4 50	5 25
Grape fruit, box	2 75	7 00
Almeria Grapes, keg	4 00	6 50
Grape cranberries, bbl	11 00	15 00
Nova Scotia cranberries, bbl	6 00	7 00
Strawberries, qt	0 35	0 40
Apples Ameuse, bbl	4 00	5 00
" other fall varieties, bbl	....	5 00
Bitter oranges	....	1 25
California Blood Oranges	3 00	4 25

VEGETABLES—Local dealers report a brisk trade this week for the Easter trade, all lines being in good demand. Cabbage is becoming scarce, and is quoted as high as $1.50 per barrel. Turnips are also scarce and higher in price, selling at 75c to 95c per bag. Florida tomatoes are quoted lower this week, being $3.50 to $4.50 per crate. California celery is also lower, selling at $5.50 per crate. Potatoes remain firm in price at $1.05 to $1.10 per bag. Other lines are in ordinary consumptive demand at the old prices.

Parsley, per doz. bunches	....	0 35
American parsley, large bunches, doz	....	1 00
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage, bbl	0 75	1 50
Turnips, bag	0 75	0 95
Celery, doz	0 25	1 00
California celery, crate	....	5 50
Water cress, large bunches, per doz	....	0 75
Spinach, bbl	....	2 75
Green peppers, crate	....	3 50
Boston hot house cucumbers, doz	2 00	2 50
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket	....	3 25
Beets, bag	0 75	0 80
Carrots, bag	0 65	0 70
Tomatoes, Florida, crate	3 50	4 50
Tomatoes, hot house, per lb	....	0 35
Spanish onions, small crates	0 70	1 00
" " large crates	....	2 65
Canadian onions, lb	0 01½	0 2½
Boston lettuce, hot house, per doz	0 85	1 10
Radishes, doz	....	0 60
Bermuda parsley, crate	....	3 00
Mushrooms, per lb	....	0 75
Horse radish, per lb	....	0 12
Beans, green, basket	....	7 50
Egg plant, doz	....	2 00
California cauliflowers, per crate	....	6 50
New cabbage, crate	....	3 25
Florida Celery crate	3 50	3 65

FISH—There is a very brisk demand for all lines of fish this week, owing to this being Holy Week, and there being three fish days. Fresh haddies, kippers and bloaters are arriving daily. The first carload of fresh haddock reached Montreal from the east on Monday and is in good demand. Fresh halibut is quoted at 15c lb., and is arriving quite freely. Other lines are unchanged.

Fresh and Frozen Fish.

Haddock, per lb	0 05	0 06
Halibut, per lb	0 08	0 08½
Fresh halibut	....	0 15
Mackerel, "	....	0 08
Dore, "	0 07	0 07½
Grass pike, lb	0 04½	0 05
Steak cod, lb	0 04½	0 05
Whitefish, lb	0 07½	0 08
B.C. salmon, lb	0 08½	0 09
Qualla Salmon, lb	0 07	0 07½
Sea herring, bbl	....	1 50
No. 1 salt eels, lb	0 07½	0 08
Smoked and Salted—		
Lake trout	0 09	0 09½
Haddies, boxes, per lb	0 07½	0 08
Kippered Herring, 50 in box	....	1 10
Smoked herring, per small box	0 16	0 17
Yarmouth Bloaters, per box	....	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 25
Boneless cod, 20 lb. boxes	0 06½	0 09
Extra boneless	0 08	0 13
Boneless fish, 20-lb. boxes, blocks	0 05	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
Oysters and Lobsters—		
Standards, bulk, per imp. gal	....	1 40
Selects, bulk, gal	....	1 60
Paper pails, 100, pint size	....	1 10
100, quart size	....	1 50
Live lobsters, lb	....	0 30
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 50
" " per half bbl	3 00	3 25
No. 1 Nova Scotia, per bbl	5 00	6 00
" " per half-bbl	....	2 75
No. 1 Haddock, bbl	5 50	6 00
No. 1 Mackerel, 20-lb. kitts	....	1 75
Green cod, per bbl	....	5 00
Medium " " "	7 00	8 00
Large " " "	....	8 50
Labrador Salmon, ½-bbls	....	8 50

TORONTO.

GREEN FRUITS—The market has been exceedingly brisk during the week. Easter buying has been heavy, in fact, almost on a par with that of Christmas. Dealers are highly pleased with the orders received. Prices are not materially changed. A firm feeling is in evidence, but there is little probability of an advance. The first blood oranges of the season arrived during the week and are selling at $2.25 per box. Navels still monopolize the consumptive demand. Lemons are fairly steady. Bananas are in strong demand for Easter. Pineapples are arriving in larger quantities, sound and well ripened, with prices somewhat easier.

Oranges, Navals, new	2 85	3 35
" Valencias	3 75	5 50
" Bahamas	1 75	2 00
Oranges, Blood	....	2 25
Lemons, California, 240, 300, 360, 420	3 00	3 25
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00

Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, jumbo bunches	2 00	3 25
Cranberries per bbl	9 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00
Pineapples	4 50	4 75

VEGETABLES—Business is brisk, particularly in fancy imported lines. Domestic vegetables are a little easier all around. Ontario potatoes have declined 5c. Cabbage and onions remain scarce. Turnips and parsnips are lower and more plentiful. Heavy shipments of southern vegetables are arriving. A car of tomatoes is on the market, with prices much easier. Nearly every other variety is easier, with quotations much lower. The prices enable the general public to buy heavier.

New Brunswick Delawares, per bag	1 00	1 05
Potatoes, Canadian, per bag	0 95	1 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 45	1 50
" green, per doz		0 20
Cabbage, per ton		15 00
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		0 85
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 75	0 80
Parsley, per doz		0 50
Celery, Florida, per crate		2 75
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "		1 15
Cucumbers imported, per doz	1 25	1 75
Tomatoes, imported, per crate		3 50
Strawberries, per box		0 12
Mushrooms, per lb		0 65
Rhubarb per doz	1 25	1 35
Radishes per doz		0 50
Spinach, per hamper		1 00
Asparagus, per bunch		0 65

FISH—As anticipated, business has been quite brisk and will keep up during the week. Some buyers are still holding back for fresh fish, but the storms have delayed shipments. Frozen lines are moving well. Smoked fish is fairly active. Cod, halibut and mackerel are in short supply. Haddock is more plentiful. Finnan haddie has advanced to 10c and is in strong demand at present. Some extra good lobsters are on the market. Prices are not materially changed.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb	0 08	0 09
Had lock, frozen, per lb	0 06	0 07
Holland herring	1 00	1 10
Herring, Labrador	3 00	5 25
" kippered, per box	1 00	1 25
" Digby, per bundle		0 35
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 10
Flounders, per lb		0 04
Bloaters, Yarmouth, per box		1 10
Oysters, per gal		1 85
" in shell, per 100		1 50

TRADE NOTES.

The assets of H. Dandurand, grocer, of Montreal, were sold on the 10th inst.

O. Moe & Son, Rainy River, Ont., have taken over the business of B. W. Kert.

Seymour & Hyde, grocers, of Brookdale, Man., have dissolved partnership.

The assets of Stephenson & Son, general merchants, Norwood, were sold by auction on Wednesday, April 15th.

J. W. Casey & Son, grocers, of Ottawa, are succeeded by L. Ferguson & Co.

November Cut Lemons

"HOME GUARD BRAND"

The finest coming to the market are now due, can quote either f.o.b. Toronto or Montreal.

Write for Prices

WHITE & CO., Limited

Phone M. 6565 Toronto

The Unusuality

of **"St. Nicholas"** is they're always the same,

"THE CHOICEST OF THE BEST."

W. B. STRINGER & CO., Sole Agents, TORONTO

FRESH ARRIVALS . . .

Extra Fancy
"Golden Orange" Brand

Washington Navel Oranges
Fancy Sweet Sonora Oranges

EXTRA FANCY
California and Messina Lemons
Florida Celery
Early Vegetables and
Ripe Bananas

HUGH WALKER & SON
GUELPH, ONT.

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD

RICHMOND, - QUE.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ***ESTABLISHED 1871***

JOHN E. CASSIDY

Highest Quality Oysters

WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

Look Here!

Some Interesting Prices

Large Bright Frozen Herring, per 100.	$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld. "	4.25
Cod Oil, a gallon	.40

Send us your order.

J. & R. McLEA

WHOLESALE FISH

23 COMMON ST., - MONTREAL

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

When writing advertisers kindly mention having seen the advertisement in this paper.

TRADE NEWS OF NOVA SCOTIA

Record Butter Prices—Staple Grocery Markets Steady—Good Apples Abundant—Experimental Shipment of Lobsters to Pacific.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., April 13.

The feature of the grocery markets last week was an advance in the price of butter. The limit has apparently not yet been reached. Record prices are now asked for any kind of butter, and all available supplies are being bought up. There is an opinion in certain quarters that some persons are trying to make a squeeze in the butter market. It is acknowledged that butter is a scarce article, but a jump of two cents per pound on the prevailing high prices seems to the consumer to be a little too much. The price now asked for choice creamery is from 32 to 33 cents, and even at these prices there is some complaint that the butter is short in weight. Some of the dealers are said to have fairly good stocks of butter on hand, and they are now realizing handsome profits. It is rumored that prices will go still higher, and the indications point likewise. The receipts of dairy butter coming to the market are very light. During the week some new made rolls were marketed, which sold for 30 cents.

* * *

As the result of cool weather conditions during the week, the receipts of eggs have very materially fallen off, and the price of the previous week has held firm. The change in the weather has helped the market wonderfully, and saved what a few days ago looked like a big slump. Seventeen cents is the price quoted by the case, and they are plentiful at that.

* * *

All staple lines of groceries are very steady. Sugar is unchanged since last report, but molasses is a little stiffer. According to advices received here, Barbados molasses is quoted at 1 to 1½ cents per gallon higher. The schooner Golden Rule, from Barbadoes for St. John, which put in to Yarmouth damaged, this week, has 272 puncheons, 68 hogsheads, and 50 barrels of molasses, and 100 barrels of sugar.

* * *

Better quality apples can be purchased at reasonable prices in the local market now than at any period during the present year. Good Greenings, Golden Russets, Nonpareils and Spies are now offered for sale by the dealers, and even some of the auction rooms are handling this class of stock, selling it at private sale. Strange to say, the demand is very light, though the price is within the reach of anyone for good apples at this time of the year. During the week some good Nonpariels sold for $1.50, Greenings about the same, and also Ben Davis, but the other varieties, such as Spies and Golden Russets, command much better prices. First-class Spies are worth from $3.50 to $4.00, and Golden Russets about the same. One reason given for the light demand is that the market has been stocked right along with a poor grade of fruit, and persons who wanted a superior article being unable to obtain it, bought this stock. A commission man who handles a lot of apples says that the growers endeavored to work off the poorest quality of fruit first, and held back the best, and, being unable to market it abroad, are now offering it for sale locally.

* * *

Another determined effort will be made to propogate lobsters in the Pacific, and with this object in view the Canadian Department of Marine and Fisheries have sent another shipment to the Coast. A special car with every modern equipment for keeping the fish in good condition, left on Friday for Vancouver. The outcome of this experiment is awaited here with interest, as its success means much for the Pacific.

STUDYING POSSIBILITIES FOR TEA TRADE.

J. Campbell Black, of Brooke, Bond & Co., London, who has been taking a three months' trip through Western Canada, with a view to studying the possibilities of the tea trade, called on The Grocer in Toronto this week on his return. Mr. Black is enthusiastic over the possibilities of business in the West, and will probably make rather favorable reports to his firm in London.

Mr. Black sails from New York on the 20th for Buenos Ayres, and while in South America will study the possibilities for business with Chile and other countries.

CONGRATULATIONS, PRESIDENT DANE.

Members of Trade Given Honors at Irish Society Elections.

At the elections of the Toronto branch of the Irish Protestant Benevolent Society on Friday evening, April 10th, Fred. Dane, broker, was given the office of president, and Samuel Crane, of the T. A. Lytle Co., was elected treasurer. Other members of the trade were honored, among whom were Ald. Mark Bredin, of the Bredin Bread Co., and F. W. Sloan, of John Sloan & Co., who were elected members of the Council.

Just Arrived

Carload Florida Celery, Carload Florida Tomatoes, Carload New Maple Syrup. Strawberries arriving every day.

THE DAWSON COMMISSION CO., - TORONTO

OUR NEW BRUNSWICK LETTER

Coasting Trade Opening Well—Declines in Flour and Oatmeal—Grocers Doing Good Seed Business—Large Sugar Business.

Special Correspondence to The Canadian Grocer.

St. John, N.B., April 13, 1908.

With the advent of milder weather the coasting trade has opened up and business is reported somewhat better. A number of schooners have arrived during the past week and some good-sized orders have been shipped to Nova Scotia and along the New Brunswick coast.

* * *

Oatmeal declined 25 cents a barrel last week and oatmeal in packages dropped off 25 cents a case.

Star flour is quoted at $5.65 a barrel, which is a drop of 10 cents. Wooden butter dishes have advanced five or ten per cent.

* * *

Butter reached a top notch price during the first of last week, 40 cents a pound being asked for creamery. On Wednesday it dropped to 35 cents a pound and as there is a considerable quantity coming in from points along the river now, it will probably continue to decline.

* * *

Seeds are being shipped now in large quantities and the retailers are preparing for getting their assortments to the front.

A large amount of sugar is being received now and the jobbers are looking for still higher prices. Both beet and cane sugars advanced again last week, but the local market is unchanged.

* * *

The death occurred at St. Martins on Wednesday, April 8, of Cudlip Miller, a local meat dealer. Mr. Miller was one of the oldest and most respected residents of St. Martins. He was born in Germany something more than seventy years ago and came to St. John with his parents while yet a young man. Removing to St. Martins, he engaged in the meat business, which he carried on extensively and in the days of shipbuilding supplied many vessels.

* * *

Mrs. Purdy, wife of Hon. D. J. Purdy, the north end grocer, is very critically ill and but slight hope is held out for her recovery.

TEA OUTLOOK IN UNITED STATES.

Richard Wayne Wilson, the veteran writer on trade and industrial matters, who prepared the series of authoritative articles on tea, which, appearing originally in the columns of the New York Tribune, during the spring and summer of 1906, have been so extensively quoted from, and copied by both daily newspapers and by trade journals throughout the country, and which have also served as the basis of much of the tea literature disseminated by great handlers of the Oriental leaf, is an enthusiast on the subject, He believes tea will eventually be accorded in the United States the rank it holds, as a beverage, in the United Kingdom, and that that happy consummation will be reached when the trade has thoroughly learned the necessity for properly stocking tea and for teaching customers the right methods for its use.

Mr. Wilson points to the inroads that Ceylon tea has everywhere made upon the trade of its rivals, as one evidence that his belief is well founded, saying, "The Ceylon planters are practically the sole tea producing interests that have systematically and intelligently undertaken to promote the use of its product. For years they have maintained what might be termed a 'bureau of information' for the United States and Canada; and it is from this that the sellers of tea have learned the necessity for blending it and for so expertly blending it as to secure a cup quality that will exactly suit the climate, the water, and the palates of the people the water, and the palates of the people of a given locality—for example, that a blend that will be adapted to the alkali plains will by no means answer for the alluvial lands ; and it is from this, too, that tea drinkers have learned that no tea is fit to drink that is ignorantly brewed."

"Brunswick Brand"

We have now new Pack of

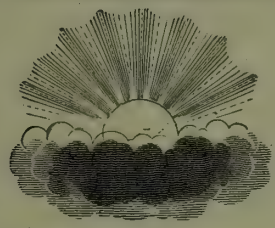
Clams and Scallops

and will be pleased to receive orders for any of the following goods :

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and Sardines

Connors Bros., Limited

Black's Harbor, N.B.



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication will be begun shortly in The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at $1.00. Of course, regular subscribers get it without extra charge. We would appreciate very much our readers drawing the attention of commercial travelers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

A salesman of experience realizes that ideas —practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.

MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin $1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,
Subscription Department,
10 *Front St. E., Toronto:*

Please send me The Canadian Grocer regularly during the time you are running "Men Who Sell Things."

....
Name.
.....
Street.
....
Town.

Classified Advertising

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

If you want to buy or sell a business, write, John New, Toronto.

THE chance of your lifetime to get a first-class going business in the garden of southern Alberta, on the railroad. Clean stock, large turn over, store dwelling above, warehouse on track. Amount of cash required five to ten thousand dollars to get in. Only those who mean business and have the money need apply to this advertisement. L. T. Mewburn & Co., Ltd., Wholesale Grocers, Calgary. (17)

WANTED.

AGENTS Wanted—16 x 20 crayon portraits 40 cents, frames 10 cents and up, sheet pictures one cent each. You can make 400% profit or $36.00 per week. Catalogue and samples free. Frank W. Williams Company, 1208 W. Taylor St., Chicago, Ill. [16]

SITUATIONS WANTED.

A GROCERY Traveller open for engagement; Soo Branch, Georgian Bay Points, New Ontario. Box 190 CANADIAN GROCER, Toronto [16]

WANTED—Man with 25 years experience in general store business is open for engagement as store manager. Good references furnished. Apply to N. Roberval, Lake St. John, Que. (18)

WHOLESALE grocery, manufacturing department, pickles or preserves.—Position wanted as foreman or up to date practical man, pickles, catsup, preserves, carbonated beverages, extracts, baking powder, self-raising flours, powdered sugar, cleaned currants, table syrups, sauces and many other food products, also blueing, ammonia, &c. Thoroughly experienced in everything relating to above lines. Testimonials as to character and ability. Apply, Practical, CANADIAN GROCER.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf8)

The What
The Why
The Way

If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St, Toronto. Phone Main 4673. (19)

FOR SALE—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

FOR SALE—Grocery store fittings. Up-to-date oak fittings, snap if bought at once. Write Box 1325, Regina, Sask. [19]

CANNING MACHINERY FOR SALE

2 Sprague Corn Cutters, 1 Conant Corn Cooker (single), 1 Silking Machine, 1 Pea Huller, 1 Pea Grader, 1 Pulping Machine.

All of the above machinery is in good working order.

THE SUSSEX PACKING CO., Limited
SUSSEX, N.B. [17]

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

CANNED GOODS LABEL QUESTION

The Canadian Situation Discussed by Baltimore "Trade" in Light of U. S. Experience.

The request of the Canadian Wholesale Grocers' Guild that the Meat and Canned Foods Act be amended so as to allow jobbers to place their own labels on canned goods, which was noted fully in these columns two weeks ago, is arousing considerable interest among the trade in the United States. The Baltimore "Trade," recognized as the organ of the canning and allied industries across the border, reproduced the article from The Canadian Grocer in its last issue and comments on it as follows:

"American canners will recognize in this an old, old story, and the occasion of many hard battles to secure the very position Canadian canners now hold, and which the jobbers of that country are trying to break up.

"The Canadians as a nation are brainy, pushy, progressive men, and it is not likely the canners will permit the jobbers to take away the great advantage they have; an advantage which rightly belongs to the canner. Is there any reason why the canned goods packers should not have full credit for the goods they pack?

"All are familiar with the argument the jobber uses, that he works directly among the retail trade, and through them among the consumers at large, to establish a trade upon a particular brand of goods, and in order to protect himself on these goods he must place his (the jobber's) label on them.

"In one way of looking at this, the jobber is right, but going down deep to the root of the question, is it not the canner who is really responsible for the popularity of the brand—because of the carefulness of his pack? Of course, it is; and this being the case, the canner is rightfully entitled to his name on the goods.

"The one objection we have to the National Pure Food law is that it does not compel every packer to place his name on the goods. There is nothing in the world that will make a common-sensed business man always put out creditable goods, as the care of his own good name. For when a man has lost his self-respect, anything may be expected of him.

"We have long contended for this, and every year finds more and more canners insisting upon having their name appear on their goods; and if Canada has such a law, the Canadian canners should do everything in their power to keep it on the statute-books unchanged. It is the biggest asset they can have.

"The plan which allows the jobber's name to appear also is a very good arrangement and should be satisfactory. It allows the jobber to protect his trade in any special brand, and allows him full play at all canners to do so; for if one canner falls off in the quality or the quantity of his goods, other canners can be used and their goods appear under his (the jobber's) brand. It causes a competition among the canners that is bound to be beneficial to the jobber, and we wonder at the opposition on the part of the jobbers.

"We dearly wish, for the benefit of the entire industry, that such a condition existed in the United States."

A Good Smoke

That is the kind you want to sell your customers who leave it to you to give them THE cigar. Men will come back if it is a

Royal Sport or Hogen Mogen Cigar

you hand out. No doubt about it—these are the cigars the exacting smoker appreciates most.

The Sherbrooke Cigar Co., Sherbrooke, Que.

The Glad Springtime Has Arrived

which leads to the observation on the part of the discriminating smoker that:

"Seasons May Come, and Seasons May Go—But

T. & B.

is as Good as Ever."

That's why it'll pay you to stock T. & B. When you once get a man smoking it, you can bank on his tobacco trade.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

DRY GOODS REVIEW

10 Front St. East

TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

GROCERY FACTS

Something About the Goods Handed Over the Counter Every Day.

SOAP AND ITS ORIGIN.

Who invented soap? That this is not a modern convenience is well known. But just when it came into general use is a mystery.

In Biblical times cleansing agents were used. The books of Job and Jeremiah contain the word "soap." But this is merely a convenient use of the word in translation. The Hebrew word "borrith," for which it was substituted, is a general term for cleaning substances. What these substances were is unknown, but were probably little like the modern soap.

Pliny speaks of the invention of soap by the Gauls, who, however, used it only as a sort of pomade or hair dressing. He also refers to the use of both hard soap and soft soap by the Germans. The use of fuller's earth, which has saponaceous qualities, for cleansing purposes, was known to the Romans.

The French word for soap—savon—comes from Savona, France, where it was manufactured. The first manufacture in London is said to have been in 1524, and previously Bristol had supplied it for use in the English cities. According to the historian Sismodi, a soap-maker was included in the retinue of Charlemagne, King of the Franks, at the end of the eighth century.

In the excavation of Pompeii a soap-boiler's shop was uncovered, with soap in it, showing that the making of it was known in the first Christian century.

Pliny, who wrote of the eruption of Vesuvius, which destroyed the two Roman cities in 79 A.D., stated that soap was made from tallow and ashes and that the German soap was the best. Galen also referred to the use of soap.

There are many words of which soap is one of the constituents.

Soap bubbles have formed the innocent amusement of children of all ages, with the ease of making them, their iridescence and the brief period for which they last.

A soap crutch is a crotched stick used for stirring the soap in a kettle.

A soapfish has a soapy skin, hence its name.

The soapnut is the fruit of an East Indian shrub.

A soaplock is a term used in this country in reference to a lock of hair which was formerly frequently worn on the temples and kept smoothly in place by being soaped, and the term has come to mean any lock of hair brushed apart from the rest and kept carefully in place.

The term "soft soap," for soft words of flattery, has been added to the English language, so that it is used in "Tom Brown at Oxford."—Grocers' Review.

NEUFCHATEL CHEESE.

Neufchatel cheese is a French make from pure cream thickened by heat and then pressed in a small mold. They weigh about half a pound each, and when fresh are considered a great delicacy, but when old they acquire an offensive odor from the vegetable growth often observed on them. In shape these cheese are long and round, like small pillars.

The original is produced at Neufchatel-en-Bray, but one kind—an imitation of the French. It is also made in Switzerland. These, however, are not so liquid in form as the "fromage de Brie," which usually contains 10 to 20 per cent. of casein with 40 per cent. of fat.

TRADE NOTES.

Fred. Fowler, Montreal, has sailed to England.

J. W. Naish, grocer, of Hamilton, died last week.

Bragg Bros., grocers, of Winnipeg, have dissolved partnership.

The assets of J. Z. Rouleau, grocer, Montreal, were sold last week.

Louis Poudrier, general merchant, of St. Emile de Montcalm, has assigned.

Edwards & Smith, grocers, of Winnipeg, have sold out to Chas. E. Bragg.

Nap. Peltier, grocer and hardware merchant, of Fraserville, Que., has assigned.

Gladney & McDonnell, general storekeepers, of Marmora, were burnt out last week.

The assets of J. W. Abbey, general merchant, of Stanstead, P.Q., have been sold.

H. O. Horne, Toronto, is taking over the business of John Walton at 176 Bellwoods Ave.

The assets of Adelard Pelletier, general storekeeper, of St. Anne des Monts Que., were sold on the 15th inst.

Jane L. Stewart, general storekeeper, of Prince Albert, Sask., is to be succeeded by Fraser & MacLean.

Mrs. Geo. J. Watt, who has been conducting a general store in Thamesville, Ont., has sold her business to W. Trott.

The estate of J. T. Windsor, which has been conducting a general store at New Mills, N.B., has sold out to Benjamin Windsor.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

Established 1887
JOS. COTE, QUEBEC
I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.
JOS. COTE, Importer, QUEBEC
N.B.—Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

IT IS TIME TO PREPARE FOR SPRING

If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Ever Lie Awake Nights?

trying to scheme out some better and easier way of keeping your accourts—some system that would take less time and cut out the mistakes?

You can install the

Allison Coupon System

and sleep soundly every night.

HERE IS HOW THE PLAN WORKS:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.
For sale by the jobbing trade everywhere.

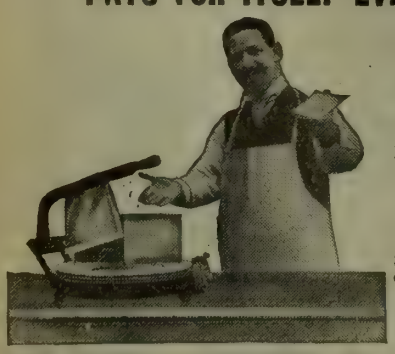
Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

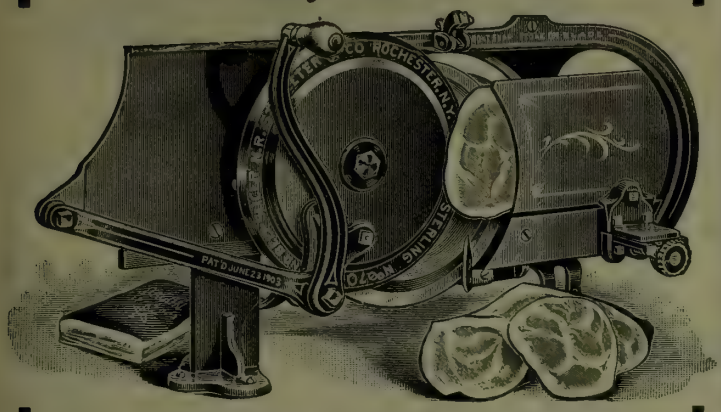
and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

The Ends of the Meat will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions.

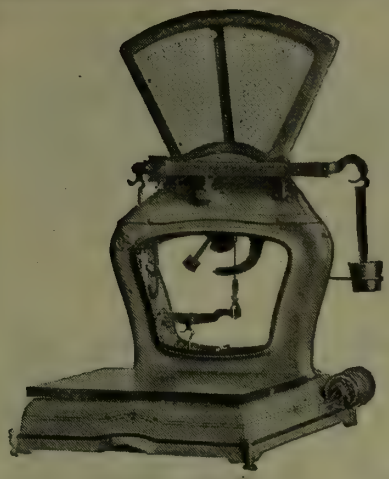
It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. **Brantford**

CANADIAN AGENTS



NO. 70 MODEL

BEFORE YOU BUY A COMPUTING SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

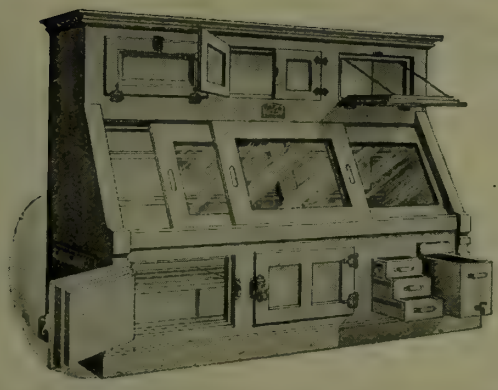
No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

Mr. Grocer, Be up-to-date and use the

Aubin's Patent Refrigerator

Perfect Dry Air Circulation.

Highest testimonials from leading grocers in Canada.



Made in 10 sizes.
Silver Medal Quebec Exhibition.
Diplomas:
Ottawa, Montreal and Toronto

C. P. Fabien
Manufacturer
Montreal

Toronto Sample Room: Stewart & Co.
Representative, 178 Victoria St.

GET THE RIGHT FITTINGS
at the right price. Let me quote you on Store Fixtures, Counters, etc. specially designed and made to your order! Write or phone, now.
J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357. Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

DON'T WHINE!

When Collections are Slow
Send them to
The Beardwood Agency
313 New York Life Bldg.
MONTREAL
AND WE WILL GET THE MONEY FOR YOU.

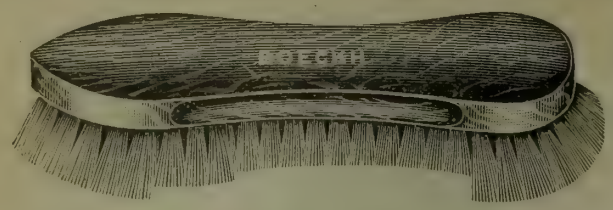
Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

When writing to advertisers, kindly mention having seen the advertisement in this paper.



The scientific methods involved in making

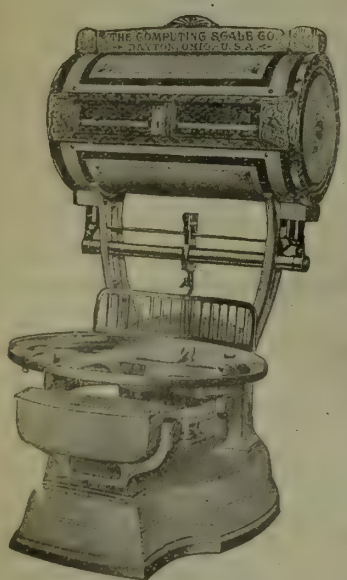
BOECKH'S Celebrated BRUSHES

is the secret of their superiority.

United Factories, Limited, Toronto, Ontario

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

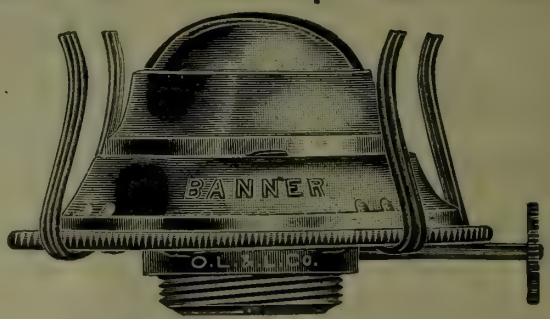
Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

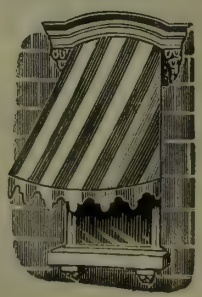
Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.

JAS. F. SONNE, Proprietor and Manager

193 Commissioners Street, - Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 17, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 [illegible]
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 50
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 20
¼-lb. " " "	0 80

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $3.
White Swan Barley Crisps, per doz., $1
White Swan Self rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

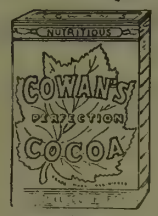
Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—
Queen's Dessert ½-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy ½'s ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.,	$	.90
¼ "	4 " "	"		2.40
½ "	2 " "	"		4.75
1 "	1 " "	"		9.00

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	
Cracked cocoa, ½-lb. pkgs., 6-lb's. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	In 15 lb. pails and 10, 25 and 50 lb. boxes. Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.) $4 65
"Reindeer" brand per case (4 doz.) 5.60

Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

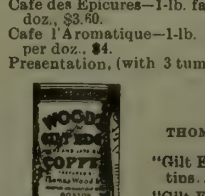
JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 [illegible]
Cairo	0 50
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb.	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $ 0 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 80
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Dawson & Hay Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles				
1-oz., case of 2 doz				$3 20
"	2	"	1 "	3 00
"	4	"	1 "	4 50
"	20	"	½ "	4 75
"	20	"	1 "	9 00

THOMAS J. LIPTON
Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Jams and Jellies.

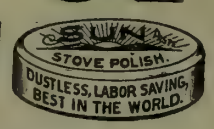
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

Another Store-keeper Sued for Damages

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts $15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. ***RISING SUN*** Stove Polish and ***SUN PASTE*** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

RISING SUN STOVE POLISH IN CAKES



SUN PASTE STOVE POLISH IN TINS

MORSE BROS., Props. - Canton, Mass., U.S.A.

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.

LIMITED

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

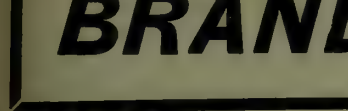
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07½
7 and 14-lb. wood pails.....per lb. 0 07½
30-lb. wood pails ..... " 0 07½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07½
30-lb. wood pails..... " 0 07½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Jelly Powders

GENESEE PURE FOOD CO.

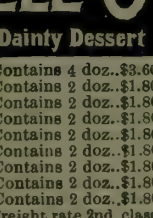


Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG

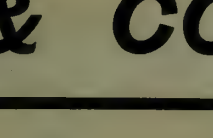
White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price 'Shirriff's" (all flavors). per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces....$0 09½
½-bbls. 0 09½
Tubs, 60 lbs. 0 09½
20-lb. Pails. 1 95
20-lb. tins.. 1 85
Cases 3-lb.. 0 10½
" 5-lb.. 0 10½
" 10-lb.. 0 10

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb. $0 40
Fancy boxes (36 or 50 sticks)....per box 1 25
"Ringed" 5-lb. boxes.....per lb. 0 40
"Acme" pellets, 5-lb. cans....per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can 2 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" " 20 5-lb. cans..... 1 50
"Purity" licorice 10 sticks 1 42
" 100 sticks..... 0 78
Dulce large cent sticks, 100 in box.... ....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz..... $3 60
3 cases of 4 doz..... $3 50
5 cases or more 3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz. $1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " .. 2 80
4-lb. tins, " . 4 65
7-lb. " " .. 7 35
"Shredded"—
1-lb. glass, doz..... 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25

THOMAS J. LIPTON

Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... .....per doz. $1 40
" ¼-lb. tins ..... " 2 50
½-lb. tins ..... " 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... " 0 25
F.D ¼-lb. tins .....per doz. 0 85
½-lb. tins..... " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's $5 75
" pts. 24's 6 50
" ½-pts. 24's..... 25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz.... .... 1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 80 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....$2 75
No. 2, " 120 ½-lb. " 2 75
No. 3, " { 30 1-lb. " } 2 75
{ 60 ½-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 25
5 cases..... 9 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross $10 20
" black..... " 15 30
Oriole soap..... " 10 20
Gloriola soap..... " 13 00
Straw hat polish.... ..... " 18 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb
No. 1 White or blue, 4-lb. carton. $ 0 07
No. 1 " " 8-lb. " 0 07
Canada laundry..... 0 06½
Silver gloss, 6-lb. draw-lid boxes. 0 06
Silver gloss, 6-lb. tin canisters.... 0 06
Edward's silver gloss, 1-lb. pkg. 0 06
Kegs silver gloss, large crystal.... 0 06
Benson's satin, 1-lb. cartons 0 06
No. 1 white, bbls. and kegs..... 0 06½
Canada White Gloss, 1-lb. pkgs... 0 06½
Benson's enamel....per box 1 50 to 3 00
Culinary Starch—
Benson & Co.'s Prepared Corn.... 0 07½
Canada Pure Corn 0 06½
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " 1 " or blue, 4 lb. lumps..... 0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. $0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb..... 0 6½
Finest Quality White Laundry—
1-lb. Canisters, cases of 48 lb.... 0 06½
Barrels, 200 lb..... 0 06½
Kegs, 100 lb 0 07

Advance Agents of Success

ESTABLISHED 1879

"No pains, no gains" is an old and true saying, and we take infinite pains to keep in touch with the Grocer who shares our success.

Co-operation and personal attention backed up by the finest lines of goods in the market, are the "advance agents of success" which is yours for the trying.

Proficiency, Progress, Prosperity wait upon the career of

WOOD'S COFFEES

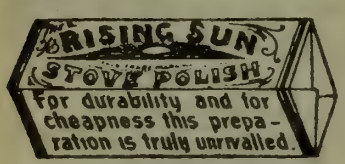
in their onward march.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL

Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Gallyold Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½
SAN TOY STARCH.	
pkges, cases 5 doz., per case	4 75
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 48 lb.	0 08
Akron Gloss, 1-lb. packages, 40-lb.	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs.	1 75 "
2-lb. tins, 2½ in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 50	0 60
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

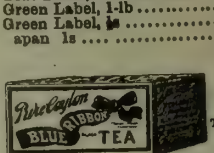
Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 [illegible]
apan 1s	0 19	0 25



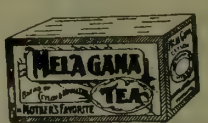
BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 [illegible]
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 35

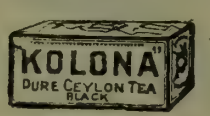
MELAGAMA TEA.

put up in 60 and 100 lb. boxes.



	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ⅛s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s.	0 30	0 40
" " ¼s		0 32
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.		$0 20
" " ½-lb. " "		0 21
Blue Label, retail at 30c.		0 22
Green Label. "	40c.	0 30
Red Label, "	50c.	0 35
Orange Label, "	60c.	0 42
Gold Label, "	80c.	0 55

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 48
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 51

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 [illegible]
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 80
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$ 110
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"Batger's"

Lime Juice Lemon Squash

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them.

They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme

Montreal - Toronto

Genuine Merit

and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All Grocers should sell it—if they don't they miss sales.

ROSE & LAFLAMME

Agents, Montreal and Toronto

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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The tea for you to handle is the tea which proves entirely satisfactory to your customer. That tea is

Blue Ribbon Tea

Retail price is from twenty-five cents to a dollar a package, yielding you from twenty to thirty-four per cent. of easily earned profit.

THE BLUE RIBBON TEA CO.
Montreal and Toronto

Manufacturers' Agents—Continued.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

QUEBEC.

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agenc is
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

GROCERY BROKERS
WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

STRANG BROTHERS
Commission Brokers and
Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

S. C. RICHARDS
Wholesale Commission Merchant
and Broker
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

When writing advertisers kindly mention having seen the advertisement in this paper.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

EXPORT TRADE DEPARTMENT.
Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alchol

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.
Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

AYLMER FAULTLESS PEAS

We have put up under the **AYLMER FAULTLESS BRAND** a line of Grade No. 2 or **SWEET WRINKLE PEAS.** These peas are of **EXTRA NICE QUALITY,** and are equal to the finest imported. Their flavor is excellent. The Peas are of the Melting Sugar Variety and are very tender. When ordering Peas insist upon getting Aylmer Faultless Brand with **WRAPPER LABEL.**

CANADIAN CANNERS, Limited

Are You a Creator

of desire? That is, do the canned goods which go over your counter result in your customer developing a particular desire for that brand?

That is the Keystone

of a grocer's success. Handing out goods which are indifferent in quality will never put your reputation on a high plane.

Care in Buying

is absolutely essential—especially in canned goods—and we ask you to put in a trial order for

OLD HOMESTEAD BRAND

because we KNOW that you can sell it. We KNOW that Old Homestead quality will bring in continuous repeat orders from your customers.

That is Our Experience.

Our success is built on the supreme quality of Old Homestead goods. Not one can of inferior quality leaves our factory.

Ask Your Jobber

for Old Homestead Brand. If he's a good jobber he carries Old Homestead.

The Old Homestead Canning Co.

Picton, Ontario

TRADE THAT PAYS, GROWS
TRADE THAT GROWS, PAYS

People want more for their money these days, and we are selling more "SALADA" Tea than ever before.

Looks as though there is a connection between these two facts.

If you really want your money's worth, want full value in quality, price and trade-winning goods—then buy

"SALADA"

A grocer always expects better results from "SALADA" than from any other tea. He has a reason to, a right to, and we want him to.

The "SALADA" Tea Co., Toronto or Montreal.

CURRANTS

"SOMERSET"
BRAND
Finest Quality

Thos. Bell, Sons & Co.
MONTREAL

Representing
D. S. Parthenopulo,
PATRAS

Thos. Bell, Sons & Co.
MONTREAL

'CAMP' COFFEE

STANDS AT EASE

There is an assurance about "CAMP" Coffee—an assurance of ease. It's easy to buy; easy to sell; easy to recommend to customers who want a really good, economical, quickly-made Coffee. "CAMP" has earned the right to stand at ease. Its reputation is good all the world over.

"CAMP" yields you a handsome profit. Give it plenty of room in *your* store.

Manufactured by
R. PATERSON & SONS,
Coffee Specialists, Glasgow.

Agents—
ROSE & LAFLAMME
Montreal.

National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, which will be in operation about May 1st.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

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C. DeCarteret, - - Kingston.		Geo. Musson & Co., - Toronto.	
J. W. Bickle & Greening, - Hamilton.		G. H. Gillespie, - - London	
Carman Escott Co., - Winnipeg.		R. S. Bedlington & Co., - Calgary	
Tees & Pearse, - Edmonton.		Wilson & McIntosh, - Vancouver	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose and Laflamme, Limited

Montreal and Toronto.

I Offer

For Prompt Shipment

Several lots of very fine

Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 **Montreal**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Orangee,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

LEA'S

The Pickle with the Home-made Flavor

TO THE WESTERN TRADE

We have appointed

Mason and Hickey, Winnipeg

our Western Representatives

Any information will be cheerfully supplied by them.

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

UNEXCELLED FOR QUALITY

EVERY PACKAGE GUARANTEED

Box Calf Combination For Ladies' and Gent's Box Calf, Vici Kid and all Black Shoes.

Russet Combination For all kinds of Russet and Tan Boots and Shoes.

Ladies' Special For Ladies' and Children's Fine Boots and Shoes.

French Glycerine To retail at 10c. For Ladies' and Children's Shoes.

Black O A Black Liquid and Paste combined to retail at 10c.

Tan O A Tan Liquid and Paste combined to retail at 10c.

Patent Cream For polishing and keeping soft and pliable all kinds of Patent and Enamel Shoes.

Special Paste In Black and Tan for polishing Box Calf, Vici Kid or Russet Shoes of any kind.

FOR SALE BY

ALL WHOLESALE GROCERS
AND JOBBERS

MANUFACTURED BY

L. H. Packard & Co.

Limited

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF
HIGH-CLASS

SHOE DRESSINGS

Strength and Purity!

They are the essentials of the really SALEABLE fruit extracts.

Shirriff's Essences

are the unquestioned leaders in strength and purity. They are the result of 30 years experience in manufacturing fruit essences.

IMPERIAL EXTRACT CO., - - - TORONTO, CANADA

WAGSTAFFE'S

Fine Old English

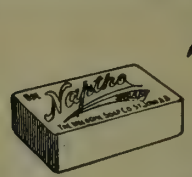
Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS



Naptho SOAP

MADE IN CANADA

Don't you like

NAPTHO

better than any soap you have ever used?

We know that **NAPTHO** is a better and more economical soap than any on the market, and you can know it too, by just comparing it with its competitors.

The Welcome Soap Co.

Limited

St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE:

JAPAN CABLES THAT THE PRESENT INDICATION OF THE MARKET FOR NEW SEASON'S TEAS WILL BE STRONG. THERE IS STILL AN OPPORTUNITY TO SECURE OUR REMAINING FEW LINES UNSOLD.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, Montreal

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

WANT ANYTHING

1 CENT A WORD

1 CENT A WORD

If You

Want to Buy a Business
Want to Sell a Business
Want a Situation
Want a Clerk
Want Store Fixtures
Want to Sell Store Fixtures
Want to Sell any Article

Grocer Small Ads. will satisfy your wants. They give results.

USE WANT ADS

HIGGINS SALT

In sacks containing sixteen 14 lb. bags. As we have discontinued importing this line, we are offering same at a very low price.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

TRADE MARK KEYSTONE BRAND REGISTERED

BROOMS

For general satisfaction there is no line of Brooms on the market to equal the Keystone Brand. The various grades are not made one quality to-day and another to-morrow. When a customer orders **Sterling** or **Klondike** Brooms, he knows that he can rely upon the weight and quality being up to the standard. They always please.

MANUFACTURED BY

Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

Keeping the right kind of goods makes for growing business.

"LAURIER" and "TOGO" brands of

MATCHES

are two kinds that will help your sales.

Ask for and see that you get our brands.

We save you money on freight.

The Improved Match Co. *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

PEOPLE KNOW

you are right up-to-date when you sell

2 in 1 SHOE POLISH

That's because people know 2 in 1 to be the most satisfactory Shoe Polish on earth. We have letters from people all over the world, declaring that 2 in 1 is the finest Shoe Polish they ever used.

THE F. F. DALLEY COMPANY, LIMITED

HAMILTON, CANADA BUFFALO, U.S.A.

Good old-fashioned baked beans are hard to get nowadays because most people insist on "boiling" them. You can depend on the quality and flavor of

Essex Pork and Beans

which are thoroughly baked until mealy and tender, and which retain all their richness and delicacy. A generous amount of prime farm-raised pork goes with each tin to give the true old-home flavor to the beans.

The Essex Canning and Preserving Co., Limited

28 Wellington St. E. : Toronto, Canada

Sterling BRAND

UNEQUALLED WITH HIGH REPUTATION

Fruit Syrups,

Lime Juice Cordial, Etc., Etc.

The T. A. LYTLE COMPANY, Limited

TORONTO

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.

Proprietors SHERBROOKE, P.Q.

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

We Distribute from Three Points

From three centrally located warehouses, we distribute merchandise to all points throughout Western Canada.

The country is constantly growing, and we are growing with it.

We always keep our facilities abreast of the demand, therefore we are always able to properly take care of both consignors and customers.

We have room for a few more things.

If you want reliable, responsible agents to look after your interests in Western Canada, write us.

This territory is a big market now, and is growing bigger.

Write us, and make arrangements now. The business is worth looking after, and we can look after it better for you than you could look after it yourself.

Yours truly,

NICHOLSON & BAIN

Established 1882

CALGARY **WINNIPEG** **EDMONTON**

TO THE TRADE

Do you know that in buying

CEYLON TEA

You should look to its

CUP QUALITY

rather than to its appearance?

LIQUOR, NOT LEAF,

is the crucial test with consumers, and a "Tippy" Tea is not the best.

Diamond E Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for **"DIAMOND E"** Blend Coffee this brand has long since been tested by the public, and the verdict has been **"Perfect."**

THIS MAKES IT A SAFE PROPOSITION

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

CUSTOMS HOUSE SALE

The Subscribers are instructed by R. S. White, Esq., Collector of Customs for the port of Montreal
TO SELL BY
PUBLIC AUCTION
at the Examining Warehouse
65 COMMON ST.
on Thursday, April 30th 1908
and following days
The Following Goods as per Catalogue, and contained in the above premises:

1—Duty paid goods to December 31st, 1907.
2 Collectors Orders to December 31st, 1907.
3—Goods from Store.
4—Express Unclaimed Goods to December 31st, 1907.
5 Freight Unclaimed Goods to December 31st, 1907.
6—Goods over five years in Bond.
7—Seizures.

TERMS: CASH
A Deposit of 10 p. c. will be required on the adjudgment of each lot.
SALE AT 10 O'CLOCK A.M.
MARCOTTE FRERES
AUCTIONEERS

REMOVAL NOTICE!
HISLOP & HUNTER
PRODUCE MERCHANTS
Will remove on April 21 from their present premises 53 Place D'Youville to
117 KING ST., MONTREAL

SHOE BOILS
Are Hard to Cure, yet
ABSORBINE

will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6-C Free.
ABSORBINE, JR. for mankind, $1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper.

ALWAYS A WINNER

YOU CAN ALWAYS DEPEND ON GREIG'S WHITE SWAN BUCKWHEAT

Self-Raising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada.

3 Doz. Packages in a Case.

THIS is the time the people want it.
Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

Three Spurs to Profit:

Pure Tomato Catsup
(Made from Whole Tomatoes)

Pure Cider Vinegar

Pure Fruit Jams

We rely on absolute purity to sell you these goods. We **know** that if you place a trial order we can get your future orders in these lines, because we know your aim in life is to make **good profits** and a **good reputation.**

OUR GOODS HELP YOU

Send for Prices To-day

The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - ONTARIO

New Maple Syrup

All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

There will be something doing next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices - Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - -	**$2.05**
QUAKER SALMON, talls, - -	**1.90**

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

Your Customers Will Buy

No other fruit jar when they hear about the

Schram Automatic Sealer

A fruit jar that is easy to seal---Easy to open---and an absolute perfect SEALER every time.

They are better made than other jars. Clear Glass---no sharp edges. Every one perfect. 8,200,000 Schram jars sold in 1907.

Ask your jobber, if he cannot supply you, write us.

"The Price is Right."

Schram Automatic Sealer Co., of Canada, Limited

WATERLOO, ONTARIO

886

To Seal—Merely place cap over jar and press gently into place—That's all.

To Open—Insert the blade of a knife and raise the edge—That's all.

This Week Only!

If you are interested, write for samples of our

NEW JAPAN TEA

at 19c.

We solicit enquiries.

No trouble to submit prices.
We carry a large assortment.

S. J. CARTER & CO.

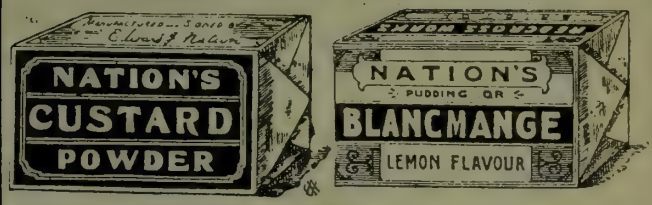
WHOLESALE GROCERS

58 McGILL ST., MONTREAL

NATION'S

Simply Delicious

In Packets and 4-oz. 8-oz. & 16-oz. Tins



Agents: **GREEN & CO.**, 25 Front St., E. Toronto

CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND

Counter Check Books

The "Newear."

For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

Write for Sample.

The Carter-Crume Company Limited,

Toronto and Montreal

Mention this paper.

SILVER PRUNES

Fancy, in 25-lb. boxes

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

A GOOD LINE

There is a "want more" fascination in H. P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception, the Canadian Grocer sees in H. P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H. P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd , Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

STOVE POLISH

Always in use, and if you see that your customers are supplied with

James Dome Black Lead

you will always please them. The **BEST STOVE POLISH** on the market to-day.

W. G. A. LAMBE & CO., Canadian Agents

ESTABLISHED 1840

SHOW THEM WELL

¶ You can build up a trade for high-grade brooms by handling a good line and keeping them prominently before your customers.

¶ The best way to do it is with one of our "Pansy" racks.

¶ Send us an order for ten dozen brooms, including not less than two dozen "Pansy" brooms, and we will send you one of these racks free, freight paid.

H. W. Nelson & Co., Limited

Office and Warehouse :
92 Adelaide St. West

Toronto, Ont.

Factory :
15, 17, 19, 21 Jarvis St.

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

Time is Flying

You have not much time left in which to order your cans for next season's pack.

Packers

who have not yet ordered will do well to communicate with us immediately, if they will require cans that are GOOD, RELIABLE CANS.

ACME CAN WORKS

Montreal

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

Packers' Cans

the Canadian Standard for 20 years.

Open-Top Cans

for hand packed goods.

Lacquer-Lined Cans

for acid fruits and highly colored packs.

Solder-Hemmed Caps

for saving time and solder in the canning factory.

Solder, Flux and Canners' Supplies

THE

Norton Manufacturing Co.

HAMILTON

JELL-O The Dainty Dessert

REDUCED IN PRICE

Now Retails for 10 Cents a Package

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavors.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case $1.80 Retails 10c. per pkg.

JELL-O, Ice Cream Powder, 2 Doz. case 2.50 Retails 15c. per pkg.

Weight 8 lbs. per case, Freight rate second class.

THE GENESEE PURE FOOD CO., Bridgeburg, Ont. and LeRoy, N.Y.

Purity Pays Permanent Profits

When you sell impure goods, you can't rely on getting permanent business. But the man who handles pure goods will be ever adding permanent customers to his list. That's why

E.D.S. Brand Jams and Jellies

are stocked by all the leading grocers

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E.D.Smith's Fruit Farms, Winona, Ont.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - - 75 Front Street East, TORONTO

HOLBROOK'S Worcestershire SAUCE

A bare statement in an advertisement is not convincing unless it can be justified by experience in handling the article advertised. We could take up a good deal of your time in making true statements in praise of this Sauce, but instead we merely ask you to test it for yourself. Your decision will be that it is a Sauce which on first trial must secure permanent users. Its particular and pleasing flavor, free from excessive heat, suggests the blending of many choice ingredients and so tickles the palate that its use becomes essential. This has been the experience in the Old Country where its popularity is ever increasing. The next question which interests you is PROFIT, this will be found to be much better than that obtained on most advertised proprietary lines but an enquiry to

Canadian Manager,
H. Gilbert Nobbs

HOLBROOK'S LIMITED
25 Front St., East
TORONTO

Will bring you full particulars.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

No More 25c. Tea

Copied from the Maritime Merchant, April 16th, 1908

No More 25c. Tea

"It's wonderful what men can do if they try," said a tea traveler, who called to see the Merchant the other day. "I have just returned," said he, "from a territory, where up to the present year the bulk of the tea trade was in an article that retailed at 25c. When I went through on my previous trip I told the different buyers to put up their price to 30c.; the most of them scorned the suggestion. They said it couldn't be done; the people wouldn't pay the difference. However, I pointed out to them that if they wanted to make a reasonable profit, they would be compelled to do this, and that they might as well begin to do it at once. To-day I find that the majority have succeeded in establishing 30c. as their lowest priced tea, and I was quite amused to hear how little opposition they met with in their attempt to do it. A few words of explanation as to why it pays the consumer to pay the new price and how impossible it is to get anything worth drinking at a lower price, and the game was won. There are still, however, a few who think they must do business for nothing, and are continuing to supply a tea at 25c.; but they must eventually abandon this practice, as no man in business to-day can afford to sell an article that does not pay a profit. The day of the 25c. tea is gone and dealers should accept that fact and make the best of it."

I don't know who this traveller is or what firm he represents but I know what he states is correct as my travellers in New Brunswick and Nova Scotia are having just the same experience.——The sale of 25c. tea both in bulk and packets has practically stopped in these Provinces.

A few merchants took the lead and found it so easy others soon followed their example, and my travellers tell me that the consumers seem to pay no more attention to the advance in tea than they do the advances in butter, flour, etc. **Why should they?**

If you are selling 25c. tea why not show other merchants, who have less backbone, a good example? Make your lowest price 30c. They will soon follow you and you will have the satisfaction and credit of being the leader.

BE A LEADER NOT A FOLLOWER

TORONTO OFFICE, 3 Wellington St. E.

WINNIPEG OFFICE, 315 William Ave.

T. H. ESTABROOKS,
St. John, N.B.

The QUEEN CITY OIL COMPANY Limited

HEAD OFFICES

HAVE BEEN REMOVED TO

3rd Floor Ogilvie Building

63 BAY STREET, - TORONTO

(S.E. Corner Wellington St.)

Tartan

SIGN OF PURITY **BRAND**

ORDER NOW.

TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

TARTAN Maple Syrup all sizes

TARTAN New Pack Glass Lobsters

SPECIALS

in FIGS, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

Much Depends Upon the Quality of Coffee

you sell. Every pound must be satisfactory. Chase & Sanborn's Coffees are specially selected to please your customers.

CHASE & SANBORN

The Importers **Montreal**

QUEEN OLIVES

Special 14 oz. bottle, cases 2 doz. To retail at 25 cents.

Warren Bros. & Co., Limited, - Toronto

FRENCH PEAS AND MUSHROOMS

Shipped by L. A. Price, Bordeaux, France

The Finest Goods Put Up.

We Have Them In Stock.

Packed in tins and glass. Full assortment.

ASK FOR PRICES

L. CHAPUT, FILS & CIE. - MONTREAL

WHOLESALE IMPORTERS

THE DOMINION WAFER CO.

44 St. Vincent Street
MONTREAL

BISCUIT CUPS

a Specialty

Dealers in
Choice
Ice Cream

Ice Pies,
Ice Cornets,
etc., etc.

TEL. MAIN 1310.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

The National Licorice Company
of Brooklyn, N.Y.,

taking this opportunity of thanking their Canadian friends for past patronage and soliciting a continuance of same, begs to announce that their

New Factory in Montreal (Maisonneuve) will be in Operation About May First

The subjoined list of Licorice Specialties will be manufactured there; all shipments f.o.b. Montreal; price list on application to our Montreal office.

Flexible Licorice	Bricks	About 1,200 to box
	Elastic Tubes	100, 200 and 300 "
	Triple Tunnel Tubes	100 "
	Indian Plug	100 "
	Navy Plug	100 "
	Buffalo, hollow sticks	100 "
	Whips	100 "
	Cigarettes	100 bundles "
	Golf Sticks (glazed), solid sticks	100 "
	Flexible Sticks (glazed), solid sticks	200 "
	Pan Pipes	200 "
	Favorite, large penny stick	100 to box
	Dulce, large penny stick	100 "
	Curved Stem Pipes	200 "
	Straight Stem Pipes	100 "
	Cigars (banded)	100 "
	A.B.C. Blocks (containing best lozenges)	100 "

Lozenges No. 2, in barrels (bulk)
Lozenges No. 1, in barrels (bulk) best glazed.
Lozenges No. 1, in 5-lb. paper boxes.
Lozenges No. 1, in 5-lb. glass front cans.
Acme Pellets, in 5-lb. glass front cans.
Purity, pure penny stick, 100 to box.
Y. & S. Stick Licorice, in 5-lb. boxes.
Y. & S. Stick Licorice, in bulk, 25, 50 and 100-lb. cases.
M. & R. Wafers (48 five-cent bags to box).
Greek Mass, in 10-lb. boxes.
Greek Mass, in 50-lb. boxes.
Select Bundled Licorice Root.
Powdered Spanish and Greek Extracts.
Powdered Spanish and Greek Root.

SPRING IS THE CLEANING SEASON

BON AMI

Is the Best Cleaner

Bon Ami

Will do 50% more work, or last 50% longer than an equal weight of any other cleanser or polisher.

It is the cheapest.

Get One Case Now from Your Wholesaler

CAN BE HAD FROM ANY WHOLESALER
FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms : Net 30 days.

HUDON, HEBERT & CO., Limited

MONTREAL

The Most Liberally Managed Firm in Canada

CANNED GOODS FUTURES

We will again have the celebrated

Triangle and Red Feather Brands

Do not be induced to place your order until you have our proposition. It will be well worth your while.

JAMES TURNER & CO.
LIMITED

Hamilton, Ont.

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

What To Do In May

Hints for the Retail Grocer's Business During Next Month—Make Preparations for Housecleaning and the Summer Season—Opportunity for Good Business in Seeds—Use System in Window Display.

May in the grocery trade is an anticipatory month—a month of preparation for the summer season ahead. The stock on the shelves will be shifted, and around the store a general clean-up should take place. The wide-awake grocer will try to be in the forefront with his spring cleaning, and that will cause him to think of the annual housecleaning going on in every home up and down the country. He will, therefore, put house-cleaning goods forward, and perhaps make an attractive window display of them. Effective pictures can be made with the many time-saving and labor-saving utensils now used about the home, supplemented with an attractive display of soaps, brushes, etc.

Time to Display Seeds.

While madam is superintending the housework, master will want to obtain for the garden some of the flower and vegetable seeds he saw placed invitingly before him as he passed Mr. Progressive Grocer's store on his way home from work. This may be a small matter but the first thing a wide-awake merchant should do is to attract his customer. If he is a shrewd man the getting of custom and keeping it will follow. Flower seeds are now put up in neat packages and they give some color relief set amongst other goods.

The Maple Problem.

Maple syrup and sugar will continue to be in demand this month; and, indeed, maple products, instead of being regarded as a spring line, are being carried by some grocers the year round. The Government's action in putting in force the provisions of the Pure Food Act has relieved the trader of responsibility in guaranteeing these goods, and placed the responsibility where it belongs.

Now that the warm days of summer are being prepared for, the grocer is liable to be wondering over the problem which confronts him with increasing seriousness each year—what to do about maple syrup. There is greater demand for the article each season, and grocers often lose money through carrying stocks bought from farmers over into the summer, with fermentation and consequent losses as the result. What is the matter with buying package goods? There are in Canada to-day many refiners of maple syrup who put up the line in packages which will keep for years in our worst warm weather. It is just as good a year from the date of purchase as it is on the day it arrives. This prevention of fermentation is achieved through the use of hermetically sealed tins and packages. This suggestion should enable grocers not already "wise" to supply their customers with this line during the summer months without running the risk of losing money.

Fruits and Vegetables Coming

Fruits and vegetables are coming in, in increasing quantities from day to day from Bermuda and the Southern States, and these will somewhat take the place of canned goods. Native vegetables, berries and small fruits will not arrive for a month yet. These fresh goods will attract attention, for housekeepers are asking for a change from the food products they have been buying during the winter.

This should not be interpreted to mean that there will be no call for canned goods. True there has been less call for canned goods, especially canned fruits, during the past few months than for the corresponding months in previous years, the people having asked for the more staple lines, and regarded fruits even in cans, much in the line of a luxury. For this condition of affairs we must, to some extent, blame the stringency in the money market. There was not so much work as usual, and, consequently, not so much money to spend.

Prepare for Preserving Season.

Sugar is expected to be in much more demand for preserving purposes this year than last. Reports from the South say fruit is plentiful, and the Canadian prospect, too, is hopeful. Rhubarb will soon be on the market in plenty and will be the first article to be put down, followed closely by pineapples, when the price drops a bit. Berries and the larger fruits will not be called for until later in the season. Some grocers have already stocked-up with sugar and thereby showed wisdom, as market quotations prove.

Warm Weather Trade.

The summer cottages will soon be opening and some of the men in the trade have already received inquiries regarding goods, prices and transportation facilities. Package and canned goods are used much for this purpose, and it might be well to make the windows attractive with various lines of canned goods. Canned meats are expected to be largely called for again this summer. The enactments of the United States Government of the past two years regulating the inspection of meats and meat-packing establishments, as well as the regulations of our own Government, have done much to restore confidence in this line of goods, and the favorable report of the British inspectors enabled one, at least, of the big Chicago houses to renew a contract for tinned meat with the British Government for the army. These canned and packet goods will surely be called for by picnic and excursion parties, which season will open on Empire Day—the first real summer holiday.

The situation in fish undergoes somewhat of a change. From now on the fresh water fish will be more plentiful and will be welcomed as a relief from the frozen lines we have been getting during the winter.

What About the Pastry Department?

Confectionery may have no special season during the month, but there is always a pretty steady demand for sweet meats during the warm weather. Home baking will be discontinued with a consequent larger call for cakes and pastry from the bakery.

Hints on Provisions.

Cheaper prices in butter and eggs should cause more sales to be made in these lines, and the weather should be good for keeping the articles fresh and in good condition. When sending out these goods be sure to make the packages neat and tidy.

There are various other lines which might be brought forward, all depending on locality and the constituency to be served.

A few of the potted plants you have for sale might be placed about the store or grouped in a prominent place. These will give a freshness and brightness to your establishment which is sure to be noticed.

Systematize Your Window Dressing.

A strong factor for attracting trade is the show window. It should be attended to constantly and faithfully, if it is to attract new customers to the store. For the month of May plan some outline of how your windows should be dressed. For the first week you might display house-cleaning articles—tubs, mops, brooms and brushes, surrounded by pyramids or castles of soap. The second week you might lay out canned goods in attractive fashion, after some of the hints given by The Grocer, letting the buying-public know you can supply all their needs at summer resorts, or can take care of their wants for excursions or picnics. The third and fourth weeks bring something new to the attention of the passer-by. In a short time your store will be commented on and your window display looked for.

Supplement this display with a little advertising—judicious and systematic advertising—and see how your business will grow.

*Grocery News from Coast to Coast

What is Happening in the Trade in the Larger Towns and Cities of Canada—Our Own Special Correspondents Tell of New Ideas, Local Conditions, and Business Changes.

CHATHAM.

April 21.—The possibilities of a central delivery system in Chatham will probably be a theme for lively discussion among retailers in the near future.

A Michigander, Mr. Purser, formerly from this vicinity, but now located in a town near Ann Arbor, set the ball rolling last week by describing a system just inaugurated in his own town about eight weeks ago, and which was a close copy of one carried on very successfully for the past two years in Ann Arbor. He reports that the system works like a charm.

The system is run by the grocers themselves, each subscribing $250. They own their own central stables. The city is divided into twelve or thirteen routes, with central stables for each route. Wagons are sent out to the stores and all their orders, no matter what the destination, are taken to a central station, whence they are transferred to the various routes. There are five deliveries daily, all the wagons starting out simultaneously, and it is claimed the system works perfectly. There is a charge of 3c. per basket for delivering for subscribers, and 4c. per basket for non-subscribers.

Wm. Anderson, the new president of the local branch of the Retail Merchants Association, has personally expressed himself strongly in favor of such a system as above outlined for Chatham. He believed that it would prove cheaper than the present methods. At present the individual grocer has to maintain one or more horses, drivers and rigs, and even at four cents per basket, the cost of the new system would be less. In addition, more accurate and systematic deliveries could be ensured and the public would become accustomed to deliveries at fixed hours, and would as a result be educated to time their shopping accordingly.

Mr. Anderson expresses a desire to learn whether any such system is in operation in this country, in a city of Chatham's size. The results of such an experiment would prove of interest not only to grocers here, but elsewhere.

* * *

Following the attempt to rob the Leamington post office last week, a couple of robbers swooped down on Wheatley last Friday night. They first broke into Dobbyn's store, securing $4 in cash and two revolvers. Later they visited the general store and bakery of Jas. Reynolds, securing $12 in cash and two cheques. When surprised by the proprietor, they exchanged a fusilade of revolver shots with him before beating a retreat. Detectives are now on their trail.

The recurrence of so many robberies during the past month or more, particularly in Essex, is not viewed with any great amount of pleasure by rural and village merchants, and the failure of the authorities so far to effect any captures hasn't any tendency to tranquillize them. Merchants think that in a civilized country with an up-to-date police and detective force, the law could move less lumberingly than it does. The results of the efforts of the authorities in the Wheatley case, the most daring of the robberies on record, are being watched with interest.

* * *

D. B. McDonald, of Tilbury, has sold his interests in the butcher business of McDonald & McHardy to his partner, Jas. McHardy, and will leave shortly for London.

* * *

Leon Larvie of Belle River has made great improvements to his butcher shop and has opened a fine grocery store in connection.

* * *

The stock and assets of R. P. Adams of Tilbury, who recently made an assignment, were sold by public auction last Saturday. Mr. Adams' father-in-law, Arthur Cowan, purchased the business and will resume at the old stand.

* * *

A Leamington report states that the dullness of the tobacco market there is still unrelieved. A few crops have been bought, but the bulk of last season's crop is still in the hands of the growers. The leading buyers don't know when their companies will take the tobacco off the farmers' hands and have instructed the growers to grow no crop this year, as there will be no sale for it next fall. The farmers in the vicinity of Leamington are turning their attention to growing strawberries for the canning factory.

* * *

Geo. A. Stacey, the King Street West grocer, had a novel window display last week. It consisted of nothing more nor less than eggs. A few months ago a grocer would hardly have dared to display his eggs so prominently for fear of robbers breaking in and stealing the precious articles. Mr. Stacey's window was simply designed. The bottom, sloping down toward the front, was sprinkled with sawdust, which formed a background and helped to hold the eggs in place. The latter were so arranged as to spell the word "eggs." The window is one which, while unusual, must inevitably attract a second glance.

* * *

The local branch of Bradley & Son have just put up a handsome new sign with the firm name over their place of business.

* * *

M. Favata, the Italian fruit dealer on Queen St., has extended his show window facing on that street to the full depth of the store.

SEES THE GROCER EVERYWHERE.

Here's a tribute to The Grocer's circulation in the west, which came to us from Regina this week. F. Creed, of the F. F. Dalley Co., Hamilton, who is traveling in the west, writes in his brisk style :—"Just in from the north. Have seen The Grocer everywhere."

GALT.

April 20.—The trade in Galt is improving considerably, and grocers state that during the last two weeks the volume of business was almost equal to that of the same period in former years. The industrial situation is improving rapidly, and the outlook is brighter than for some time. "Give us a good crop in the West," said one merchant, "and we will be busier than for years past."

* * *

The Easter market was largely attended, and, as a consequence of the large demand for eggs, the price was advanced to 16 cents per dozen. Butter also advanced to 30 cents per pound, although it could be obtained from the grocers at 28 cents.

* * *

A number of the local clerks are again agitating for a half holiday during the summer months. The clerks made an attempt to secure the holiday last year, but owing to the objection of a couple of the large merchants, the attempt failed. It will probably be more successful this year, as the clerks seemed determined to settle the question once and for all. Surely during the summer months the clerks are entitled to one afternoon off, especially when they are confined to the store every Saturday evening, and also on nights before holidays.

* * *

The largest awning in town is that which has recently been erected for John Sloan, grocer. It is of the latest crank design and covers the whole front of his large store.

* * *

Allan Deans, of the Red Front, was dressing his window when your correspondent dropped in this week, and in response to an inquiry as to how often in his opinion windows should be dressed, he replied that windows should be changed twice a week, at least. "A newly dressed window attracts the attention of the passerby once, at least, and sometimes twice. On these occasions the passerby will probably stop and examine your display, but the third time of passing the contents of the window have become ancient history, and

*Contributions are invited from merchants, grocery travelers or clerks in places where there is not a regular correspondent of this paper.

attract no notice. I figure it that practically the entire buying population of Galt passes the store about once in three days, and for this reason I make it a point to change my windows at least twice a week. So regular has this become that the passersby who come down town probably twice a week, can always depend upon seeing something new in the window of the Red Front. "I also make it a point when changing my windows to put in something entirely different. A window can be well dressed with very few articles if these are neatly and tastefully arranged so as to present an attractive appearance. Crowded windows do not attract the same amount of attention as in cases where only a few articles are prominently displayed."

* * *

The price of sugar has advanced in Galt, as elsewhere, but as yet the advance to the purchaser has not been very large.

* * *

Fresh lettuce all winter is the record of Mr. John Sloan's grocery. Mr. Sloan thinks that this record cannot be equalled by any grocery in a Canadian town.

* * *

Allan Deans spent the Easter vacation in Stratford.

* * *

The demand for fish has fallen off to a very considerable extent.

GEORGETOWN, P.E.I.

April 18.—Notwithstanding the very backward condition of the weather during the past week or so, business on the whole has been most satisfactory. Large orders are being daily received from lobster packers for cook house supplies.

* * *

The agent of the Quebec Steamship Company has received word that the S.S. Campana will leave Montreal on her first trip to Prince Edward Island ports on Monday, April 20th, ice permitting.

* * *

William Stewart and Hillard Muttart, of the firm of Sinclair & Stewart, Summerside, left Friday for Montreal and Toronto.

* * *

W. W. Jenkins, of the firm of W. W. Jenkins, Son & Co., of this town, is in Ottawa on a business trip.

* * *

Black oats are selling at forty-seven cents per bushel, and white at forty-six cents. Potatoes are bringing thirty to thirty-five cents and turnips sixteen cents. Butter is very scarce—never was so scarce—and is selling at thirty to thirty-two cents. Eggs dropped to fourteen cents, but are up again to fifteen cents. Chickens are very scarce and bring $1.15 per pair.

* * *

Mr. Davis, formerly in the employ of W. A. Poole & Co., Lower Montague, leaves this week on return to his home in England.

* * *

Miss Pearl Lavers has taken a position in the store of W. W. Jenkins, Son & Co.

HAMILTON.

April 21.—Our Saturday Easter market was the largest this year. Everything in profusion, lettuce, rhubarb, onions, etc., and a large supply of butter and eggs. Before the selling got fairly started it began to rain heavily and prices became easier. Everybody expected to see a great slump in the price of eggs, but the commission men, seeing the danger and knowing that a low price would demoralize the egg business for weeks, very considerately bought up everything in sight, and the price did not go below 18c., which action has benefitted the city grocers to an extent they possibly hardly realize. Good dairy butter still remains around 30c. and is likely to stay there until the grass comes. Maple syrup is plentiful and no person remembers to have seen the quality as good before.

KINGSTON.

April 21.—Frank Samuels, who traveled for W. G. Craig & Co. for some time, has severed his connection and joined the staff of Galbraith & Son, Montreal. Frank will get an insight into the tea business and learn how to draw trade and push the golden tip.

* * *

Tom, the grocer, picked up an invoice and read, "30 days less 2 per cent." "Now," said he, "this invoice is dated April 1st, and the Shedden Co. rolled off the goods April 10th, so that in reality I am only getting twenty days, instead of thirty. This is one of the many ways that retail merchants suffer."

* * *

"What did that lady ask for,?" said the retired army officer who comes in occasionally to have a chat with the knight of the tin scoop. "Why," said the grocer, with a sunny smile, "she asked for a pound of 'Mooney's sodgers britches.' She lisps, you know, and that is as near as she can come to saying soda biscuits."

* * *

Bert Robertson, son of B. W. Robertson, wholesale grocer, and traveler for the house, is spending his Easter holidays in New York. Bert, though young, is one of our city fathers.

* * *

Easter week brought an unusually large and eggs dropped in price as low as 15c a dozen. The grocers did a fair trade, but there is very little money any more in our business. Everyone wants to run a grocery, and a few dollars and credit will do it. Some suggest a license as a remedy, and applying the funds to making good roads. I am sorry to say we have the worst roads of any city in Canada, but we hope for a big change this coming season, as the road question is receiving attention.

* * *

Kenneth H. Munro is well pleased with the hold Jacobs' Irish biscuits have taken. They should have a permanent ad. in The Grocer, where I first heard of them, and sent a trial order and introduced them.

* * *

I wrote two letters to a firm who put an ad. in The Grocer lately. They are in Montreal and they did not have the courtesy to reply. I guess they thought I was no good.

* * *

Larry Murphy looks well after his trip to Ireland. I dropped in to have a chat with him but he was too busy so I left. He didn't bring the Irish lassie with him as prophecied by Jim, the grocer.

* * *

Gunns, Limited, of Toronto, ship a lot of meat to Kingston, and the quality is good.

* * *

The city is literally flooded with maple syrup, which is being offered at 75c an Imperial gallon.

* * *

Fred. Vanluven is not going to Toronto as reported. He is not worrying about any change of climate, but wants a few weeks rest, and now, that he has disposed of his stock, is the accepted time.

* * *

"Say," said a grocer on the market, "grocers' wagons are a few hundred pounds heavier than they should be." The wagons with small wheels in front are popular for the convenience of making short turns, but on the straight road the large wheels are better and run smoother. James Laturney is making a wagon with all four wheels same size, with patent gear. The hind wheels turn and follow in the track of the front ones and short turns can be made.

* * *

Tops on grocery rigs look nice, but break up the gear on a wagon in no time and have to be discarded, except for paved roads. Will some of the other correspondents say something regarding these vital matters, and say less about butter and eggs and grocers breaking legs and such.?

GUELPH.

April 20.—W. H. Fielding is by long odds the leader in some things in this city this year. He had both of his windows handsomely dressed for Easter, and both were so good your correspondent took photos of them for The Grocer. One had hams, bacon and eggs, with a pair of live rabbits, and set off nicely with Easter lilies. The other was a fruit display, including oranges, lemons, bananas, pineapples, strawberries and ripe tomatoes, set off with carnations. They drew the crowds on Thursday, Friday and Saturday. The flowers and rabbits caused nearly everyone to stop and admire, and the price tickets did the rest.

Geo. Williams also had a fine display of Easter novelties, which were nicely arranged and were greatly admired. J. A. McCrae & Son also showed Easter novelties and did a good business. Peter Anderson had two good windows of dinner sets, fancy china, while Jackson & Son, J. C. Chittick, A. Groom, J. C. Hadden and Little & Costigan had nice displays of general groceries.

Benson Bros. were too busy putting in a nice new front, making their one large window into two smaller ones, with the door in the centre, and also giving the store inside a general new appearance to be in the running this year.

* * *

C. T. Hicks, the Paisley street grocer, has purchased a fine fancy driver and, sorry to relate, the old one object-

ed to the change vigorously and kicked the new one so severely that it will need a few weeks to recover.

* * *

Jimmy Gow, the Ontario street grocer, has received a very tempting offer for his fine black horse.

* * *

There are still complaints coming in of some of the canned goods, such as corn, peas and tomatoes, not being up to the standard.

* * *

This has been a record year for maple syrup in this section, but to be fair, some of the samples obtained down east have surpassed any of our local samples and are a credit to the new Government Inspection Act. Some seem to think the reason is that the trees in this section are getting too old.

* * *

The friends of Adam Armstrong, grocer, of Fergus, will regret to learn of a very painful accident which befell him going to a sale in a rig the other day. He had his feet hanging out and one leg got caught between the rig and a pile of ice and snow, twisting the tendons very severely. He is around now on crutches.

* * *

Peter Anderson has the neatest and cleanest grocery store in Guelph and he may well be proud of the fact.

* * *

J. C. Chittick has had the shelving and window of his store refitted, which is a great improvement.

* * *

Greg. Foltz, the Elora road grocer, has his store all beautifully furnished with glass-fronted shelves and mirrored windows.

* * *

The new permanent roadway on Wyndham street, has been started, and while temporarily hard on business in that section, will be a great improvement. The telegraph and telephone wires are to be put underground, which will do away with all those unsightly poles. This is another bouquet for the Merchants' Association.

* * *

The very unfavorable weather on Saturday interfered with business to a great extent, but still a good trade was done. The Easter Saturday is generally one of the biggest of the year. Eggs got firmer in price and from 13c to 15c was paid. First-class butter was also scarce at from 27c to 30c a lb. There was a small supply of chickens at from 15c to 17c a lb. Other produce remained at about the usual prices. In comparing the prices of 1908 with 1878—30 years ago—there is not such a vast difference evident. Clover seed is the most noticeable, being $10 a bushel dearer. Butter and eggs are worth just twice as much. Chickens, also, are just double, but the other prices do not show much difference.

EDMONTON.

April 18.—There has been considerable activity in both the retail and wholesale grocery trade in Edmonton during the past few weeks. Owing to the large amount of railway construction on the C.N.R., G.T.P. and C.P.R. near Edmonton this year, hundreds of men are flocking to the city daily. As a result, business is very active in every line and the grocers as well as other merchants are feeling the benefit. Orders from the smaller grocery stores from the surrounding towns are pouring in on the wholesalers. Everybody is optimistic and collections are much easier, the smaller tradesmen meeting their obligations promptly. With the present prospects of an early and bountiful harvest there is every prospect that the season of 1908 will eclipse all the former records in the growth and development of the City of Edmonton and the surrounding district.

* * *

One regrettable feature in connection with the market trade in Edmonton is the absence of a suitable market building. This has been the complaint of both the buyer and producer for some time, and although the matter has been discussed by the council and several suggestions made, nothing has been done as yet.

* * *

J. R. Wilson, of Toronto, superintending agent for Lipton's teas in Canada, was in the city this week on a business trip.

* * *

A new kind of oats, known as Garten's Regenerated Abundance Oats, will be introduced into the Province of Alberta this year, and those farmers who wish to change their seed oats will be given an opportunity to do so. The Department of Agriculture of the Province has secured 1,500 bushels of these oats for distribution in the Province, and all those wishing to secure some of this seed should make application at once.

LONDON.

April 21.—Wholesale houses report trade fair and payments on the whole satisfactory. The prospects are still considered good, the belief being held that as soon as country roads get into good shape orders will come in more freely. The last advance in the price of sugar has set dealers wondering where this sort of thing is going to end. Teas are very firm, an advance of ½d to 1d being recorded the past week for fine qualities. Ordinary teas are expected to go higher. All other staples are firm. Retail trade in the city continues very fair.

* * *

The investigation into the affairs of the defunct wholesale firm of Laird, Kerrigan & Co., so far as it has gone, reveals the fact that the books were kept in a very slipshod manner and that the office management was far from efficient. What the final outcome of the quest will be, no one seems to know.

* * *

Mr. Barkwell, auditor for the D. S. Perrin Company, who has been in poor health of late, is about to leave on an extended trip throughout the Canadian west with the view of recuperating. On Saturday his fellow employes surprised him at the offices by presenting him with a handsome gold clock, as an expression of their esteem for him.

As a result of the new tobacco tax and uniform stamp, London is likely to lose five cigar factories, in addition to the Tuckett tobacco works, which has already left the city, throwing fifty men out of work. The King Buffalo Cigar Company has made a voluntary assignment in favor of its creditors.

* * *

It is said that local butchers, owing to the general advance in the price of young cattle, will shortly raise the price of the higher grades of meat. Some have advanced prices already and others are expected to follow suit.

* * *

Armstrong's grocery, at the corner of Richmond and Maple Streets, has changed hands, J. Peaslee being the new proprietor.

* * *

A deputation of the Retail Grocers' Association waited on the twenty-pounds-for-a-dollar grocers during the past week, and it is said succeeded in convincing them of the error of their way of doing business.

NEWCASTLE, N.B.

April 18.—Wm. Corbtt, jr., who has been conducting a grocery business here for the last seven years, has entered into partnership with Wm. Stymest, the business being enlarged. They will carry a full line of groceries and provisions, and some side lines. A cash business will be done.

* * *

The business conducted by the Rennes Bridge Lumber Co., will henceforth be run on strictly cash lines.

* * *

Charles Mugerall, general grocer, Chatham West, reports a steadily growing business. Starting in a very small way eight or ten years ago, he has now one of the largest stores in Nelson.

KENTVILLE, N. S.

April 18.—One feature this Eastertide was the demand for better class goods, all classes seeming to demand the best going. The call for best fruit and confectionery is growing, and grocers are compelled to carry good-sized stocks if they want to hold their trade.

* * *

Although the spring is backward, it is no great drawback, as the fruit trees are safer to bloom not too early, and so far they have come through the winter in fine shape.

* * *

What we need most is, for the people of Ontario to come down and visit us and see what a summer pleasure resort this is and get acquainted with our people. The businessmen might find it would add to their business relations and increase their orders. It is time some of them knew a little more about Nova Scotia.

* * *

At a meeting of the Board of Trade the other evening, when the business of the recent Horse Show was being concluded, in tendering a vote of thanks to the committee and Press, the name of M. G. De Wolfe was specially mentioned as having taken a particular interest in the show.

THE CANADIAN GROCER

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The MacLean Publishing Co.

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JOHN BAYNE MACLEAN - President

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ADVANCE IN RATES.

Wages in the mechanical departments of The Grocer have increased 55 per cent. in the last nine years, and in an agreement made some months ago with five different unions employed in our offices. further increases will have to be given. In addition to that, our editorial and other staffs have grown enormously. in the salaries paid and in the number employed. To-day the editorial staff of The Grocer is larger than any other weekly paper of any kind in Canada, or of any grocer paper in the world. The latter may seem, on the face of it, an absurd statement, Canada being so much smaller in population, but it is nevertheless true. All but one or two of the seventy or eighty grocer publications in the United States are merely organs of some one jobbing or manufacturing house. The others are handicapped by the reputation these illegitimate papers give to them as a class, and they cannot afford to give their readers the high-class publication that the trade in Canada receive. They circulate only in their immediate neighborhood. The Canadian Grocer covers the entire Dominion. In Great Britain there are two good papers which are a credit to the trade, but, having a smaller field to cover and fewer interests demanding information, they do not require the organization the Canadian Grocer has.

There are probably more failures in the publishing business than in any other, probably because so much of the cost of getting out a paper is wages. According to the census returns, a greater percentage of the cost in the publishing business is paid in wages than in any other business in Canada and it requires staying power, sometimes years of it, to get a newspaper on its feet, but once it is there and the business grows, the percentage of profit is greater. This has been the position of The Canadian Grocer. While our expenses have grown enormously, it has hitherto not been necessary to increase the circulation and advertising charges, excepting in the case of special issues, because of the great growth in our business, equalling about 400 per cent. in ten years, and lower overhead expenses. The latter, which include rent of our various offices, taxes, insurance, etc., foremen's and managers' wages, subscription agents traveling everywhere in Canada, and many other charges, are distributed over and shared by our nine other papers. They have helped very materially to overcome the increased cost of getting out the paper. Each paper has, of course, its own exclusive staff of editors, correspondents and contributors.

We have during the past year made many improvements editorially, and have several others under way which will still further materially strengthen the paper. These, combined with the increase in wages referred to, make it necessary for us to advance our advertising rates this year, and a further increase next year, making our present page rate of $600 a year $800 on the 1st June, and $900 on the 1st June next year.

Even on this basis, the rates will be very much lower than papers of similar standing in the United States and Great Britain. That our rates have not been highly remunerative is proven by the failure of more than a dozen papers established in Canada to serve the foodstuffs' trade in the last twenty years. In fact, the complaint of other publishers is that we give too much for the money and do not give them a fighting chance. Our aim is to put The Grocer on a 7 per cent. dividend paying basis and spend everything over that on improvements. We are constantly on the lookout for good writers, who know what is accurate news of vital interest to business men, how to get it and present it in the briefest form. We have some good features in store for our readers. which will be introduced in the not far distant future, if the business continues to grow as it has in the last few years.

STREET RAILWAY CARTAGE IN MONTREAL.

A plan which is somewhat novel in its conception has been promulgated in a resolution which has been presented to the City Council by the Montreal Board of Trade, which it is hoped will relieve the situation and hasten a return of normal conditions. The resolution which has been addressed to the City Council, requests them to grant to the Montreal Street Railway the power to build sidings where necessary and use their lines to transport freight from the warehouses to the wharves and railway sheds. It has been proposed that the largest amount of this work be done at night in order not to interfere with the passenger traffic. The serious incompetancy of the cartage facilities in Montreal has long been a source of annoyance to the business men of the city, and it is hoped that this innovation may result in a solution of the difficulty. However, in any case, the business men of Montreal have displayed their faith in the idea sufficiently to importune the City Council to grant the Montreal Street Railway the necessary privileges as set forth in the following resolution:

> "Resolved, that the Council of the Montreal Board of Trade hereby advocate to the City Council that an arrangement should be made with the Montreal Street Railway Company, whereunder, with proper safeguards for the rights and interests of the city, that the company would be permitted to carry freight in Montreal, due provision being made therein that such carriage of freight should not interfere with the passenger service. That because it is not desirable that heavy freight should be carried through the leading residential and shopping thoroughfares, the City Council should reserve to itself the right to approve the routes on which the freight cars should operate."

It will be observed that this resolution, if acted upon by the City Council, is sufficiently comprehensive to protect the rights of the citizen, and not in any way interfere with the fundamental purpose of the system, whilst, on the other hand, if successful, will render valuable and much needed assistance to the shipper.

OLD CANNED FOODS ACT REPEALED.

At the resumption of the House of Commons after the Easter holidays, on Tuesday, Hon. Sydney Fisher's bill to repeal the old Canned Foods Act, which has never been put in force, came up.

Mr. Fisher explained that the old act conflicted with certain features of the act passed last session, particularly in regard to local inspection.

Mr. Borden and other members of the Opposition pointed out that under the old act the local consumer was protected, and thought that to repeal it would remove a safeguard as to the purity of food.

Mr. Fisher claimed that the question of inspection of canned foods for local consumption was one which should be left to the provincial authorities to deal with. The existence of the old act had led to confusion with regard to marking.

The bill was reported to the House and passed.

Following this Mr. Fisher moved the second reading of his bill to amend the meat and canned foods act of last year. Section 11 of the act placed under the operation of the statute only such factories as were declared to be so by the Minister. The amendment proposed to repeal that clause and to substitute the provision that the Governor-in-Council might, on application of the owner, exempt any establishment from the operation of the act.

Mr. Kemp, of East Toronto, inquired as to the effect the act would have in regard to the use of private brands. Some wholesale merchants, he thought, who had been selling canned foods for many years, had worked up and advertised a private brand. They objected to having to put the name of the packer on their cans, and contended that their own guarantee in many cases was better than the guarantee of the packer, and that it destroyed the value of their private brand when they had to put the name of the packer on.

Mr. Macpherson proposed an amendment which he thought would meet the point raised by Mr. Kemp. It was to the effect that the merchant first purchasing from a packer should be permitted to put his name instead of the packer's on the can.

Mr. Fisher saw no objection to that amendment, which he believed was strongly favored by the wholesale trade.

The bill passed through committee, and now stands for third reading.

NEW FIRM OF FRUIT JOBBERS.

An office has been opened on Front St., Toronto, this week by F. L. Sanna, who represents the Cuneo Importing Co. and the Banana Distributing Co., of New York.

The firm will bring in large quantities of bananas and also Malaga grapes and dispose of them among the trade in Toronto and vicinity. A. F. Spada will be the city representative.

MR. CARSLEY BETTER.

John Gibb Carsley, president of the Ozo Company, Montreal, is at his desk again after a severe attack of la grippe, which kept him away from his work for several days.

THE SITUATION IN THE WEST

Wheat Markets Show More Strength—Increased Interest in Raising Live Stock Real Estate Resumes Activity.

The Western Viewpoint, by our Special Winnipeg Correspondent.

The short week in the wheat market seems to have brought with it a tendency to higher prices, though whether this will be continued is difficult to say. When the market opened Saturday morning, after the Friday holiday, there was news of abundance of rain in the southwest, where drouth was supposed to be working havoc, but instead of the market going down on this news, it advanced quite sharply on the estimated world shipments for Monday, which were only 6,750,000. No reference was made to the fact that Argentine had two holidays during the week in which no wheat was shipped. Russian shipments were reported very low, as were also Australia and India, with a good big decrease in Americans. Wheat on passage also showed a marked decrease. If there had been markets from Britain and the continent there would probably have been less marked influence from these shipments. The local market was firm with a good wide fluctuation and a moderate demand only, export trade being again very light. It is one of the significant facts that although there are 12,000,000 bushels of grain of all sorts at Fort William and Port Arthur, up to Friday night charters had only been written for about four million. A number of boats have not written charters for their first trip as yet and if reports are correct, practically none have been chartered for a second trip. Statistically wheat is very strong but actually it seems quite the reverse and there are many anxious holders of long wheat in Winnipeg that was bought at fancy prices last fall. All season long it has been a market that few dared go short on, and as has been remarked before it is the usual unsatisfactory fag end of a short crop. Returns show that there is not more than 2,000,000 bushels in country elevators and as every farmer in the country is busy seeding, receipts are very light and will be until after the crop is in.

* * *

The weather has been ideal for seeding for almost the entire week, though Saturday was too windy to be good. However, the work of seeding has been pushed rapidly in all directions and the seed bed could hardly be better, though in a few sections in Saskatchewan it has been too dry. Two light showers have fallen through the week, but no general rain is needed until after the seed is in and then it cannot come too soon.

* * *

There has been a small but perceptible advance in the price of fat cattle during the week, though no dealer is ready to quote higher figures. The fact is that a number of carloads of fattened stock have changed hands at some country points at figures as high as $4.75 per cwt., while on the other hand dealers have been worried with shipments of so-called fat cattle that are not worth 2½c. There is a limited movement in export steers already; and the past week witnessed a notable departure, in that a couple of carloads of hogs were sent east. So far as could be learned this is the first time that an attempt has been made to export hogs, as there has never been enough for home consumption. As far as that goes present receipts are below requirements and it is a little difficult to understand what this shipper is after. The fact remains that the hogs were shipped.

One of the indications of the increased interest in the live stock raising is the number of inquiries being received by prospective breeders with reference to the sales of foundation stock, both at Winnipeg and Calgary, to be held next month. Old breeders are looking out, but there is evidently a decidedly increased tendency to go into mixed farming and to start right by getting pure-bred males. Those interested in the promotion of these sales seem to feel confident of remunerative prices and as the winter has been so exceptionally mild stock of all ages is in prime condition.

* * *

Two things of significance to the farming and ranching world have been announced this week. The first is the intention of the Gartons Limited to open a house in Winnipeg and as a preliminary to that to make a large exhibit at the leading fairs during the summer, beginning with the Dominion at Calgary in June.

These noted breeders of plants as well as growers of seeds have had their eyes on this western country for some time and the youngest brother of the partnership, T. R. Garton, has just concluded his third visit to the Canadian west during the past twelve months. He has been making a close study of climate and conditions and has sent home a number of samples of the soil for analysis. The larger portion of the seed oats brought from England by the Dominion Government were secured either from this firm or are of varieties propogated by them. These are known as the Regenerated Abundance oat and are an extremely fine sample. The Gartons make the claim that the oats bred by them, in addition to being larger, more hardy and more prolific than the varieties usually grown in Canada, will also produce meal of a very distinctly higher food value than the ordinary oats. If this is true, and there seems no reason to doubt it, it would be well for manufacturers of rolled oats to keep their eyes open for the sections of the country to which these oats are going and be prepared to buy up the crop in those sections at harvest time.

The other matter, which is of immediate interest to cattle men is the proposed new regulations of the Dominion Government as regards dipping for mange. The rule that has been followed for several years is compulsory dipping of all range cattle within two months and in a solution especially approved by the Government. Now, however, this rule is not to be enforced, the cattle man may dip his stock in any

mixture he likes, all that is required of him is to have cattle with a clean bill of health when the inspector calls. A number of practical cattlemen will be put on as range riders, and these will work under a veterinary district inspector. If after a reasonable time cattle are found undipped and with the mange, then the Government will dip the cattle in the sulphur and lime solutions which is recommended by the department. The plan of letting the rancher do his own dipping, how, and in what he likes, should simplify matters considerable for the ranchmen. Cattle are in fine condition, it will be no hardship for them to be dipped early this season if they show any indications of mange, and as there are probably 350,000 cattle which require dipping, more or less, to be able to spread it over a longer period is very much in the interests of the cattlemen.

* * *

The real estate market has been fairly active during the week and a notable feature has been the inquiry for market gardens. This is much more active than it was at the same time last year, the early season as well as the good prices for vegetables evidently being stimulating factors.

Another department in which real estate is more active than was at all looked for is the purchase of houses. Of course, house property has come down somewhat in price. There was considerable building on small capital last year and holders have found it necessary to make sales at considerably lower figures than last year. The best indication of there being money in the country is the way in which any bargains of this kind are taken up and the very fair cash payment that is regularly made on them. House property was too high last year and the year before, and now that it is more normal it looks like a good investment to people who formerly would not touch it. There is also a very considerable amount of English capital seeking investment in this class of property.

To sum the western situation up in a single sentence, "It looks mighty good to me."—H.

CANADIAN DIES IN THE EAST.

Had Developed Canada's Export Trade With China, and Made a Mark in the Orient.

The death was announced by cable on April 15th, from Hong Kong, China, of A. H. Rennie, a Canadian who had made his mark in the east. The deceased was born in Hamilton, Ont., where his boyhood was spent, and where he received a thorough business education. At an early age Mr. Rennie went west, settling in the then village of Fort Garry and growing up with the place.

Twenty years ago he went to Hong Kong as the representative of Wilcox Co., Portland, Ore., then the largest wheat shippers on the continent. Leaving that concern, he established the Hong Kong Milling Co., which is now the largest establishment of its kind in the east, and which was the first concern to take Canadian flour to the Orient.

During the time Mr. Rennie had lived in China he had become a multi-millionaire. It is only a short time since press despatches announced a gift from him of $150,000 to Hong Kong University. In appreciation of his efforts for uplifting the British race in Hong Kong, Mr. Rennie was some years ago made a member of the colonial government.

Mr. Rennie was a brother of D. M. Rennie, at one time with Eby, Blain & Co., Toronto, and was for a time interested in the wholesale grocery business in Hamilton. He was married 25 years ago to Miss Florence Mowat, daughter of Mrs. John Mowat, Brockville. The late Mr. Rennie was about 50 years of age.

LARGE DELIVERY IN GLASGOW.

Twenty-three Lorry Loads of Coffee Attract Attention on City Streets.

The photograph and description of the record delivery of starch mentioned in the Grocer some two weeks ago has attracted considerable comment. In connection therewith the story of a somewhat similar delivery in Glasgow recently is sent in by Rose and Laflamme, Montreal, who are agents for "Camp" coffee, the article mentioned. The item is clipped from a recent issue of the Glasgow Daily Mail. "Those who were in Argyle Street, yesterday, about midday, witnessed a unique spectacle, and one which held their attention for some time. Even the policemen on points duty, accustomed to the constant streams of traffic, were surprised.

"One after another in a procession which extended for the greater part of the thoroughfare from the Cross to Union Street, came 23 lorries laden with boxes of "Camp" coffee. They had come from the works of Messrs. R. Paterson & Sons, and were being conveyed to the docks for shipment to various ports in England and Ireland.

"Had they been allowed to pass the crossings together other traffic would have been suspended for about ten minutes; but the constables so regulated the traffic that the lorries passed along in groups. Nevertheless, they made a striking display—something reminiscent of the carters' parade, only more practical—and the familiar red and blue trade marks on the boxes must have emphasised in the minds of those in the vicinity the popularity of Camp coffee.

"'What army is this to feed' asked a bystander to one of the lorrymen who was waiting until the crossing traffic had passed. 'Oh, the greatest of all armies,' was his reply—'the British public.'

"Then the policemen gave the signal, and the lorryman went laughingly on his way."

L. E. Geoffrion of L. Chaput Fils et Cie. Harbor Commissioner has left on a trip to the United States where he will visit various seaport cities with a view of obtaining new ideas which may be incorporated in the anticipated improvements on the Harbor.

DEATH OF INSPECTOR KELLY.

Was for some years a Toronto Grocer, Latterly Inspector of Weights and Measures.

There passed away on Monday last, at his apartments, 70 Bond Street, Toronto, Daniel Kelly, J.P., Inspector of Weights and Measures for the city. Five years ago Mr. Kelly sustained a stroke of paralysis, and a month ago was carried home unconscious, suffering from a second stroke. From that time he gradually sank until his death on Monday.

Daniel Kelly was born in Belfast, Ireland, in 1840, and was educated there at King's College. Coming to Canada in 1854 he first settled in Prescott, and in 1872 moved to Toronto. For some years he kept a grocery and liquor store at King and Sackville Streets. He always took a great interest in politics, and for a time was connected with the Customs Department. Since 1896 he has been Inspector of Weights and Measures for the city of Toronto. Mr. Kelly leaves a widow, four sons and three daughters.

DEATH OF J. R. KIRKWOOD.

It is with feelings of sincere regret that we are obliged to record the sudden death on Saturday of J. R. Kirkwood, who was on the staff of S. H. Ewing & Son, Montreal.

Mr. Kirkwood was born in Montreal in 1836 and most of his life has been passed in Montreal. He was educated in the public schools and subsequently engaged in business for himself as a grain merchant. This he abandoned to accept a position with S. Ewing and on the reorganization of the business in 1897 as S. H. Ewing & Son, he became cashier of the firm, a position which he occupied at the time of his death.

Mr. Kirkwood was for many years connected with the military of the city, having been a commissioned officer of the Royal Victoria Rifles. He saw active service with this regiment during the Fenian Raid.

Modern business men have a way of expressing their views briefly, and perhaps the finest encomium to be uttered with regard to the life of the deceased would be the words of a man intimately associated with him in business when he said, "He was an upright man."

REMOVING TO LARGER QUARTERS

The head offices of the Queen City Oil Co., Toronto, have been removed to the third floor of the Ogilvie building, 63 Bay street, southeast corner of Wellington street. For the past ten years the executive offices of this busy house have occupied the whole of the fourth floor in the Lawlor building, but these premises had become entirely inadequate to give the necessary working space for the executive trade and accounting staff of this constantly growing business. By securing the entire third floor in the new Ogilvie building, where up-to-date offices have been fitted up, nearly double the floor space affords ample accommodation in the centre of the wholesale district.

Markets and Market Notes

QUEBEC MARKETS

Montreal, April 23, 1908.

POINTERS—
Beans—Advanced.
TEAS—Firmer.
Evaporated Apples—Easier.
Butter—Severe decline.
Eggs—Lower.

The Montreal market seems to be suffering in a measure a reaction from the Easter trade. However, this condition is not very marked. Sugar remains about the same, although some expect a small advance soon. Beans show the most conspicuous advance this week. Evaporated apples are lower, also butter and eggs. The trade in maple products is in a healthy condition just at present, the demand being good and the supply is quite satisfactory. Eastern Townships sugar is quite up to its past records in quality. Business men anticipate a general brightening up of trade as soon as navigation opens, as it likely will in a day or two, as many wholesalers will be able to reach their customers more expeditiously than during the period when the channel is closed. Provisions remain about the same, being rather dull after the cessation of Easter demand.

Collections are reported fair to good.

TEA—The tea market shows signs of being much stronger. In Japans it is too early to state probable opening of price in comparison with former years. It is expected that market will be opened any day now if weather conditions remain favorable. Importers are expecting cable advices regarding definite dates. Locally there is not much change in the markets. There is not much selling in large quantities. Prices show a tendency to become firmer. There is a better enquiry for China greens and young Hysons. Ceylon greens are very scarce and the price is firmer.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 23
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—There is a fair demand and no change in the market. Jamaicas and Javas are a little higher, also Maracaibos.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09½
Santos		0 11
Maracaibo	0 14	0 17

Roasted and ground 20 per cent. additional.

SUGAR—The sugar market remains about the same and the demand is fairly good. Some anticipate further advances within a short time, but it is expected that they will not be of very great magnitude.

Granulated, bbls	4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 75
" " " 50 lbs	5 85
" " 25 lbs	6 05
Extra ground, bbls	5 30
" " 50-lb. boxes	5 50
" " 25-lb. boxes	5 70
Powdered, bbls	5 10
" 50-lb. boxes	5 30
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 55
No. 1 " bags	4 40

SYRUPS AND MOLASSES—There is not much change in the market. The demand for both syrups and molasses is fair. Barbadoes molasses in puncheons has increased slightly in price, otherwise the market remains about the same.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—The receipts are large, as these days constitute ideal sugar weather. The Eastern Townships anticipate a fairly good yield this year. The demand remains good and prices show a tendency to go lower.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 09	0 09½
Pure syrup, 8½lb. tin	0 60	0 65

DRIED FRUITS—The market is very dull and prices remain about the same. Dealers are pushing prunes to clear out winter stocks and this has a reflex action on certain other lines.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 07	0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 06½
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" boxes		
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 15
Pears, "		0 18

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 11
" " " 40-50s	0 08½	0 09
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—The spice market remains unchanged, but the steady demand of late may result in an advance being made shortly.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—Rice is firm in primary markets and there is not much demand locally. Prices will not give way much. Dealers have sufficient to carry them along for some time, since there has scarcely been the usual spring demand this year. Tapioca is dull of sale on the spot, rather suffering from the general depression. Primary tapioca markets are firm and shipments small. There are no great stocks on hand either here or in the United States. There is an almost complete absence of buying.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 - 0 06½

BEANS—There is a firmer feeling in beans this week, as evidenced by the higher prices. Demand is fair.

Choice prime beans	1 85 1 90

EVAPORATED APPLES—Slightly lower prices prevail for evaporated apples this week, as will be noticed from quotations. Demand is not so good as usual, there being in some districts a surplus of green apples, which take the place of the dried fruit. Prunes are being pushed with greater energy than evaporated apples by some houses.

Evaporated apples	0 07 0 08½

CANNED GOODS

MONTREAL—French peas are a little lower, but otherwise the situation in canned goods has not changed since last report. Canned fish are beginning to sell. Fruit and vegetable staples are in fairly good request at the old prices.

TORONTO—Jobbers report a more active demand for canned goods this week and considerable business is passing.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals, Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted		8 92½
" " not pitted		7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½

ONTARIO MARKETS.

POINTERS—
Sugar—Firm.
Canned Goods—Moving well
Teas—Firmer in primary markets.
Maple Syrup—Demand Brisk.
Collections—Better.

Toronto, April 23, 1908.

Wholesalers report more encouraging business this week and it seems that the spring business is about to open.

The grocery markets in general are steady, with few changes to report. Sugar continues exceedingly firm with further advances in raws.

SUGAR—Business continues brisk locally, the retailers seeming to appreciate the strong position of the markets and laying in supplies.

While no further advance has been made in refined the market continues exceedingly firm, and all tendency is toward advance.

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 20
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business in pure and compound maple goods is quite brisk. Other lines are quiet. Absolutely pure maple syrup is quoted at $1.50. Quotations on other lines are given below.

Syrups—		
Dark		
Medium	0 30	0 35
Bright	0 36	

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 65
20 " " "	2 60
Barrels	0 03
Half Barrels	0 03½
Quarter "	0 03½
Pails, 38½ lbs. each	1 75½
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50

Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—Business locally continues quiet, with an absence of anything like sharp demand.

Reports from the London markets indicate the tendency to stronger position as is evidenced herewith.

Gow, Wilson & Stanton, reporting on Indian, say:

"Offerings were rather heavier but demand was strong for all kinds. Commons were fully firm and occasionally showed a slight advance, but medium and fine, particularly when quality was at all desirable, were again a somewhat dearer market. It now seems evident that there must be a good deal less of the crop remaining to be disposed of than was the case at the same period of last year."

Their note on Ceylon tea also bears out the statement of a move toward higher prices, as follows:

"Demand continues good for all classes of tea, and as has been the case during the last few weeks, the keenest competition was for good and fine qualities which were again occasionally dearer. Common kinds also showed a firmer tendency than of late."

DRIED FRUITS—Business continues quiet in nearly all lines. Advices to local brokers this week from Dania rather counteract the tendency to higher prices on valencia raisins mentioned in these columns last week, and point to the fact that some stocks are still held in the primary market.

RICE AND TAPIOCA—Light supplies of Japan rice are arriving. Demand is rather quiet.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05½	0 05¾
Japan	0 05¾	0 06¼
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 06
Tapioca, medium pearl	0 05¼	0 05¾

SPICES—The market is steady, with no new features in the regular lines.

Peppers, blk	0 16	
" white	0 25	
Ginger	0 18	
Cinnamon		
Nutmeg	0 30	
Cloves, whole	0 30	0 35
Cream of tartar	0 22	0 27
Allspice		0 19
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25
" ground	0 25	0 30

BEANS—The market is on about the same basis as at last reports. Stocks of beans held are light.

Beans, hand picked, per bush	1 90	2 00
" prime No. 1, "	1 85	1 90
" Lima, per lb		0 07

EVAPORATED APPLES—Good stock is scarce and is held rather firmly. The large supplies of dried apples produced throughout the country this year seem to have cut into the demand for evaporated stock.

Evaporated apples	0 07½	0 08

HIDES AND WOOL—Prices are slightly advanced but dealers say values will not correspond. Business looks a little more encouraging than for some weeks.

Hides, inspected, cows and steers, No. 1		0 06½
" " " " No. 2		0 05½
Country hides, green untrimmde. per lb.		0 04
County hides, cured		0 05
City Calf skins		0 10
Country Calf skins		0 09
Dekins		0 65
Sheep skins	0 70	0 80
Horse hides, No. 1		2 50
Rendered tallow, per lb.	0 04½	0 05½
Horse hair, per lb		23

NEW JOBBING HOUSE IN TORONTO

H. T. Wilson, W. E. McMurtry and H. E. Beattie Compose Firm.

Toronto is to have another grocery jobbing house to add to the large number of wholesale businesses established in the city.

This week the offices and warehouse at 31-33 Front Street East, are being refitted, and in a short time a jobbing business will be carried on. The new firm is composed of T. Wilson, formerly with the Canada Brokerage Co.; W. E. McMurtry, till recently with Eby-Blain, and H. E. Beattie, the famous 'Varsity Rugby player and athlete, who has been out of the city for some time, but returns to enter the business.

The details of organization are not as yet quite completed, but it is understood that a general grocery jobbing business will be carried on.

TOOK PART IN DEPUTATION.

Mr. Beckett Gives Details as to Guilds' Opposition to Co-operative Bill.

In response to a request for definite details as to what steps had been taken by Wholesale Grocers' Guilds to oppose the Co-operative Bill, in pursuance of a letter published in these columns last week, H. C. Beckett, Hamilton, President of the Dominion Grocers' Guild, has forwarded a letter from which we quote the following paragraphs pertaining to the situation:

"Owing to the antiquated business methods that prevail at Ottawa in not keeping business men of this country informed on prospective legislation, it frequently occurs that bills get their second reading before the real purport of them is generally known, and in this instance the quiet slipping through of this bill is a splendid illustration of the need of better protection to the business man.

"When the Co-operative Bill was rushed through and got to the Senate it was done so suddenly and unexpectedly that prompt measures were necessary to enter a protest, and the officers and members of the guilds were asked by the Retail Merchants' Association to assist the retail trade in opposing the bill. Very little time was at the disposal of the trade to get together; whatever could be done had to be done hurridely, and at an emergency meeting, one of which was held in Toronto and at which representatives of the guilds were present and spoke, it was decided the only thing to do was an immediate trip to Ottawa by as many members of the trade as could go on short notice, wholesalers and retailers working together. Members of the Ontario and Quebec Guilds in Hamilton, Toronto, Ottawa and London were notified and requested to go to Ottawa, and representatives of the wholesale trade did go, together with about two hundred retailers, every one at their own expense. The cost to the trade, at a conservative estimate, would be at least $4,000, an awful tax on the business men of this country, when it is only one of such trips frequently made necessary by reason of the Government not giving more publicity to proposed legislation.

"The retail grocers should know by this time that closer relation between them and the jobber is desirable, and in this respect the guild policy, as shown by the records, has always been to assist in every possible way to advance the interests of the retailer."

WAS SON OF GROCERY TRAVELER

Bennett A. Qua, the Technical School boy, who was so suddenly killed by a Toronto Street car on King Street, on Wednesday morning, April 15, was a son of Samuel E. Qua, a city traveler for Davidson & Hay, Toronto.

The accident came as a very great blow to Mr. Qua and family, whose home is at 11 Gwynne Avenue, and much sympathy has been felt by his friends in the trade in consequence of the very sad event.

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, April. 23, 1908.)

Seeding is in progress in all parts of the west and with favorable spring weather the prospects are considered very bright for a good crop this year. All branches of trade are feeling the effects of the resulting spirit of optimism abroad in the land. Country stocks are low for buying during the last eight or ten months has been restricted pretty much to immediate requirements. With the prospect of much better times there is a tendency towards more liberal buying.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's, "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25

SUGAR—The market continues very firm. Quotations are :

Montreal and B.C. granulated, in bbls	5 50
" in sacks	5 45
" yellow, in bbls	5 10
" in sacks	5 05
Wallaceburg, in bbls	5 40
" in sacks	5 45
Berlin, granulated in bbls	5 30
" " " sacks	5 35
B.C. gunnies granulated, 5-18's to bale, per cwt	5 55
" " 5-2's " "	5 55
" hard pressed lump, 25's, per cwt	6 65
" " " half bbls., per cwt	7 00
" icing	6 30
" bar sugar	6 10
Icing sugar in bbls	6 10
" " in boxes	6 30
" " in small quantities	6 70
Powdered sugar, in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 15
Lump, hard, in bbls	6 45
" " in ½-bbls	6 45
" " in 100-lb cases	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

FOREIGN DRIED FRUITS—Prunes have been reduced and new quotations are given below. Sultana raisins are cheaper. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09½
" cleaned, "	0 11½
" 1 lb pkgs "	0 12
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 08
" " fancy seeded in ½-lb. packages per package	0 08½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 10½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06½
Figs, cooking, in tapnets, per lb	0 05½
" in sacks "	0 06
" table, 1 crown "	0 10
" " 3 "	0 11
" " 5 "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 05½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 21
Peaches, choice, per lb	0 15
Peaches	0 14½
Pears, choice (halves), per lb	0 13½
" standard " "	0 12½
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES — Quoted now at 9c to 9½c per lb.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" 40 " " 80	2 95
" 20 " " 80	3 00
" 8 " " 80	3 30

CORNMEAL—Quoted at $1.90 per sack.

POT AND PEARL BARLEY—Pot barley, $3.60 per sack; pearl barley, $5 per sack, and $2.55 per half sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows :

Sugar, 2's lb. boxes 1s. and ½s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 55

GREEN FRUIT AND VEGETABLES—

Winter App'es—	
Straight grade No. 2, per bbl	5 50
North'n spies No. 2, "	5 00
do. No. 1	6 00
Oranges and Lemons—	
Washington navels, 96's, per case	3 25
" " 112's to 126's, per case	3 50
" " 176's to 250's	3 75
California lemons, 300's, 360's, per case	5 00
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes, kegs, per keg	5 50
Strawberries—per 2 doz. case	3 00
Pears—	
Fancy Columbia, "	4 00
" " half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03½
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb.	0 03½
Cabbage (native), " "	0 02½
Lettuce, 1½ doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

TORONTO GROCER NABS THIEF.

Chased Him Down a Lane and Held Him Till Help Arrived

While Henry Burns was passing James Goodchild's store 1066 Queen Street west, Toronto, on Friday, he noticed a box of groceries which had been left standing in the delivery wagon. He attempted to steal the goods, but Mr. Goodchild saw him and gave chase. Burns dropped the box and sprinted down a lane, but was overtaken while climbing a fence. Mr. Goodchild grabbed him and hung on till he got help. Col. Denison, Saturday morning, sent Burns to jail for 20 days.

NEW INDUSTRIES IN NELSON, B.C.

As a result of the large number of fruit ranches started in the vicinity, a jam factory, with English capital behind it, has begun operations in Nelson.

Joseph Edinger, representing the British Columbia Colonization Agency, has purchased for a grape industry, 345 acres of land on Kootenay Lake, near Nelson, and will settle there a colony of Germans and other foreigners who have been employed in the grape culture in European vineyards.

DOUBLING HIS FLOOR SPACE.

W. M. Leigh, general merchant, Kirkton, Ont., has sold his hardware department to Wm. Moore, also of Kirkton. This is giving Mr. Leigh additional space, but he is also enlarging his store so that he will have just double the old space to facilitate the handling of his groceries and other general lines.

Something You Can Swear By

We own the **3,000 Acres of Land** where the fruits and vegetables that are labelled **FARMER BRAND** are grown, and are under our personal supervision from the time the seed is sown until they are shipped. These 3,000 acres constitute the finest garden section in Prince Edward County. If you are at all particular, stock

FARMER BRAND

We are prepared for the biggest season yet. Build up your business by pushing this Brand if you want satisfied customers.

The Goods with a Reputation.

Farmers' Canning Co., Limited

Bloomfield, - Ontario

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

Getting Holiday Business,	Package Sales,
Special Sales,	Money Making Ideas,
Expositions,	Contests,
Souvenirs,	Sensational Advertising.

Do you want to know **333 WAYS OF GETTING TRADE?** We will send you "Sales Plans" postpaid on receipt of **$2.50.**

282 Pages **Bound in Cloth**

The MacLean Publishing Company

Technical Book Dept.. 10 Front St. E., Toronto

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"

Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

In selling bulk Lard, more or less is lost in handling, weighing, etc.

You can do away with this if you handle

PURE LARD

IN

ONE POUND BRICKS

Wrapped, Weighed, Ready to sell

Send us your order for a trial case (60-lbs.)

THE PARK, BLACKWELL CO.
LIMITED

TORONTO, ONT.

We make a specialty of mail orders.

Hams Bacon

Eggs

ORDER NOW

F. W. Fearman Co.
Limited

Hamilton, Ont.

The Influence of Breakfast

on humanity is a very big thing. A poor breakfast puts a man in a bad humor, while a good breakfast generally has the opposite effect. So you can increase the world's good humor by selling

HAM AND BACON

It is the tastiest, tenderest, juiciest ham and bacon on the market.

SEND FOR PRICES

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
WE HAVE NO RETAIL STORES.

The Most Delicious Flavor

is what distinguishes

RYAN'S
Short Roll Bacon

It is made from carefully fed young hogs, mild cured, tender and juicy. It is the cheapest meat on the market, and is so delicious that it will increase your sales immensely by creating in your customers an unconquerable desire for more.

Get our prices to-day.

The WM. RYAN CO.
LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

Arrivals of New Cheese Easing Prices—Butter Also Easier This Week—Hog Market Firm, With Better Outlook for Export.

CHEESE AND BUTTER BULLETIN

Montreal, April 22, 1908.

With the arrival of the first new cheese of the season prices have gone down a little, the new goods being procurable at a figure which averages 12c, for white or colored. Old cheese is firmer than the new, being quoted at 12¼c.

Receipts of new cheese have been light so far, as the weather has been unsatisfactory, being cold and unsuitable for the factories. Then, as has been stated in these columns before now, the very poor care taken of cows by farmers during the winter, owing to the scarcity of feed and the high prices demanded, has left the animals in bad shape for the spring, and it is but natural that receipts should be light at first. For that matter, the unfitness of the cattle at the commencement of the season will result in quite a delay, as the milk supply to factories cannot improve until the cows are in first-class milking condition.

There is certainly very little old cheese now held by dealers in Montreal, all having been pretty well cleaned out by the steady sales made all through the winter, in small lots, to the domestic trade, and by the occasional demands from the other side for Canadian cheese. During the months since the close of navigation there have not been any large export transactions to speak of, that is, such as characterize the seasons as a rule. New Zealand cheese has been so seriously considered by Old Country houses this past while that the Canadian article has been almost neglected. Of course, nothing else could be expected when the prices of the New Zealand exporters were so much more favorable to English importers than the quotations furnished by Canadians. However, since the boards are practically clear for the opening of the new season, it has resulted in the reaching of the same end by a different means.

Receipts of cheese last week amounted to 743 boxes, against 113 boxes previous week, and 2,452 boxes same week last year. Total receipts to date amount to 2,054,854 boxes, against 2,353,537 boxes for the same period one year ago.

Of recent weeks the butter market has certainly been performing some attractive acrobatic feats. At the beginning of the new season particularly steady markets are rarely expected, but this season the market has been acting like a clock pendulum, suddenly gone crazy, going up and down in the course of a few weeks, by leaps and falls, instead of swinging steadily with small margins of difference.

A week ago prices were given at 34½c to 35c for finest creamery, while to-day 29c is the highest asked by dealers for first-class, new make creamery, and there are some who will sell at 28c, though what they offer may not be so attractive.

Of course, lower figures are expected as the make increases, and receipts in the city become consequently larger. It is quite probable that these figures will look rather high by this time next week,

The future action of the market is difficult to tell, however. That is, for the next few days at any rate—after that receipts may be considerably larger than they are daily at present. But just now the boards are about bare, and should there spring up an active demand there would be but little stock on hand to take care of it, and there would naturally be an advance. But nearly every dealer is endeavoring to get the price down, and it is likely that lower figures will rule.

With the decline in prices many cheese factories now making butter will revert to cheese, and the creameries will then have the field to themselves. The milk supply is improving, and with continued warm weather the market will be a better one on which to do business.

Dairy is quite scarce, and what there is of it commands a good price. One firm reported buying at figures which would mean a selling price around 27½c to 28c for choice rolls. Others quote dairy at 25c to 26c.

Receipts last week amounted to 637 packages, against 379 packages previous week, and 766 packages same week last year. Total receipts to date amount to 417,849 packages, against 614,563 packages same period a year ago.

THE PROVISION SITUATION

The British market is on rather a more receptive basis this week and in consequence the outlook for export business is rather brighter for Canadian packers.

Danish deliveries fell off somewhat last week from the record shipment of the past few weeks, and the "killings" were noted at 40,000, a drop of about 25 per cent. below the previous week. Even yet their deliveries are enormous. The smaller supplies from them, however, coupled with comparatively moderate American shipments which aggregated 19,000 last week, are affording some little better opportunity for the Canadian firms who are interested in that market.

Local demand also is very good, and these two features combined have provided for a very firm market. But with this is coupled the rather discouraging fact that the hogs are not forthcoming. Though the prices offered are very encouraging, farmers seem to be holding their stocks in hope of still further advances. Whether they are justified in doing so and paying for feeding in the meantime is rather an interesting question. Prices offered this week for live hogs are a shade better than at last reports. $6.25 is paid f.o.b., and hogs off cars bring $6.55 to $6.65. These figures are a great improvement on those a month ago, when $4.90 and $5 was the best offering, but the advance does not seem to have had much effect in stimulating deliveries.

Conditions prevalent last week in American markets are summarized in the following paragraph from the New York Journal of Commerce:

"The past week has shown a decided halt, the bull speculation in hog products, with increasing receipts the first half of the week, although they fell off again the latter half. But the market for products continued easy and receding in absence of support from the packers or shorts, if indeed there are many of the latter after the late squeezing out given them by the Cudahy Co. before they left the market to take care of itself, and after the appearance of the increased monthly stocks April 1st. The market has acted since then as if they had worked off their load, prior to that appearance, of which any of the large packers must certainly have been aware beforehand, though it was probably larger than they expected, owing to reduced consumption which appears to have been greater also than they expected. At all events none of them have appeared supporting prices since then, while they have appeared as sellers at times and severally. It may only be selling current production for future delivery, but this is contrary to their policy earlier in the season, when they were willing to take all the hogs coming in and fill their packing houses with what they then regarded as cheap products. Whether they have since changed their minds on this point, or are letting prices down to get hogs cheaper on the eve of the increasing movement expected so soon as farmers are over the rush of their spring's work. That both may be true is possible, and the trade are not inclined to stock up in face of a dull trade this summer, owing to so many unemployed people and such wide industrial depression. Nobody now is talking any higher prices for hog products, no matter what may happen in other meats."

PROVISION MARKETS

MONTREAL.

PROVISIONS—There has been no material change in the provision situation since last week, demand being fair, at the old prices. A good Easter trade

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

I GET HIGHEST PRICES
for
BUTTER : EGGS
SELLING DIRECT TO CONSUMER
Will handle your produce on commission —prompt returns
Correspondence Solicited
L. A. HEATH
332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

was transacted by most all houses, and there has been a slight reactionary dulness the first part of this week.

Lard, pure tierces	0 12½	
" 56-lb. tubs	0 13	
" 20-lb. pails, wood	0 12¾	
" cases, 10-lb. tins, 60 lbs. in case	0 13	
" " 5-lb. "	0 12½	
" " 3-lb "	0 12¾	
Lard, compound, tierces, per lb.	0 08½	0 09½
" " tubs	0 08¾	0 09¼
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " " 5-lb. "	0 08¾	0 09¼
" " " 3-lb. "	0 08¾	0 09¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear		22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—There has been quite a prices since last week, brought about by the increased receipts of fresh made and the curtailed consumption resulting from high quotations. There is but little old butter on the market to-day. Dairy is very scarce and worth good money.

Fresh Creamery	0 28	0 29
Dairy, tubs	0 23	0 24
Fresh large rolls	0 24	0 25

CHEESE—New cheese is beginning to arrive a little more freely and demand for it is reported fair. Old cheese is selling well at firm prices, but stocks held are light.

Cheese, old	0 15½	0 16
" new, large	0 12	0 12½
" " twins	0 12½	0 13½

EGGS—Easter demand is over but even this does not affect the consumption owing to the high price of other food products. The market remains steady, at easier quotations.

New laid	0 16	0 17

HONEY—This product is difficult to get and demand is only fair.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 09	0 10
Clover, strained, bulk	0 10	0 11½

TORONTO.

PROVISIONS—The market continues firm, owing to the stiff prices paid just now for hogs. Demand continues fair and is expected to sharpen shortly with the opening of navigation. Lard holds steady and fresh meat is on the same basis, with fair demand.

Long clear bacon, per lb	0 10½	0 10¾
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 10	0 10½
Small hams, per lb	0 14	0 14½
Medium hams, per lb	0 13	0 14
Large hams per lb	0 12½	0 13
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		0 16½
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	21 00	21 50
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "		0 12½
" compounds, per lb		0 08½
Plate beef, per 200-lb. bbl	13 50	14 00

BUTTER—The feeling is, if anything, firmer this week, though there are no noticeable changes in quotations. Stocks held locally are low and present conditions seem likely to continue till the new make comes in, in a few weeks. Some light supplies of creamery solids were brought into the local market from the United States this week.

	Per lb.	
Creamery prints	0 30	0 32
Creamery solids		0 31
Farmers' separator butter	0 28	0 31
Dairy prints, choice	0 27	0 28
" ordinary	0 23	0 25
Baker's butter		0 21

EGGS—The market was well filled last week, as is usual at Easter time, and in consequence supplies are somewhat lighter this week. Notwithstanding this, a slightly easier feeling prevails as demand has fallen off considerably since Easter.

Eggs, new laid	0 17	0 18

CHEESE—The market remains quiet with demand light and no change in prices.

Cheese, large, prime old	0 14	0 14½
" " " new	0 13½	0 13¾
" twins	0 14	0 14½

HONEY—The heavy demand for new maple syrup has cut off a good deal of the honey business and matters are quiet at the old prices.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 25
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Scarcely any fowl is coming in and dealers are falling back on the storage goods. Turkeys are as scarce as the proverbial hen's teeth. Prices are unchanged.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

WINNIPEG.

BUTTER—There has been no quotable change in the local butter market since last week. Supplies of dairy butter are fairly liberal and some decline from the present range of prices is expected. For. No. 1 dairy produce houses are still paying 25c per lb. and for No. 2, 20c to 22c per lb., according to quality.

EGGS—Winnipeg produce houses are paying from 14½c to 15½c per dozen, f.o.b. Winnipeg.

GROCERS' PICNIC TO BUFFALO.

Toronto Retailers' Association Arranging Big Outing for July 15.

The annual summer picnic was the principal item of business at the meeting of the Toronto Retail Grocers' Association on Monday evening.

For some years the outing has been arranged to end at Buffalo and the excursion has always proved exceedingly popular. Buffalo seems to have attractions all its own for it was unanimously agreed on as the objective point for this year's outing. The date, too, was fixed after some discussion, for Wednesday, July 15th. An attempt will be made to have that date kept free from other large excursions which put a damper on the success of the outing as far as numbers are concerned.

In regard to the question of route there was some difference of opinion. Two or three different routes have been taken so far and the majority was in favor of choosing a new one. Ultimately it was decided to go by boat to Queenston, thence by International Railway on the Canadian side to the Falls, across to the American side and on to Buffalo. Returning, the party will leave Buffalo at 5.30, will be carried on a route through the main streets of the city and back to Queenston in time to catch the late boat.

"Dick" VanLoan always has to get his little joke in somewhere, and he objected to this arrangement as providing for saying too early a good-bye to Buffalo. "There are lots of things to do over there," he said, "and it's hard to

The sale of

CLARK'S MEATS

is absolutely guaranteed in advance.

Their reputation, from coast to coast, makes them the surest sellers in the trade.

If other meats are cheaper—if they allow a larger profit—something is wrong and some day a lost customer here and another there will tell what it is.

Isn't it worth considering — an assured sale and no lost customers.

WM. CLARK
Manufacturer
MONTREAL

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

When You Are Asked For

one of the 57 Varieties that you do not carry in stock, you run the risk of losing a permanent customer. The housewife knows that

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

are carried by all first class grocers and she will have them. Absolutely pure, clean-made and of the highest quality, Heinz products make firm friends, wherever sold.

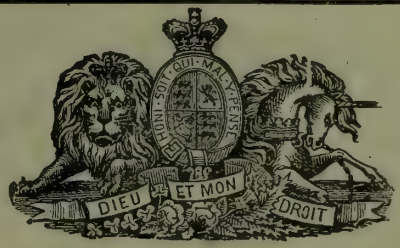
Merchants are authorized to refund purchase price if they ever fail to please.

Anything that's "HEINZ" is Safe to Sell.

H. J. HEINZ COMPANY,

New York Pittsburg Chicago London

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
308 Ross Avenue

A. C. URQUHART & CO. - - - - - - - **VANCOUVER**
338 Hastings Street West

and from all wholesale houses throughout Canada

pull away at that time." Ben Panter and ex-President Snow were somewhat of the same opinion, and veiled references were made to the race tracks, but in the end the majority ruled and the moral and physical welfare of the excursionists will be assured by an early departure.

Two or three details of other Association business were run through, though nothing of any moment occurred and the meeting adjourned at an unusually early hour.

DEATH OF H. W. BARKER.

Halifax Manager for National Drug Co., Passed away last week.

The death occurred very suddenly on Wednesday, April 15, of Henry W. Barker, manager of the National Drug and Chemical Co's branch in Halifax, N.S. Mr. Barker had been connected with the wholesale drug business in Halifax practically all his life and was one of the leading citizens. He is survived by two sons and one daughter. The elder son, Louis W. is city traveller for the National Drug and Chemical Co. The funeral which was held on Friday April 17th, was very largely attended.

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

Fussell's

GREEN BUTTERFLY BRAND

Fresh Cow's Milk

IN STERILIZED TINS

Recently Analysed, gave - - - **3·71** % Cream.
A DUTCH Milk shewed - - 2·3 % ,,
A GERMAN Milk produced - 2·6 % ,,
The Recognised MINIMUM is - 3 % ,,

Insist, therefore, on Fussell's Norwegian Milk.

Pint Tins and "Traveller's" size (one-man rations).

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents

John W. Bickle & Greening, -	Hamilton, Ont.
Carman Escott & Co., - -	Winnipeg, Man.
J. S. Creed. - - - -	Halifax, N.S.
C. Fairall Fisher - -	Montreal
Sol. Oppenheimer - -	Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

It is the always reliable and unchanging purity of

Mott's

"Diamond" and "Elite"

brands of

Chocolate

that have made them the most popular lines with housekeepers and the grocer's best lines—

You can buy them from any grocery jobber in Canada.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

At My Expense

I want to send you the closest mill prices on

BUDA

"The Flour of Quality"

This flour is a high-grade Hungarian Patent, milled and blended from the highest grade Eastern and Western wheat by millers whose experience covers half a century. It is rapidly superseding other brands wherever introduced.

Write or wire me to-day for carlot prices.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Flour is Firmer with Good Local Demand—Export Business Quiet in Consequence of High Prices—Cereals Easier.

The prices of flour remain steady with even a tendency toward greater firmness this week. Local demand is good and millers are being kept fairly steady, but with prices on their present basis there is practically no export demand. Millers say they expect to export little of the flour made from the new crop wheat to Europe. Continental countries of late have been importing wheat from the Argentine at the rate of four to six million bushels a week. This means that the flour can be manufactured in England or on the continent at perhaps 50 to 75 cents a barrel less than if the flour were brought into the country from Canada already ground.

An easier feeling in rolled oats is evident as a consequence of price-cutting by a few millers. This was done merely as a temporary means of business getting and was scarcely justified by market conditions. Demand for cereals from local points continues good and a fair amount of business is passing.

MONTREAL.

FLOUR—Local millers report a very satisfactory call locally for various grades of flour, at prices which are not changed. Export demand, however, is not at all good, owing to the high wheat prices which rule.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 10
Glenora		5 60
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

ROLLED OATS—Rolled oats is about unchanged, though there are some indications of an easier feeling. Business is fair.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		3 00
" 80-lb. bags	2 75	2 80
" bbls	5 85	6 00

FEED—Manitoba shorts and mouillie are quoted at prices which are slightly firmer, but otherwise the situation is unchanged.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	27 00
" bran	23 00	24 00
Mouillie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market is strong and advancing and while prices have not advanced as yet there seems probability of a higher basis shortly. Millers report supplies of wheat free and local demand is brisk enough to keep most of them busy. Practically no export business is being done, the market being scarcely on an export basis at present prices.

Manitoba Wheat.

90 per cent. patents	5 30	5 50
85 " "	5 10	5 30
Strong bakers	4 90	5 10

Winter Wheat.

Straight roller	4 50	4 60
Patents		4 60
Blended		4 80

CEREALS—A decline of 50 cents a barrel in rolled oats is the feature of the week in the cereal markets. This was not warranted by market conditions, but was a result of price-cutting on the part of the millers. The decline can scarcely be permanent. Demand continues fairly good from local merchants.

Rolled wheat in barrels, 100 lbs		3 05
" " in bags, per bag 90 lbs	3 25	3 30
Oatmeal, standard and granulated, in bags 98 lbs.		3 15

INCREASE THEIR CAPITAL.

Supplementary letters patent have been granted by the Dominion Government to the Ogilvie Flour Mills Company, Montreal, allowing them to increase their capital from $3,250,000 to $4,500,000, and permitting the extension of the undertaking to embrace such additional powers as transportation by water, as required by the business and the conducting of the business of warehousemen for their own purposes.

VERY WORTHILY "ORGANIZED."

British Columbia Grocers Have Admirable Local Associations and Are Planning Provincial Body.

A story of progress along right lines is always welcomed. We are very pleased indeed to give space to the following letter from the secretary of the Retail Grocers' Association of Vancouver, B.C. The grocers of Vancouver have displayed commendable enterprise and are working along lines the Grocer has been advocating for some years. In the thoroughness of their organization and the possibilities thereby gained for effective work, they are laps ahead of their brethren in the trade in the east.

The letter reads as follows :

"Editor Canadian Grocer :

"In an article that appeared in the Grocer on March 27, you use the heading 'B.C. Retailers Organizing.' This heading appearing in the Grocer would naturally leave an impression in the mind of the reader that the grocers of B.C., and particularly of Vancouver, were as yet unorganized and to use a modern expression, not up-to-date, which impression would be decidedly wrong as regards Victoria, Vancouver and New Westminster.

"In Victoria, the Retail Grocers' Exchange is one of the strongest in Canada. New Westminster has also a strong organization. In Vancouver the Retail Grocers' Association was organized without any outside assistance last August, and has now a membership of 110 with the following officers : President, W. J. Andrews; vice-president, L. McTaggart; secretary-treasurer, T. J. Hunter; directors, W. Clark, H. O. Lee, J. F. Foran, G. Hobson, F. Wright; active secretary, W. J. C. Hunter.

"This association has offices in a central location and employs an active secretary who devotes his entire time to association work. Its credit system is unequalled, inasmuch as this association not only conducts a collection

Mooney's Perfection Cream Sodas

are the most saleable because they are the most liked. They possess that delicious, inimitable crispness which never fails to capture the entire approval and rouse the enthusiasm of the housewife who is proud of her table. You can prove this to your absolute satisfaction by sending in a trial order to-day.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURG

department and issues a delinquent list to its members, but goes further in this work, adopting a uniform method of rating all customers, each member of the association supplying a full and complete list of his customers rated as per the association's standard. Their lists were compiled in proper shape by the secretary and it is estimated that fully 80 per cent. of the consumers of groceries in this city are now rated 'a la Bradstreet,' which simplifies a grocer's dealings with the public, as he is not only warned against a deadbeat or a slow pay, but he is able to obtain reliable information regarding anyone who may ask him for credit. Special reports are made on parties residing less than six months in the city. This department is open to anyone in the retail business in this city at a nominal fee monthly and is filling a long felt want, judging by the long list of applications now on file.

"Uniform prices prevail throughout the city in the grocery line as a result of association work. Many other benefits have been derived from the same source. Steps are now being taken towards the formation of a provincial association. Hence the exception to the word 'organizing.' Let it read hereafter in speaking of the grocers of B.C., 'organized.'

Yours very truly,
W. J. C. HUNTER,
Secy. V. R. G. Assn.

The Duck Lake Milling Co., capitalized at $25,000, is being organized to build a flour mill and elevator at Duck Lake.

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

48 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

MENTAL MENU
RICH AND RARE

A bill of fare that will assuredly appeal to the tastes of all will be found in the May number of

THE BUSY MAN'S MAGAZINE

which provides the following bright, entertaining and enticing repast with appropriate illustrations.

LIFE STORIES.

Racy narratives telling of enterprising Canadians who are doing things and how—men who have or are forging their way to the front.

BUSINESS AND INDUSTRY.

Principle of Profit Sharing in Business.
Youth should be Taught the Habit of Saving.
Where Beauty Spots Flourish.
Value of Time is the Thing that Counts.
Canadian Banking System the Best in the World.
The Keen Competition in Business.

SCIENCE AND INVENTION.

The Adoption of Automobiles in Business.
The World's Greatest Plow Manufacturer.
Several Improvements in Office Devices.

POLITICAL AND COMMERCIAL AFFAIRS.

A Merchant Prince in the Canadian Metropolis.
How Who Fall are Given Another Chance.
Who Stole the Organizer's Handbag?
The Young Man and his Problem.

TRAVEL AND DESCRIPTION.

The First Steam-Heated Building in Rome.
Canadians Should Indulge in More Boating.
Wealth and Power of India's Native Princes.
English, as She is Recognized Elsewhere.

ARTICLES FOR THE WORKERS.

Some Deductions on the Average Man.
What Financial Prosperity Costs.
Strive to Cultivate the Habit of Goodwill.
A Police Force that is a Credit to Canada.
A Greater Sense of our Responsibility.

ENTERTAINING SHORT STORIES.

A Man of No Imagination.
The Windfall of the Governess.
The Story of a Shattered Affinity.
How Silver Bullet Brought Death to Mad Wolf.

MISCELLANEOUS.

Things Worth Crying About.
Common House Fly Disseminates Disease.
Contents of May Magazines.
The Busy Man's Bookshelf.
Selections of Latest Humor.

Ask for Busy Man's, "the Book with the Red Cover," at all news-stands.
20 CENTS A COPY. $2.00 A YEAR

The Busy Man's Magazine
10 Front Street East, - TORONTO, ONT.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

They Can't Use This Signature.

W. K. KELLOGG

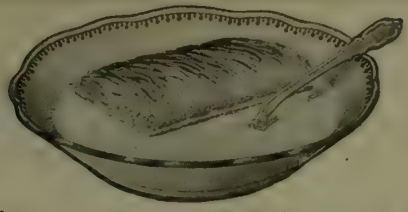
on a package is your absolute protection in getting the original genuine.

SALES AGENTS:

Branches, Carman, Escott & Co., 141 Bannatyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and Victoria, B.C.

Kellogg's Sanitas



"It's All in the Shreds"

THE GROCER WHO MIXES BRAINS WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

A Good Profit for You, and a Satisfied Customer —What More Can You Ask?

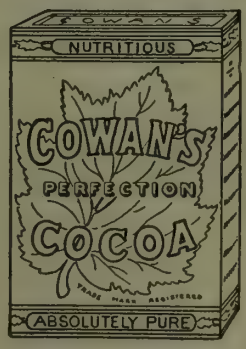
The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

In a Class by Itself
Above All Others Stands

COWAN'S
Cocoa and Chocolate

Absolutely Pure—Unbeatably Delicious. The healthiest, most invigorating Cocoa and Chocolate on any market.



The Cowan Co., Ltd.

Bakers and Confectioners

Our new department is well stocked, Shelled Nuts, Egg Savers, Icing and Marshmallo Powders, French Fruits, Oils and Flavorings, Dry and Liquid Colorings, Dragees, Currants, Raisins, Dates, Almond Pastes, Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything you need.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson

MACE'S

Original Ice Cream Powder

This is a line which will bring you good profit. Quick seller. In steady demand. Makes a Perfect Ice Cream by simply adding boiling milk. ***The Original Ice Cream Powder.*** After first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

A. H. MACE & CO.

746 Notre Dame St., West, - MONTREAL

A PANTRY-SHELF WINDOW

A Suggestion to Attract the Housewife and to Induce Her to Buy One or Two of the Less Handled Lines.

If there is any one class of passersby that the grocer wishes particularly to interest by means of his window, it is probably the housewife. This, as will be seen at once, is the idea which has been followed in planning the window suggested in the sketch shown herewith.

The primary idea, of course, is to represent a set of pantry shelves. And what woman wouldn't stop to look at pantry shelves, even if they were put in the most out-of-the-way place imaginable. Then, when her attention is secured, it will be easy to make an impression which should lead to sales by an attractive display on the shelves.

The more closely the window is made to represent a pantry for this display the better the effect will be, and for that purpose a background should be put in, not too far back, which might be made of white paper tacked on a light framework to represent the plaster wall. The effect would be heightened and the window's attracting power stronger also if the sides were also covered to represent the end walls of the room. These, and the background, too, might be covered with wallpaper of a light pattern as a good suggestion of a bright pantry.

The shelves may be fixed in several ways, either fastened by brackets to the rear wall, or tacked to the side walls, or in a pinch, they might be even hung from the ceiling. The principal thing is to give the idea of shelves. They may be made of light packing case stuff, but should be carefully covered with clean paper just as our mother's pantry shelves were covered at home. It would add to the effect if colored paper were used and the edges pinked or fringed. This is one of the points where daintiness in arrangement will count a good deal.

Every grocer will know best what to put on the shelves to suit the people in his own locality. Whatever is used, however, should be bright, fresh goods, free from flyspecks and the different articles should be arranged daintily. Don't try either to put too many things in the window. A few good suggestions are better than a lot of distracting ones.

One peculiar feature about this idea—and peculiar features quite often count for a good deal—is that there are no goods in the window proper. If the floor of the window is of polished wood so much the better, but if the bare floor is not attractive a square of kitchen carpet or a strip of oilcloth laid in will help the general idea.

And then there's the sign which gives the idea of buying. The one in the sketch is given as a suggestion, but variations may, of course, be made from this. In any case, the sign ought to be an attractive one, and big enough to be easily read a few feet away.

The ideas given here may be varied in different ways, which will suggest themselves to any window dresser who cares to think about it.

WATCH INSIDE DISPLAY.

It is important to have attractive window displays, but it is also well to remember that there is opportunity in plenty for the employment of taste, cleverness and artistic and business ability upon an inside store display.

A display to attract attention must possess sufficient originality to at once arrest the eye with a happy color arrangement or a scheme so harmonious and beautiful as to be truly artistic.

It pays to give proper attention to interior displays. Such displays lighten up the store, they soften and subdue the hard business effect and add a charm which alone possess a pecuniary value.

The most cultured people admire a fine interior exhibit. The great mass of people are swayed by it, and the dealer who is wise remembers this.

Just a little thought, just a few ideas, just a little work, and something new and effective meets the visitor's eye.

The man in the store may not see these effects as quickly as do the customers. To outside eyes, fresh with outside impressions, these inside displays appeal much more readily than to inside eyes accustomed day in and day out to inside impressions.

He who is wise gets up an inside display to accentuate the window display, and makes the two work hand in hand. —Retail Grocers' Advocate.

TRADE NOTES.

Andre Jacques, general merchant, Ste. Marie, Que., is offering to compromise.

Halle de Rigaud, butter and cheese dealer, Rigaud, Que., has been registered.

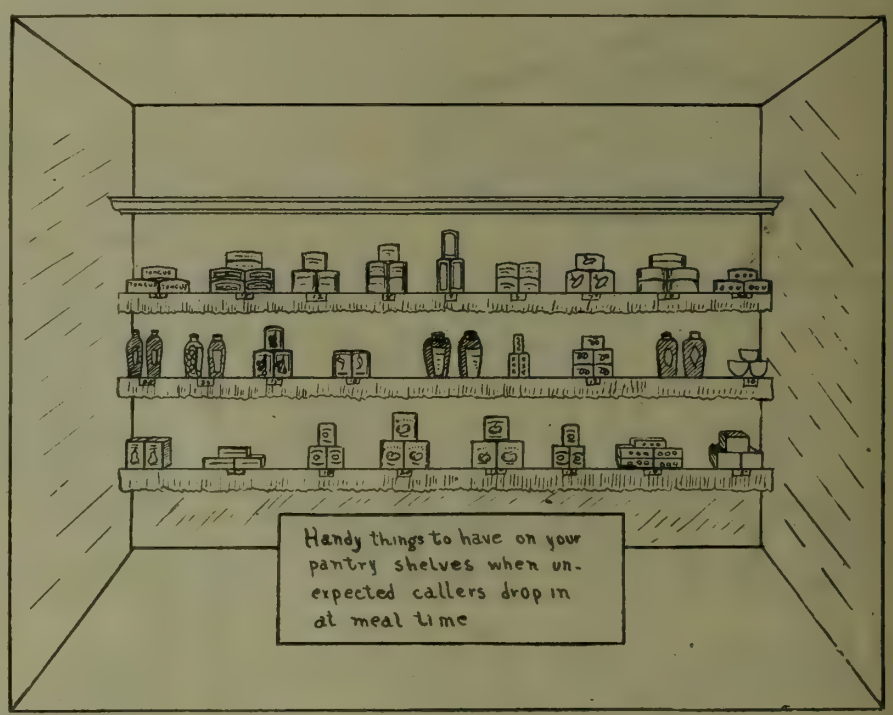
Allaire & Lapierre, general merchants, Bromptonville, Que., have been registered.

A curator has been appointed for A. Fortier & Co., general merchants, of Beauceville, Que.

Thomas Owens & Sons, general merchants, Stonefield, Que., have dissolved partnership.

A meeting of the creditors of Alexandre Bernard, grocer, Montreal, was held on April 21st.

A curator has been appointed for the business of J. E. Lauzier, general merchant, Sayabec, Que.



A Grocery Window to Attract the Housewife.

The annual convention of the Canadian Manufacturers' Association will take place in Montreal September 15, 16, 17 and 18th.

L. Morrison, late of Malvern, Ont., has opened up a grocery business at the corner of Main Street and Kingston Road, East Toronto.

A pure food fair is being held by the Ladies' Aid Society of St. Matthew's church, Pointe St. Charles, Montreal, this evening. The fair opened yesterday afternoon. Upwards of fifteen displays are on view. Each afternoon and evening the E. W. Gillett Co. give a practical demonstration of Magic Baking Powder.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

TOMATOES

The sale for these has been the heaviest in our experience, this is owing to the extra quality and the reasonable price; do not forget to order a case. Pineapples are going out in good shape, in fact all Fruits are in good demand. Let us have your orders for Oranges, Lemons, Strawberries, Asparagus, Cabbage, Radish, Beets, Carrots, etc. Expect our first car North Carolina Strawberries to arrive Friday.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Look Here!

Some Interesting Prices

Large Bright Frozen Herring, per 100.	$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld. "	4.25
Cod Oil, a gallon	.40

Send us your order.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1866
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

FRUITS, VEGETABLES AND FISH

Business Quieter After Heavy Demand for Easter Week—Oranges Firming up Cheap Southern Fruit.

Business fell off to an appreciable extent in the wholesale markets this week as is usual after large holiday business. This was felt particularly in fruit and fish lines, but the quietness is not expected to continue.

The feature of green fruits is the stiffening of the orange market. Prices at the coast are higher this week and it is having an effect on local quotations. Bananas are coming in very satisfactorily and prices are slightly easier. Demand for imported fresh fruits is quite active.

Advices from the South point to the probability that fruit of all kinds will be considerably cheaper during the coming season. Crop prospects are said to be bright and the unsatisfactory financial conditions prevailing there will curtail demand to some extent.

Garden truck imported from the South continues active and supplies are coming in freely. The business in these lines has developed materially during the last few years.

The fish markets are quieter than last week, but the arrival of several new lines is expected to liven matters somewhat. Several lines are easier this week as a result of the quieter markets.

MONTREAL.

GREEN FRUITS—Satisfactory business is being done in most lines of green fruits. Bananas are slightly easier this week. Cocoanuts are extremely scarce and advanced 50c. Demand for the line is not very brisk, however. Valencia oranges have jumped slightly also. Cranberries are firm, finest stock being in small supply. Frozen grades are obtainable at a low price. Strawberries are coming in freely from Florida and nice stock is procurable at 36c a quart. Apples are firm and demand for them not up to much.

Bananas, fine stalk	1 00	2 25
Cocoanuts, new, per bag	....	4 50
Lemons	2 00	2 50
Navel oranges	2 75	3 25
Florida oranges, box	....	3 50
Mexican oranges	....	2 35
Porto Rico oranges, box	....	2 50
Jamaica oranges, bbl	....	4 00
Valencia oranges	4 00	5 50
Pineapples, case	....	5 50
Grape fruit, box	....	3 25
Almeria Grapes, keg	4 00	5 50
Cape Cod cranberries, bbl	11 00	14 00
Cape Cod cranberries, frozen, bbb	4 00	5 00
Nova Scotia cranberries, bbl	6 00	7 00
Strawberries, qt	....	0 36
Apples	3 00	5 00
Bitter oranges	....	1 25
California Blood Oranges	3 00	4 25

VEGETABLES—Dealers anticipate constantly improving conditions from this on. There was quite a spurt in trade for Easter and demand for the various imported lines seems to be keeping up, since prices are easing a trifle owing to increased receipts. Potatoes are firm and in good demand at prices quoted. Other roots are firm also. Several new lines will be noticed in quotations. Onions are firming up. Reds are selling freely, the good ones, there being an active market. Yellows are scarce. A lot of about 100 cases of Egyptian onions arrived last Saturday and were offered at about $3.25 per 100 pounds. Quality is said to be not of the very best, however.

Parsley, per doz. bunches	....	0 35
American parsley, large bunches, doz	....	1 00
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage, bbl	2 00	2 50
Turnips, bag	0 75	0 95
Celery, doz	0 25	1 00
California celery, crate	....	5 50
Water cress, large bunches, per doz	....	0 75
Spinach, bbl	2 75	3 00
Green peppers, crate	....	3 50
Boston hot house cucumbers, doz	....	2 00
California asparagus, bunch	0 60	0 75
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket	....	3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Tomatoes, Florida, crate	3 50	4 00
Tomatoes, hot house, per lb	....	0 35
Spanish onions, small crates	0 70	1 00
" " large crates	....	3 00
Canadian onions, lb	....	0 03
Boston lettuce, hot house, per doz	0 85	1 10
Radishes, doz	....	0 50
Bermuda parsley, crate	....	3 00
Mushrooms, per lb	....	0 75
Horse radish, per lb	....	0 12
Beans, green, basket	6 25	6 50
French beans, wax	6 25	6 50
Egg plant, doz	....	2 50
California cauliflowers, per crate of 16	....	8 00
New cabbage, crate	....	3 25
Florida Celery crate	2 75	3 00

FISH—Several price changes will be noticed in the fish market this week. Haddock, halibut, pike and whitefish are among the cheaper lines. Many new varieties are quoted also, including flounders, bluefish, striped bass or bar fish, and shad. There has been a falling off in the demand since Lent has finished and dealers have got down to the "one fish day a week" basis again. Haddock is reported scarce, though quite a lot has been brought into Montreal lately, 100,000 lbs. at least, having been shipped to Montreal last week. Haddies are being brought up from the coast later than ever this year. The fish market is in a healthy state at present, frozen lines being almost entirely cleaned up, leaving bare boards for the fresh lines arriving in constantly increasing quantity.

Fresh and Frozen Fish.

Haddock, per lb	....	0 05½
Fresh halibut	....	0 09
Mackerel, "	....	0 08
Dore, "	0 07	0 08
Pike, lb	0 04	0 08
Whitefish, lb	0 05	0 06
Flounders lb	....	0 08
Bluefish lb	....	0 10
Shad, each	....	0 40
Striped Bass, lb	....	0 12
B.C. salmon, lb	....	0 09
Qualla Salmon, lb	....	0 07
Smoked and Salted—		
Haddies, boxes, per lb	....	0 07½
Kippered Herring, 50 in box	....	1 10
Yarmouth Bloaters, per box	....	1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons	....	1 00
Skinless cod, 100 lb. cases	....	6 25
Boneless cod, 20 lb. boxes	....	0 06½
Boneless fish, 20-lb. boxes, blocks	....	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
Oysters and Lobsters—		
Malpeques, bbl	....	6 00
Standards, bulk, per imp. gal	....	1 40
Standards, quart tins, sealed	....	0 40
Selects, bulk, gal	....	1 60
Paper pails, 100, pint size	....	1 10
" 100, quart size	....	1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl	....	3 00
No. 1 Mackerel, 20-lb. kitts	....	1 75
Green cod, large lb	....	0 04
Green cod, small lb	....	0 03
Labrador Salmon, ½-bbls	....	8 50

TORONTO.

GREEN FRUITS—Dealers report a brisk business during Easter week but conditions are naturally somewhat quieter this week. The cold weather has been to some extent responsible for this, as well as the usual after-holiday

quietness. Oranges are a little stiffer in price this week, as a result of shorter supplies, the advance working out at about 15 cents. Pineapples are a little easier and a good business in these is beginning with the warmer weather.

The various lines are opening this year fully two weeks earlier than a year ago, and prospects seem bright for a remarkably good season's trade.

Oranges, Navels, new	3 00	3 50
" Valencias	3 90	4 50
" Bahamas	1 75	2 00
Oranges, Blood	....	2 25
Lemons, California, 240, 300, 360, 420	3 00	3 25
" Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	00
Apples, No. 1 winter fruit	2 50	3 50
" No. 2 "	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, jumbo bunches	2 00	2 25
Cranberries per bbl	9 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00
Pineapples	4 50	4 75
Strawberries, qts	0 20	0 25
Rhubarb, per doz	1 25	1 35

VEGETABLES—The demand for imported truck continues quite brisk with good supplies arriving. Potatoes have stiffened again after last week's decline and are now quoted at the old prices. Southern tomatoes are arriving in quantity of excellent quality. Egyptian onions are on the market for the first time, taking the place of the Canadian stock, which was becoming rather scarce, and will be arriving in quantity for the next few months. Bermuda onions, also the first of the season, have just come in. New Bermuda potatoes are quoted at $9.50 per bbl., or $3.25 per bushel.

New Brunswick Delawares, per bag	1 00	1 05
Potatoes, Canadian, per bag	0 95	1 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 25	2 40
" per bag	1 45	1 50
" green, per doz	....	0 20
Cabbage, per bbl	1 25	1 50
Carrots, Canadian, per bag	0 60	0 70
Carrots, new per doz. bunches	....	0 85
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 75	0 80
Parsley, per doz	....	0 50
Celery, Florida, per crate	....	2 75
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "	....	1 25
Cucumbers imported, per doz	1 25	1 75
Tomatoes, imported, per crate	....	3 50
Mushrooms, per lb	....	0 65
Radishes per doz	....	0 50
Spinach, per hamper	....	0 90
Asparagus, per bunch	0 60	0 65

FISH—Business has fallen off to a very appreciable extent this week, as an immediate reflection of the end of the Lenten season. Several new lines are on the market, such as fresh halibut, new ciscoes, and fresh trout. Demand for these lines is good. Finnan haddie still remains firm. Oysters in the shell have eased somewhat during the week in consequence of a desire on the part of dealers to be free of this line. Several lines which have been quoted during the winter are now off the market.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb	....	0 12
Whitefish, winter caught, per lb	0 08	0 09
Bad luck, frozen, per lb	0 06	0 07
Holland herring	1 00	1 10
Herring, Labrador	3 00	5 00
" kippered, per box	1 00	1 25
" Digby, per bundle	....	0 85
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb	....	0 10
British Columbia salmon, per lb	....	0 12
Qualia, per lb	....	0 09
Trout, fresh, per lb	0 12	0 13
Ciscoes, per basket	....	1 00
Labrador herring, fresh, per 1'0	....	2 40
Halibut, fresh caught	....	0 10
Shredded cod, per doz	....	0 90
Live lobsters	0 20	0 35
Bluefins, small white, per lb	....	0 07
Mackerel mediums, each	....	0 12
" large	....	0 25
Finnan Haddie, per lb	....	0 10
Flounders, per lb	....	0 04
Bloaters, Yarmouth, per box	....	1 10
Oysters, per gal	....	1 85
" in shell, per 100	....	1 25

November Cut Lemons

"HOME GUARD BRAND"

The finest coming to the market are now due, can quote either f.o.b. Toronto or Montreal.

Write for Prices

WHITE & CO., Limited

Phone M. 6565 Toronto

Spring Shipments "ST. NICHOLAS"

Nov. Cut Lemons

Now in Transit

Watch for them.—Best Ever.

W. B. STRINGER & CO., Sole Agents, TORONTO

FRESH ARRIVALS . . .

Extra Fancy
"Golden Orange" Brand

Washington Navel Oranges
Fancy Sweet Sonora Oranges

EXTRA FANCY
California and Messina Lemons
Florida Celery
Early Vegetables and
Ripe Bananas

HUGH WALKER & SON
GUELPH, ONT.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

NEW BRUNSWICK TRADE NEWS

Grocers interested in Municipal Elections—Increase in Winter Port Business—Merchants' Week Planned for Moncton.

Special Correspondence to The Canadian Grocer.

St. John, N.B., April 20.

Considerable interest is manifested in the civic elections, which take place tomorrow. Among the candidates nominated are a number of grocers and men closely connected with the grocery trade. Thomas H. Bullock, manager of the Imperial Oil Co., and for the past few years representing Queen's ward as alderman, is opposing Mayor Sears for the chief magistrate's chair. Charles A. Clarke, the Sydney street grocer, is seeking a place on the board as alderman-at-large. Alderman John W. Vanwart, the Charlotte street grocer and meat dealer, who was returned last year for Duke's ward without opposition, has an opponent this year in the person of Frank W. Potts. R. R. Patchell, grocer, of Stanley street, is contesting Victoria ward against Ald. H. H. Pickett. Five of the present aldermanic board have been returned without opposition.

* * *

The opening of navigation on the St. John river is looked for almost any day now. North-end merchants have some very large shipments of seeds, fertilizers and provisions to send to various points as soon as the river steamers can get away. At present the ice is firm, but the mild weather is weakening it all the time.

* * *

Burglars entered the grocery and provision store of Ira B. Kierstead, of Marsh Road, recently, but secured only about a dollar from the cash drawer. The thieves evidently tried to get the safe open, but were unsuccessful.

* * *

The exports from this port via the winter steamers show a big increase over last year. Ninety-one steamers up to date have taken away cargoes valued at $19,233,378, as compared with $14,298,479 for the same number last year, showing an increase of $4,334,899.

* * *

According to a statement made by the United States consul, the exports to the United States from this port for the quarter ending March 31, 1908, shows a falling off from the same period last year of $337,200.24.

* * *

The steamer Sobo, which arrived here April 12 from the West Indies, brought 1,000 casks of molasses for local dealers.

* * *

The recent advances in the price of sugars is one of the most interesting features of the grocery trade in this section. Most of the dealers had stocked up fairly well and they are now reaping the benefit of their foresight. The highest price at which sugar sold in this period was $6.10, which was the wholesale price in January, 1905, while the lowest figure was $3.95, which ruled from June to October, 1902. The advance in molasses is in consequence of the high prices of sugar and the indications are that the price will go still higher, Fancy Barbadoes molasses is quoted now at 32c, which is an advance of 3c a gallon since the first new stock came in, 1902, $4.10 ; 1903, $4.35; 1904, $5.15 ; 1905, $5.10 ; 1906, $4.50 ; 1907, $4.70 ; present price, $5.25.

* * *

The confectionery manufacturers in this section have all advanced the price of the cheaper grades of confectionery half a cent a pound.

* * *

The Sussex and Studholme Agricultural Society are applying to the Provincial Government for a grant of $2,500 for the holding of an exhibition in Sussex during the coming fall.

* * *

James Collins, the Union street grocer, has made extensive improvements in his premises. New shelving, metal ceiling and walls and new electric fixtures have been installed and the store has been enlarged by the removal of a partition half way back, so that the store is now about double its former size. W. W. McElwaine, formerly in business for himself on Sydney street, has entered Mr. Collins' employ.

* * *

It is proposed to hold a merchants' week in Moncton during the summer, probably in July or August. The Board of Trade have the arrangements in hand.

* * *

There has been quite a slump in the price of potatoes in Carleton county. They are quoted now at $1.15 a barrel.

* * *

In the feed line, middlings has advanced $1.10 a ton during the past week. Otherwise there has been practically no change in prices from last report.

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD

RICHMOND, - QUE.

YOUNG NOVA SCOTIAN GROCER.

Frank Loughrey Opens New Business at Amherst with Bright Prospects

The thriving town of Amherst, N.S., is known all over Canada as a commercial centre, and this fact was the principal reason why Frank Loughrey, of London, Ont., decided to locate there and embark in the grocery business.

Born on April 4th, 1878, at London, Ont., where his father and his brother-in-law, Alf. Johnson, still conduct grocery businesses, Frank may be said to have grown up in the trade. Mr. Loughrey launched his business on the 9th of April, with a full line of groceries, fruit, confectionery, tobacco and cigars, and already his store seems to have taken a hold.

FRANK LOUGHREY.

A New Grocer, of Amherst, N.S.

The store, which has been named "Olympia," and is situated on Church street, is a three-storey, brick and cement structure, is thoroughly fireproof, and compares well with any in the Maritime Provinces. The whole establishment, fittings and stock, are a credit to the town of Amherst, and, no doubt, Mr. Loughrey will meet with the success he deserves.

A note from Amherst this week says: "Frank takes a great interest in The Canadian Grocer, especially the pictures and reading regarding the window display, in fact he has his window trimmed at the present time after a scheme suggested in The Grocer."

Major John Sloan, of John Sloan & Co., wholesale grocers, Toronto, returned to the city on Monday after a week's outing at Preston and vicinity.

Fancy Florida Tomatoes

$3.00 per crate

THE DAWSON COMMISSION CO., TORONTO

VANCOUVER CORRESPONDENCE

April 18.—J. W. Stewart, of Foley, Welch & Stewart, who have the contract for the construction of the G. T. P. east from Prince Rupert, was in the city the other day on his way to the north, and stated that not a single article will have to be ordered in the East, either for the commissariat or the camps, as the prices quoted by local dealers are quite as favorable as those given by Eastern merchants. Commenting on this, a local business man remarked that conditions had already improved, and when construction was rapidly under way, there should be considerable activity. If the company faithfully carried out its contract this year would be a fine one for Vancouver merchants.

* * *

Oscar Brown, of Oscar Brown & Co., the wholesale fruit dealers, returned on recently from a three months' trip to Mexico. He is interested with people of Victoria in an enterprise in Mexico. They will cultivate a large area, and after the construction of a railway about nine miles in length to afford transportation, will land their own cocoanuts, pineapples and bananas on this market, as well as in other Pacific Coast cities. They will have control of about 400,000 acres, though part of this tract will be sub-let for the growing of cotton and corn. At present, pineapples are brought in large quantities from Hawaii, and it is claimed that the Mexican fruit has no superior. The starting of a service between British Columbia and Mexico has rendered an enterprise like this feasible.

Perhaps one of the most important features will be the growing of onions. At this time of year, the whole of the union supply comes from Australia, and each steamer brings in many crates. Onions will be grown in Mexico to be available here in the late winter and early spring, and the quality will be up to the best.

* * *

The first cucumbers are on the market at 25c each, or an average of five cents an inch. At this figure, they are the limit of luxuries, still quite a trade is done in them. In Seattle, they have Florida tomatoes, and the first strawberries, the latter retailing at 40c per box, but none have yet reached here. All that can be got are sold there, and as there is no surplus, Vancouver has to wait until they are more plentiful. The usual green stuff from California is now arriving in greater quantities than ever, and of fine quality.

* * *

During the past week or two there have been several victims of ptomaine poisoning in Victoria, supposedly from eating canned tomatoes. Some of these were prominent people, and prompt medical assistance prevented serious results. All have now recovered. The tomatoes in cans seem to be more disposed to carry ptomaine than other canned goods, although they have not an exclusive privilege in that respect.

* * *

Niagara vineyards, grapes from which reach even this out of the way portion of Canada, may soon have a rival in British Columbia. Thomas Earl grows some very fine grapes at Lytton, and now they are being cultivated in the neighborhood of Grand Forks. Since fruit growing is being practiced on a large scale, and orchards are being laid, owners of ranches are also turning their attention to the growing of grapes, and in a few years this industry should be a large one. The interior dry belts are just the place for the best varieties, and even semi-tropical fruits may be grown in greater profusion.

Distinctive labels are being prepared for Kootenay fruit, and these two words will be printed in prominent letters and colors at the top of the label for the information of purchasers.

* * *

Agents in British Columbia of Fry & Co., the cocoa and chocolate manufacturers, of the Old Country, were in the city from Victoria last week taking orders for next Christmas stock. They found trade good.

"Brunswick Brand"

We have now new Pack of

Clams and Scallops

and will be pleased to receive orders for any of the following goods :

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and Sardines

Connors Bros., Limited

Black's Harbor, N.B.

The unequalled richness and appetizing flavor of Norwegian Sardines has made them highly popular in Canada.

The leading brand and recognized standard of Norwegian Sardines is

"King Oscar" Sardines

There will be a big demand for sardines and canned fish this summer. See that you have "King Oscar" brand on sale.

Ask your jobber for them.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication will be begun shortly in The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at $1.00. Of course, regular subscribers get it without extra charge. We would appreciate very much our readers drawing the attention of commercial travelers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

A salesman of experience realizes that ideas—practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.

MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin $1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,
Subscription Department,
10 *Front St. E., Toronto:*

Please send me The Canadian Grocer regularly during the time you are running "Men Who Sell Things."

....
Name.
.....
Street.
....
Town.

Classified Advertising

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

THE chance of your lifetime to get a first-class going business in the garden of southern Alberta, on the railroad. Clean stock, large turn over, store dwelling above, warehouse on track. Amount of cash required five to ten thousand dollars to get in. Only those who mean business and have the money need apply to this advertisement. L. T. Mewburn & Co., Ltd., Wholesale Grocers, Calgary. (17)

WANTED.

WANTED—A Multiple Drawer National Cash Register, second-hand. Apply to J. M., Whig Office, Kingston. (19)

SITUATIONS WANTED.

WANTED—Man with 25 years experience in general store business is open for engagement as store manager. Good references furnished. Apply to N. Roberval, Lake St. John, Que. (18)

WHOLESALE grocery, manufacturing department, pickles or preserves.—Position wanted as foreman or up to date practical man, pickles, catsup, preserves, carbonated beverages, extracts, baking powder, self-raising flours, powdered sugar, cleaned currants, table syrups, sauces and many other food products, also blueing, ammonia, &c. Thoroughly experienced in everything relating to above lines. Testimonials as to character and ability. Apply, Practical, CANADIAN GROCER.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

The What / **The Why** / **The Way** — If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St, Toronto. Phone Main 4673. (19)

FOR SALE—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

FOR SALE—Grocery store fittings. Up-to-date oak fittings, snap if bought at once. Write Box 1325, Regina, Sask. [19]

CANNING MACHINERY FOR SALE

2 Sprague Corn Cutters, 1 Conant Corn Cooker (single), 1 Silking Machine, 1 Pea Huller, 1 Pea Grader, 1 Pulping Machine.

All of the above machinery is in good working order.

THE SUSSEX PACKING CO., Limited
SUSSEX, N.B. [17]

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

GROCERY SHOW OPENED.

Montreal Exhibition of Groceries Enjoying Great Success

A large crowd attended the opening of the Montreal Exhibition of Groceries in the Arena on Friday evening last. Mayor Payette, of Montreal, officially opened the exhibition, and spoke a few words regarding the value of the fair as an educative factor. Mayor Galbraith, of Westmount, who is known to hundreds of grocers as the head of William Galbraith & Son, was there in an official capacity, while others present included L. A. Rivet and Mr. Robitaille, representing the House of Commons; ex-Mayor Laporte, of Montreal,; A. Laniel, president of the Montreal Retail Grocers' Association, and Ald. Lariviere.

The manner in which the numerous exhibits are arranged at the Arena is well worth seeing, even were the food products shown not there at all. There has been an infinite lot of work done to

J. A. BEAUDRY,
Secretary-Manager of the Exhibition of Groceries in Montreal.

make the showroom attractive in order to enhance the value of the actual displays, and the promoters of the fair, the Province of Quebec Retail Grocers' Association, aided by the advisory committee, have certainly succeeded in turning out something worthy. All this week there has been excellent attendance.

A more comprehensive account of the exhibition, together with illustrations of a large number of the exhibits, will be given in these columns in next issue.

P. C. Larkin left on Monday night for a visit to the branches of the Salada Tea Co., in Montreal, Boston, New York and Buffalo. Before returning to the city he may also visit the offices in Chicago and Detroit. The American business of the Salada Tea Co. has made enormous progress during the past year.

NOVA SCOTIA GROCERY NEWS

Large Arrivals of Molasses—Lobster Shipments to United States—Bridgetown Grocer Captures Thieves.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., April 18.

Considering all conditions the grocery trade this season has been very good, the most of the dealers reporting business up to the average. Prices are steady, outside of butter. The recent advance in the price of sugar in New York has not yet caused any further rise here. Molasses is soaring upwards and the dealers here refuse to quote prices at present. There is a corner in molasses in Barbadoes, and it is impossible to say when the market will be steady. The receipts here have been very limited, but this week the schooner Frances arrived from Barbados, and landed 600 puncheons, 225 barrels, and 25 half-barrels. The steamer Sobo has quite a cargo to land this week, and several sailing vessels are on the way to this port.

* * *

The receipts of eggs fell off very greatly the latter part of this week, and as a result prices held firm at 16c to 17c. The cold weather caused the hens to cease working overtime, and the declining prices to hold steady.

* * *

The butter situation remains unchanged, both as regards prices and receipts. Dairy butter is very scarce, the week's receipts, outside of creamery prints, being limited to a few small tubs of fresh made stock, for which 32c was asked. All the commission men are complaining of the high prices, and the restrictions of business, which is attributed to this cause. It is not likely that these conditions can last much longer. Butter must be obtained somewhere for the next few weeks until the cows get on the grass, when it is hoped that the receipts will increase.

* * *

The market was well supplied with choice Easter beef this week, the most of which was raised in Nova Scotia. Very little poultry was offered for sale, it being much more scarce this Easter than usual, particularly as regards turkeys. Some spring chickens were offered for sale, the first ever raised and marketed here for Easter. These birds were raised at Windsor, N.S., and retailed at $1 each. They weighed only 2½ lbs., but this is considered a good weight.

* * *

Fresh fish was rather scarce during the week, the dealers finding difficulty in securing sufficient to supply the demands of their customers. Stormy weather prevented the fishermen from reaching the grounds.

There is a heavy demand from the United States for lobsters, and about one thousand crates per week are being shipped from Nova Scotia ports to Boston.

* * *

Bridgetown, N.S., possesses an efficient grocer detective, in the person of C. L. Piggott. Though he only started out last week he has two captures to his credit to date. Mr. Piggott has noticed traces of pilfering in his grocery for some time and he had purposely left small sums of money in the cash drawer over night to verify his suspicions. After satisfying himself that thieves were at work he determined to watch for them. and about four o'clock one morning last week he caught two local men in the act. When searched, the prisoners had in their possession keys that would unlock nearly every store in town.

* * *

Robert McCaughin, aged 72, who was for many years engaged in the grocery business on Lockman street, Halifax, died at his home in Falmouth this week. After retiring from the grocery business he purchased an orchard and farm at Falmouth, and has since resided there. He was a native of Ireland and came to this country half a century ago.

R. W. Oliver, of the Oliver Milling Co., Montreal, has been elected to the vacant vice-presidency of the Corn Exchange.

Tuckett's
Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B."
Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

GROCERY FACTS

Something About the Goods Handed Over the Counter Every Day.

HISTORY OF RICE.

Considered from the standpoint of its general use as a food, and its almost exclusive use by the people of many parts of the Orient, rice is indeed the staff of life. It is also consumed in great quantities in the countries of northern and eastern Africa, the West Indies, Central America, and the Malay Archipelago, while the people of all other tropical and semi-tropical countries class it among their food necesities. In many sections of India and China, and in Japan and other countries of Asia, where the merits of rice as a food have long been established, the people are so dependent upon it that a failure of the rice crop means great suffering to millions and starvation to many. The failure of the rice crop in the district of Behar, India, in 1873, where 15,000,000 people were dependent upon it for subsistence necessitated the expenditure of £6,400,000 by the British Government for food for the people of the stricken district. The dire consequences of the great shortage in the rice crop in some of the provinces of Japan were brought to the notice of the people of this country in 1906.

Rice was probably an article of food in Asia in pre-historic times. It is known that the Chinese have used it for nearly fifty centuries, and in India, too, its use antedates authentic history. It was introduced into Europe in the fifteenth century, when it was taken to Italy and Spain from northern Africa, where it had been planted by the Mohammedans in their migration from Asia Minor.

In 1647 Governor Berkeley, of Virginia, planted some seed rice received from England, but the experiment was not a success, and it was not until 1694 that rice-growing was really established in this country. In that year the Governor of South Carolina planted some rice given him by the master of a trading vessel which had put into Charleston on a cruise from Madagascar. The seed grew well, and in a few years rice planting on the lowlands of the coast became one of the chief industries of South Carolina. From this state the cultivation was extended to North Carolina and Georgia, and later to Florida, Alabama, Mississippi and Louisiana. The French who settled about New Orleans and the Acadians of south-western Louisiana cultivated rice in a primitive way in the latter half of the eighteenth century, but the methods of growing were so crude that the industry did not become commercially important until after the American civil war.

The conditions resulting from the civil war gave considerable stimulus to the planting of rice as a staple crop in Louisiana along the Mississippi river, and impoverished planters, who had formerly relied on other crops requiring great outlay of capital, began to grow rice as a means of quick financial relief. For several years the production was small, but it gradually increased. In the decade following 1870 the annual average reached seventy-one million pounds and in 1880 more than fifty-one million pounds of clean rice were marketed. A part of this was produced in the extreme eastern part of the now famous rice belt of southwestern Louisiana.

The milling of rice consists in reducing the rough rice, or paddy, as it is sometimes called, to an edible state by the removal of the outer shell, which is commercially referred to as "hulls," and the inner cuticle, which is known as "bran," and by a finishing process that removes the "polish" from the kernel and gives it a pearly lustre that it may satisfy trade requirements. The finishing brushes remove the most nutritious part of the grain—the flour, or polish—and leave only the hard endosperm, or kernel.

The polished rice is graded according to the perfection of the grain, which depends upon the variety of the rice, the care used in the harvesting and in the threshing, and the efficiency in milling.

TRADE NOTES.

Macdonalds, "The Butter Men," of Montreal, has been registered.

The Crown Cheese and Butter Co., Ltd., Napanee, has obtained a charter.

Robt. W. Hollinger, grocer, Toronto, has been succeeded by G. E. Pattison.

Rymal & Son, grocers, New Liskeard, have ben succeeded by S. Jewell & Son.

Robinson & Greenwood, grocers, New Liskeard, have been succeeded by S. Greenwood.

The branch store of F. A. Scott & Sons, grocers, Ottawa, is now being carried on by W. H. Scott.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Established 1887

JOS. COTE, QUEBEC

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

JOS. COTE, Importer, QUEBEC

N.B.—Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

IT IS TIME TO PREPARE FOR SPRING

If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Ever Lie Awake Nights?

trying to scheme out some better and easier way of keeping your accourts—some system that would take less time and cut out the mistakes?

You can install the

Allison Coupon System

and sleep soundly every night.

HERE IS HOW THE PLAN WORKS:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.
For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

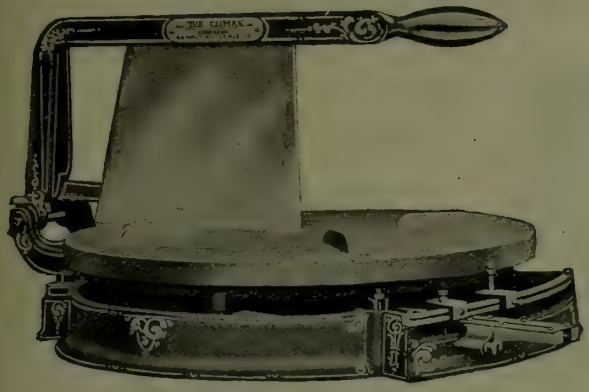
The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

Thoroughbred or Mongrel?

There is as much difference in cheese cutters as there is between a thoroughbred and a mongrel pup. It's the mongrel cheese cutter that causes the trouble and makes grocers dissatisfied with cheese cutters in general.

GET A THOROUGHBRED.

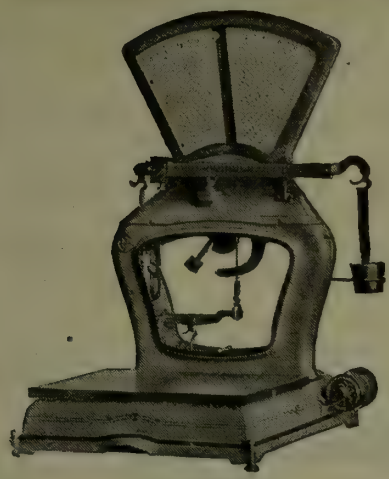


THE CLIMAX

will do just what we claim for it. Cuts pounds or fractional pounds or money value at any price per pound with one stroke of the lever.
Hundreds of the best grocers in Canada are using them.
Write us for pamphlet containing colored cuts and full information.

HOWARD BROS. Brantford

CANADIAN AGENTS



NO. 70 MODEL

BEFORE YOU BUY A COMPUTING SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

Cut 19—TYPE B.
All Metal Outfit

If you even suspected that you were losing from $50.00 to $200.00 a year, wouldn't you try to stop it?

By retailing your oil and gasolene with ordinary tanks, you ARE losing that much or more.

Catalog B. shows you just how you are losing this money and illustrates Oil Tanks that will stop it.

S. F. BOWSER & CO. Limited

66-68 Frazer Ave., Toronto

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

A PROSPEROUS APPEARANCE

calls for good fixtures, counters, show cases, etc. Let me design and make them to your order! My prices and work will certainly suit you. Write or phone to me.

J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

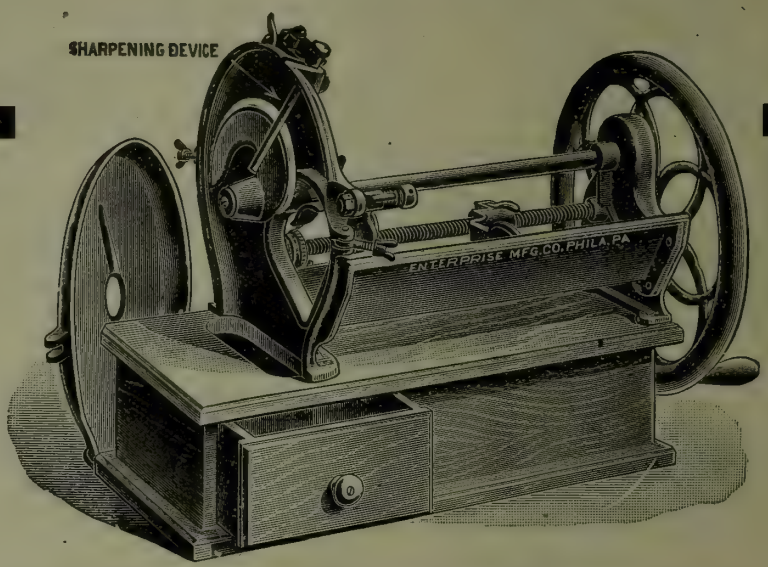
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

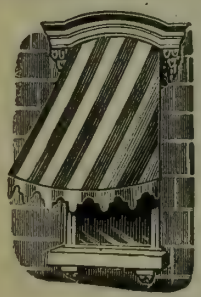
AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.

No. 125, (with 2 blades) - - $22.50 **No. 129, (with 1 blade) - - $22.50**

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb.tins—3 doz. in case

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 24, 1908.

Baking Powder.

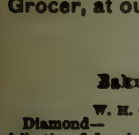
W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
6-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	8 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$0 95
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$0 93
" ½ lb.	1 33
" 8 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1 lb. tins, 3-doz. in case, per doz.	2 0
½ lb. " " "	1 20
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 10
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz in case, per case, $3 60.
The King's Food, 2 doz. in case, per case. $5.
White Swan Barley Crisps, per doz., $1
White Swan Self rising Buckwheat Flour, per doz, $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz, $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

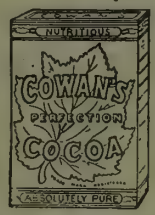
THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ¼-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ¼'s, ½'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ¼ doz. to case ... per doz.,	$ 90
½ " " ½ " "	2.40
½ " " 1 " "	4.75
1 " " 1 " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼'s (for cooking), doz	0 90
Prepared cocoa, ¼'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ¼'s	0 42
" " " ½'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 [illegible]
Damascus	0 [illegible]
Cairo	0 [illegible]
Birdar	0 [illegible]
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

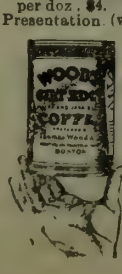
5 oz. bottles, ¼ doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb decorated tins, 32c. lb	
Mo Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation (with 3 tumblers), $ 0 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars per doz	1 00
Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

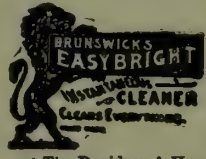
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

'Vita' Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz. $2.50
Chocolate (Straight)	Contains 2 doz. $2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz. $2.50
Lemon (Straight)	Contains 2 doz. $2.50
Unflavored (Straight)	Contains 2 doz. $2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food

Robinson's patent barley	½-lb. tins $1 25
" " "	1-lb. tins 2 25
" " groats	½-lb. tins 1 25
" " "	1-lb. tins 2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

Another Store-keeper Sued for Damages

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. —— is seeking to recover in the courts $15,000 from Mr. C. G. —— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. ***RISING SUN*** Stove Polish and ***SUN PASTE*** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY EASILY APPLIED
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross, 10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

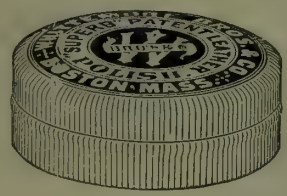
For ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . . . .

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross . .

Star Russet Combination

10c. size per gross . .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET CAMBRIDGE, MASS, U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

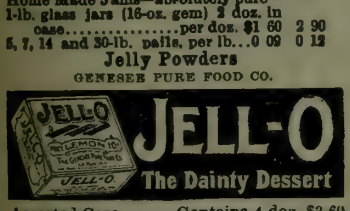
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07½
7 and 14-lb. wood pails.....per lb. 0 07½
30-lb. wood pails ..... " 0 07½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07½
30-lb. wood pails..... " 0 07½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Jelly Powders

GENESEE PURE FOOD CO.

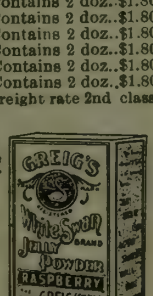


Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. Per case; freight rate 2nd class

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs.	0 09½
20-lb. Pails.	1 95
20-lb. tins..	1 85
Cases 3-lb..	0 10½
" 5-lb..	0 10½
" 10-lb..	0 10

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz. $1 00
Home-made, in 1-lb. glass jars ' 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " .. 2 80
4-lb. tins, " .. 4 65
7-lb. " " .. 7 35
"Shredded"—
1-lb. glass, doz..... 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25

THOMAS J. LIPTON

Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., lb. tins..... .....per doz.	$1 40
" ½-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
" -lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—

Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " }		2 75
" { 60 ½-lb. " }		
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases.....		2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish..... "	16 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 [illegible]
Kegs, 100 lb.....	0 07

The Slogan of the Future

An expert in trade progress makes this bold statement:

"Each year it becomes more and more necessary for the retailer to confine his attention to goods of known value."

And on the firm and lasting foundation of merit and worth

WOOD'S COFFEES

stand forth. Their "known value" has been demonstrated for more than a quarter of a century.

The Grocer who "confines his attention" to them reaps his reward in profitable trade.

ESTABLISHED 1879

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lil White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
6-lb. toy trunks, 8 in case..... 0 08
6-lb. enameled tin canisters, 8 in case..... 0 08
Kegs, ex. crystals, 100 lb..... 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... $0 06
Canadian Electric Starch—
Boxes of 40 fan y pkgs., per case 3 00
Cerealoid Starch—
Boxes of 45 cartons, per case.... 3 60

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07½
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07½

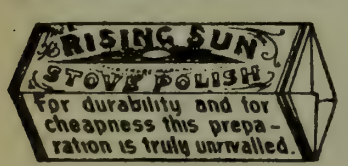
SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07½
Durham corn starch, 40 lb. 0 06½
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 07
" 3-lb. cartons, 36 lb.. 0 07
" 200-lb. bbl..... 0 06½
" 100-lb. kegs..... 0 06½
Canada Laundry, 40 to 46 lb..... 0 06
Ivory Gloss, 3-6 family pkgs., 48 lb 0 08
" 1-lb. fancy, 30 lb..... 0 08
" large lumps, 100-lb kegs 0 07
Patent starch, 1-lb. fancy, 28 lb.. 0 08
Akron Gloss, 1-lb. packages, 40-lb. 0 06½
Coldwater Ivorine Starch, per box, 40 pkgs..... .... 3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 85
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " " ..	2 85
20-lb. " 3 " " ..	2 60

Teas.

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½'s	$0 35	$0 50
Blue Label, 1-lb. and ½'s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
span 1s	0 19	0 25

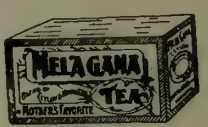
BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 21	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb	$0 35
" " 60 ½-lb	0 35
" " 30 1-lb	0 35
" " 120 ¼-lb	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.



	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ½s....	0 30	0 40
" " ½s		0 32
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb. " "	0 21	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 3s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 [illegible]
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz	$ 110
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

BATGER'S

Lime Juice Cordial

**ALREADY SWEETENED,
DELICIOUS FLAVOUR,
REFRESHING,
QUENCHES THIRST,
SELLS WELL,
VERY HANDY,
DOES NOT NEED SUGAR.**

These are just a few reasons why you should STOCK BATGER'S LIME JUICE CORDIAL. If you have not ordered it would be well to do so now. Results will please you.

AGENTS:
ROSE & LAFLAMME, Limited
MONTREAL & TORONTO

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

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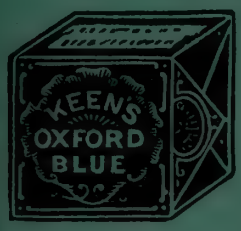

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Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alchol

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.
Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

SOMETHING ABOUT PEAS

CANNED PEAS are sold in four grades or qualities—

Grade 1, known as Extra Fine Sifted Peas, or Petit Pois (Tresfins.)

Grade 2, Extra Sifted Peas, known as Sweet Wrinkle.

Grade 3, Double Sifted Peas, known as Early June.

Grade 4, Sifted Peas, known as Standards or Marrowfats.

Prices for these Peas vary according to Grade.

The brand is not an indication of the Grade. Make sure that you get the grade you pay for.

You cannot mistake **Aylmer Faultless Peas** as they have a **wrapper label.** These are the **finest Peas on the Market** at the price.

They will realize a **splendid margin of profit.** All you have to do is to call your customers' attention to them to make **quick sales.**

CANADIAN CANNERS, Limited

Pure, Sound Fruits and Vegetables

canned under the most unexceptionable sanitary conditions, in a factory which is up-to-the-minute in mechanical perfection—that is

Old Homestead Brand

It is the brand which will never fail to please your customers. Every can preserves the full, rich, natural flavor of delicious fruits and vegetables.

Order Old Homestead from your jobber. All good jobbers carry Old Homestead Brand

The Old Homestead Canning Co.

Picton, Ontario

What are You Selling?

Perhaps you are keeping in stock the old Japan-China teas of former days. Perhaps you are trying to get rid of some package tea that has long been on your shelves. You are tired of it. Just a few calls. Growing fewer. You see your neighbor getting the trade. He sells

"SALADA"

Suppose you turn to "SALADA." It means business, steadily increasing demand, good profit. Try it to-day. NOW.

The "SALADA" Tea Co., Toronto or Montreal.

It's the Standard

and hence the saying "As Pure As Windsor Salt"

Things don't "just happen" in this world—there's a reason for everything, and there's a splendid reason why Windsor Salt has reached that much sought for pinnacle that entitles the makers to justly claim it "best."

¶ To-day it is the Standard Salt from which comparisons are made when some one is trying to sell an inferior product—something "just as good." The purity, whiteness, dryness, and free-running qualities of Windsor Salt are almost proverbial. "It's the Standard"—isn't that enough?

CANADIAN SALT CO., LIMITED

Windsor, Ont.

National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, which will be in operation about May 1st.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis, - - Quebec.	William Forbes, - - Ottawa.
C. DeCarteret, - - Kingston.	Geo. Musson & Co., - Toronto.
J. W. Bickle & Greening, - Hamilton.	G. H. Gillespie, - - London
Carman Escott Co., - Winnipeg.	R. G. Bedlington & Co., - Calgary
Tees & Peerse, - Edmonton.	Wilson & McIntosh, - Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose and Laflamme, Limited

Montreal and Toronto.

Good Value to Your Customer

Paterson's Worcester Sauce

ROSE & LAFLAMME, Limited
Agents, Montreal and Toronto

Large Profit to You

TO THE TRADE:

Do You, in Selling

CEYLON TEA

Caution Customers to

Avoid Wastefulness?

Impress Upon Them That

ONLY HALF THE QUANTITY

It Takes of Other Teas

IS NEEDED TO THE CUP

LEA'S

The Pickle with the Home-made Flavor

History of the Lea Pickle.

1901 For the last twenty years made by Mrs. Lea for her own table.

1902 Made by Mrs. Lea for sale in their store.

1903 Demanded by the outside consumer. A small factory started.

1904 Premises too small, moved into a larger place and unable to supply the demand.

1905 Factory used last year too small; unable, on account of accommodation, to supply the demand; another addition.

1906 Demand so large that stock was all sold in March, and large orders received through the balance of the pickle season were not filled.

1907 Formation of the Lea Pickling Co., to enlarge premises and carry on the business on a larger scale, with more up-to-date packages, using the same care in packing the goods, and processing done as before under the supervision of Mrs. Lea.

1908 April 15th, and we are again sold out of all bottle goods, after doubling last year's output, and preparation being made that we hope to be able to fill all orders received during the coming season, we are adding to our already large line a TID-BIT pickle that we think will be the finest goods ever offered to the Canadian trade, and at prices in reach of everybody. The fame of these goods is reaching from the Atlantic to the Pacific, and we are daily receiving inquiries from all parts of the Dominion, when you consider that these goods have not been formerly advertised and only now in a small way, that the HOME-MADE flavor must be popular with the consumer. If you will try a small quantity of these goods when they are again offered in August, you will be surprised that so home-like a pickle can be turned in a factory.

Packed By

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Empire Tea

in pkgs, 25, 30, 40, 50 and 75c. All kinds.

Send for Samples

4 free 'Phones —use them

PRUNES

Some cheap lines

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON, - - - - ONTARIO

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY—EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. **Largest quantity; finest quality.** Its use saves time, labor and brushes, as it

Shines Without Brushing
Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

For ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold **double** any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE "ELITE" ELITE POLISH
BOX CALF
VICI KID AND ALL BLACK DRY LEATHERS
BOSTON U.S.A.

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The **only** polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . . .

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross . .

Star Russet Combination

10c. size per gross . .

Russet Pastes

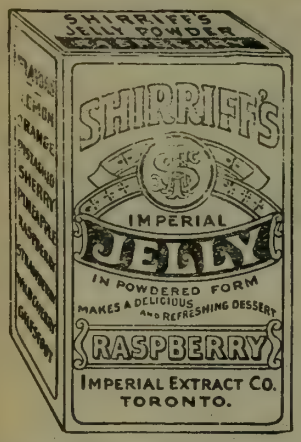
Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins. . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS, U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors



Shirriff's Jelly Powders

are strictly high class.

They result in a TRUE FLAVORED, SPARKLING, appetizing Jelly. One trial will prove this.

Manufactured by

Imperial Extract Co., - - Toronto, Canada

WAGSTAFFE'S

Fine Old English

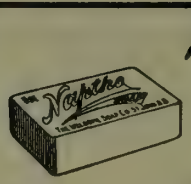
Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS



Naptho SOAP

MADE IN CANADA

Don't you like

NAPTHO

better than any soap you have ever used?

We know that **NAPTHO** is a better and more economical soap than any on the market, and you can know it too, by just comparing it with its competitors.

The Welcome Soap Co.
Limited
St John, - N.B.

Cables—BOYD, TRINIDAD — All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. **London and New York, Frame & Co.**

WANT ANYTHING

1 CENT A WORD

Canadian Grocer Want Ads Bring Results.

They are read by the entire grocer trade.

1 CENT A WORD

USE WANT ADS

SKIPPER SARDINES

A shipment of this choice line in quarters just to hand.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.
Write for quotations.

"The Light of Canada"
and the
Delight of users
"LAURIER" and "TOGO"
brands of

MATCHES

are the most profitable lines to handle. If you will drop us a line we will be pleased to show you where you can make money in handling our matches.

The Improved Match Co.

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

If it is Toilet **SOAP**

We have the largest variety of the most satisfactory kind, from standpoint of quality and profit.

SAVONS FRANCOIS (C. Pagnuelo, Manager)

Factory: 1653 Notre Dame St. MONTREAL Offices: 225 Coristine Building

Good Profits---Sure!

If you stock up with a poor, or even indifferently good, brand of canned goods, you certainly can't be very sure of selling them at a profit. Even if you do manage to "get rid" of them, your reputation will suffer. Don't risk it! Make sure of steady trade and good profits by pushing

FARMER BRAND

There are 3000 acres of land in the finest garden section of Prince Edward County on which are grown the fruits and vegetables destined for Farmer Brand. We grow the right goods and we pack them right.

Farmers' Canning Co., Limited

Bloomfield, - Ontario

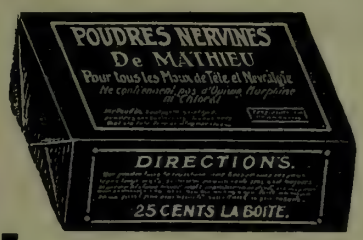
STANDS ALONE for HIGH GRADE

Sterling BRAND

SWEET PICKLES

EXCELLENCE IN PURITY

THE
T. A. LYTLE COMPANY
LIMITED
Toronto



Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

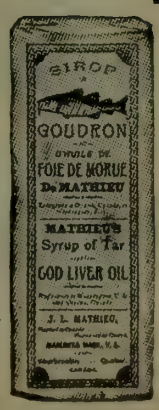
do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.

Proprietors SHERBROOKE, P.Q.

L. Chaput, Fils & Cie, Wholesale Depot, Montreal



We Distribute from Three Points

From three centrally located warehouses, we distribute merchandise to all points throughout Western Canada.

The country is constantly growing, and we are growing with it.

We always keep our facilities abreast of the demand, therefore we are always able to properly take care of both consignors and customers.

We have room for a few more things.

If you want reliable, responsible agents to look after your interests in Western Canada, write us.

This territory is a big market now, and is growing bigger.

Write us, and make arrangements now. The business is worth looking after, and we can look after it better for you than you could look after it yourself.

Yours truly,

NICHOLSON & BAIN

Established 1882

CALGARY **WINNIPEG** **EDMONTON**

BIG PRIZE COMPETITION

$5,000 No. 3 $5,000

FREE!

To Users of

**ECLIPSE SOAP,
TAYLOR'S SOAP POWDER
GOLD SOAP and
TAYLOR'S QUICK CLEANER**

The great success of our previous prize competitions has induced us to again offer a list of valuable prizes absolutely free to those persons sending in the largest quantity of wrappers off Eclipse Soap or Gold Soap, or the largest quantity of coupons enclosed in every package of Taylor's Soap Powder or Taylor's Quick Cleaner.

LIST OF PRIZES

1st Prize for	Alberta	$25.00	cash.
1st " "	British Columbia	25.00	"
1st " "	Manitoba	25.00	"
1st " "	New Brunswick	25.00	"
1st " "	Nova Scotia	25.00	"
1st " "	Ontario	25.00	"
2nd " "	Ontario	15.00	"
3rd " "	Ontario	10.00	"
1st " "	Prince Edward Island	25.00	"
1st " "	Quebec	25.00	"
2nd " "	Quebec	15.00	"
3rd " "	Quebec	10.00	"
1st " "	Saskatchewan	25.00	"

A prize of $25.00 cash free to the person who sends us the largest number of wrappers or coupons residing in each Province in Canada. The rest of the competition is open to anyone in Canada.

50 prizes of ladies' or gentlemen's 14k. gold filled watches, fine jewelled movement, guaranteed.

50 prizes of ladies' or gentlemen's silver watches, accurate time-keeper, guaranteed.

10 prizes of $5.00 cash each.

100 prizes of handsome pieces silver plate.

5,000 prizes consisting of silverware, cutlery, perfume, books, games, jewellery, ornaments, pictures and other handsome prizes.

Mail your wrappers to John Taylor & Co., Competition, 531 Front St. E., Toronto. This No. 3 Prize Competition ends November 2nd, 1908.

If not in stock order now

Eclipse Soap

Taylor's Soap Powder

Gold Soap

Taylor's Quick Cleaner

Diamond E Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for **"DIAMOND E"** Blend Coffee this brand has long since been tested by the public, and the verdict has been **"Perfect."**

THIS MAKES IT A SAFE PROPOSITION

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

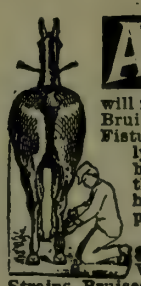
You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

REMOVAL NOTICE!
HISLOP & HUNTER
PRODUCE MERCHANTS
Will remove on April 21 from their present premises 53 Place D'Youville to
117 KING ST., MONTREAL



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Cures Varicose Veins, Varicocele Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper.

Tartan BRAND

SIGN OF PURITY

Don't worry about **CANNED GOODS** for six months yet and remember we look after you and **TARTAN** will be up to its standard of quality.

In store, **New Brazil Nuts, New Maple Syrup and Sugar, New French Mushrooms.**

Headquarters, **Lea's Pickles, Leard's Whole Chicken all ready to use, Smith's Glass Lobsters, Wagstaffe's Jam and Marmalade.**

Wagstaffe special **New Seville Orange Jelly.** The finest yet to retail, 20 cents.

Mail orders carefully executed. PHONE 596 Free to Buyers.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

Tomato Catsup

is a steady seller. More particularly so when it is our make, which is

ABSOLUTELY PURE, AND MADE FROM WHOLE TOMATOES

You can sell this line at a good profit. Why not send for our price list? We are offering particularly fine values in Pure Cider Vinegar and Pure Fruit Jams.

The Belleville Fruit and Vinegar Co., Limited

BELLEVILLE, - - ONTARIO

New Maple Syrup

All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

There will be something doing next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in pack ing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

WE issue a **Monthly Mailing Card** called **SILENT DRUMMER** telling you of **Special Bargains** in **BULK TEAS.** If **you** are interested and would be pleased to receive it kindly send in your name and we will have it placed on our mailing list. If you want a **Package Tea, that sells itself** try

MELAGAMA

Send us on an order for a 60 or 100-lb. box. We prepay freight.

MINTO BROS., - - TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

1 2 — 1 2

People Want It—

That's why they consider any grocer out-of-date, if he can't supply them with

2 in 1 Shoe Polish

when you handle the best shoe polish—that's 2 in 1—people naturally think you handle other first class lines as well.

The F. F. Dalley Co.
LIMITED
Hamilton, Canada — Buffalo, U.S.A.

1 2 — 1 2

NATION'S

Simply Delicious

In Packets and 4-oz. 8-oz. & 16-oz. Tins

Agents: **GREEN & CO.,** 25 Front St., E. Toronto
CARMAN-ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND

Counter Check Books
The "Newear."

For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

Write for Sample.

The Carter-Crume Company Limited,
Toronto and Montreal

Mention this paper.

BROOMS

We offer **the best** values.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

A GOOD LINE

There is a "want more" fascination in H. P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception, the Canadian Grocer sees in H. P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H. P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself, Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

SPRING REQUIREMENTS

Grocers—those of you who do business in the Eastern Townships—you will be in need of many new lots of groceries now that spring is here. We have a full assortment of the best lines which we can offer to you at attractive prices.

Write us.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

Canadian Canned Goods
Imported Canned Goods
"Soleil" Brand

We are in a position to fill any order which may be given us for Imported and Domestic Canned Goods, canning of 1907.

We have on hand a well assorted stock of these goods of quality which we recommend to the trade.

We are also in a position to book your orders for 1908 Canning of Domestic or Imported Canned Goods "Soleil" Brand, popular in Canada.

Japan Teas,
Green Teas, "Gunpowder"
Black Teas

We have Teas of all grades and qualities for all the requirements of the trade.
We offer the best values and our prices are the lowest,
We call the attention of the trade to our

Japan Teas,
Victoria and
Princess Louise Brands

Highly appreciated by the consumer and increasing in popularity every year. These are high grade teas uniform in quality, picked and packed by experts during the best seasons.

We pay freight on lots of teas, assorted or not of 200 lbs. or more.

Minerva Olive Oil

From the firm of Henri Boulle, of Marseilles, France.

A strictly pure product of exquisite flavor, whose purity is guaranteed by the officers of the official laboratory of the city of Marseilles, who supervise the bottling of this product and whose certificate of purity is affixed to each bottle.

This Olive Oil is growing in popular favor every year in Canada, a proof of its incomparable quality.

To taste it once, is to use it always.

We are now booking import orders for this product.

For further particulars and quotations write, telephone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Grocers, Wine and Spirit Merchants

562 to 568 St. Paul St.
(formerly College St.) - ***Montreal***

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

Packers' Cans

the Canadian Standard for 20 years.

Open-Top Cans

for hand packed goods.

Lacquer-Lined Cans

for acid fruits and highly colored packs.

Solder-Hemmed Caps

for saving time and solder in the canning factory.

Solder, Flux and Canners' Supplies

THE

Norton Manufacturing Co.

HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

Our 5c Bank Package.
Gold finished. Silver finished.
Very popular seller.

CARPET TACKS

We have them. Make the finest. Kind you can recommend to your customers as THE BEST.

BAZIN MFG. CO.

94 Arago Street

QUEBEC

JELL-O The Dainty Dessert

REDUCED IN PRICE

Now Retails for 10 Cents a Package

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavors.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case $1.80 Retails 10c. per pkg.

JELL-O, Ice Cream Powder, 2 Doz. case 2.50 Retails 15c. per pkg.

Weight 8 lbs. per case, Freight rate second class.

THE GENESEE PURE FOOD CO., Bridgeburg, Ont. and LeRoy, N.Y.

E.D.S. Brand Jams and Jellies

are stocked by all the leading grocers

because they are wanted by all the best buyers. Purity is our watchword. If you are looking for the best business, stock **E.D.S. Brand Jams and Jellies.**

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

LIPTON'S

STRAWBERRY JAM AND ORANGE MARMALADE

Two of our leaders in 1 lb. Glass and 7 lb. Tins. Write for prices, they will interest you for immediate or future delivery.

EVERY POUND GUARANTEED **EVERY POUND GUARANTEED**

THOMAS J. LIPTON, - - 75 Front Street East, TORONTO

ESTABLISHED 1840

Nothing will build up a trade like QUALITY

You get it in

"Pansy" Brooms

H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE
92 Adelaide Street West

TORONTO

FACTORY
15, 17, 19, 21 Jarvis Street

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey108 Princess Street.

I Offer

For Prompt Shipment

Several lots of very fine

Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 Montreal

CAPSTAN BRAND PURE MINCE MEAT

Paokage Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

Buyers don't be Scared.
This is a gold mine.
Only needs a trial.

It is good value for money.

WORCESTERSHIRE SAUCE

All and every particular with prices will be given you by the manufacturers

John Casson Co.
FRONT STREET
TORONTO, Ont.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

Every Discerning Merchant

Is on the lookout for another paying line to handle. It must be an article of proved merits and one that the customer will ask for many times and the sale of which will show a paying profit.

Ridgways TEA

has a name for consistent high grade qualities and has always been first in London, the most competitive market in the world, and has also won its way into public favor with the people of the west.

We are maintaining a large demand by extensive advertising a demand in which you should participate.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

TODHUNTER'S COFFEE BLENDS SOLD ONLY HERE

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

Seeded Raisins

to retail at 10c. pkg.

We are offering

MALAGA SEEDED RAISINS

Freshly Processed and

In Excellent Condition

——At a Popular Price——

The **Malaga Raisin** possesses the delicious flavor which is characteristic of all Spanish grown grapes. In use it cannot be surpassed. Those that we are now offering are the latest result of an entirely new process, and will give your trade entire satisfaction. Before ordering Seeded Raisins it will undoubtedly pay you to ask us for particulars and samples.

We will ship 5 case lots and over for account of wholesalers, ex. store, Montreal

Rose & Laflamme, Limited

Montreal Toronto

(Reprinted from "Power," New York)

"It Was Magnificent, but It Was Not War."

The Atlas Engine Works, of Indianapolis, Ind., is in the hands of its creditors.

Men familiar with the manufacture and marketing of machinery and men familiar with advertising have predicted this for some time.

This company has been spending great sums of money, probably more than $100,000 in the past year or two, that was charged to advertising but should have gone on its books under the heading of "Vanity Account."

Through an agent, this concern has used page after page in the general magazines, of pretty copy, to offer steam engines to the general public—not one in ten thousand being a possible buyer.

One quarter, yes, an eighth, of the money spent in the mediums that go to the power users of the country would have produced a sensation in engineering circles—and an increase of business.

General Pierre Bosquet said of the charge of the Light Brigade, at Balaklava: "It is magnificent, but it is not war."

This waste of money, this offering steam engines and boilers to the women and children and non-power users in flaring pages of pictures was "Publicity, but it was not advertising."

You can get publicity by shooting your wife—but it is not advertising.

A duck hunter on his way from New York to Barnegat Bay might just as well shoot into the air all the way down in hopes that a duck would fly into the shot, as to advertise steam engines to the general public.

Advertising must stand the charge of all such failures—and does not deserve it.

So few know the difference between Publicity and Advertising.

Advertising is salesmanship, the creating of a favorable impression of the goods advertised in the minds of possible buyers. Ah, there's the rub—possible buyers.

One page in Power would have reached more possible buyers of the Atlas product than a full page in all the magazines in Christendom—and there would not have been enough waste circulation to light a pipe.

But Power would not have allowed an agent a commission.

Power would have created no wonder in the home circle, the women's clubs or the Lincoln County Medical Society, it would have reached power users, and let it go at that.

Power is sorry for the troubles of this old, honest and reputable concern. Sorry because unthinking people will say they were ruined by too much advertising, which is not true.

Had they spent this amount of money pasting "stickers" on the inside of box cars it would have been the same kind of publicity—it never was advertising.

Moral—If you are selling a specialty advertise big in the papers devoted to that line—and nowhere else. If you are selling shoe strings or grape nuts get into the general publications.

There is a difference between Publicity and Advertising. Real advertising will give you publicity enough, publicity does not always advertise.

If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell "embarrassment," he would probably land you.

The best time to put your claims before a consumer is when his mind is already interested in the subject.

—Curtis Publishing Company

THE strength of the technical or trade paper lies in just that timeliness and assured interest. The reader is a reader simply and solely because his bread-and-butter interests are involved in the particular subjects of which a given paper treats, and because he knows that practically all the matter in that publication will apply directly to, or have a bearing upon, the subjects on which he must have the latest authoritative word in order to compete successfully for business.

And in no other class of publications are the advertisements so essentially a part of the text—so necessary to completeness of the information furnished.

To the progressive manufacturer, the technical or trade paper has become an important part of his business machinery—a machine for impressing his name and that of his product on the minds of prospective customers, for keeping in close, constant touch with old customers, for removing prejudice unfavorable to his product, for creating interest and molding favorable opinion—a machine whose finished product is a desire to buy, as expressed in an inquiry; a mind prepared to receive and assimilate the salesman's arguments or an order.

Are you using the modern machinery for marketing ?

Are you buying and using it with the same care as you buy and use the machinery whose profits are so dependent upon its intelligent selection and use ?

—Selling Magazine.

SACRIFICE

In order to get rid of Old Homestead Gallon Blueberries, we are making a special price.

Enquire of our travellers or wire us.

JAMES TURNER & CO.
LIMITED

Hamilton, Ont.

All Absolutely Pure
White Swan Baking Powder
White Swan Flavoring Extracts
White Swan Prepared Cocoanut
White Swan Coffees
White Swan Cream Tartar
White Swan Baking Soda
White Swan Borax
White Swan Jelly Powders
White Swan Cake Icings
White Swan Spices—full line
White Swan Herbs and Seasonings
White Swan Flaked Rice
White Swan Flaked Barley
White Swan Flaked Peas
White Swan Flaked Wheat
White Swan Rolled Oats
White Swan Whole Wheat Flour
White Swan Rye Flour
White Swan Graham Flour
White Swan Gluten Flour
White Swan S.R. Buckwheat Flour
High Grade Throughout
Ask for our list.
The Robert Greig, Company Limited Toronto

Montreal's Exhibition of Groceries

Splendid Success of Third Annual Fair—Attendance Over 40,000—Represented Outlay of $50,000 to $75,000—Men Responsible for the Success—Descriptions and Photographs of Exhibits—Exhibition Flashes.

Whether or not Montreal may lay claim to having had the finest pure food fair ever held on this continent, in the exhibition of groceries just concluded Wednesday evening at the Arena, is a question for those to decide who consider themselves fit to act as critics. If one may judge from the remarks of those who had seen such fairs in New York, Boston, Philadelphia and other large centres, Montreal's exhibition is without parallel. In point of attendance the fair in Canada's metropolis may not be able to stand favorable comparison with shows held in such places as New York, but allowance must be made for difference in population of the two centres, and the consequent greater advantage possessed by the larger city in having so many hundred thousand more people from whom to draw attendance.

But for artistic arrangement of a show, excellence of pure food products shown, and general air of quality about the whole thing, Montreal heads the list with her third annual exhibition of groceries.

Was Bound to Succeed.

It is not surprising that the exhibition should have been such a grand success. It would have been astonishing, to say the least, had it been anything else, for it was planned and executed by some of the most successful men in the grocery business to-day.

The fair was held under the auspices of the Retail Grocers' Association of the Province of Quebec, which organization was assisted by an advisory committee composed of the ablest men in the manufacturing, wholesale and brokerage business.

These gentlemen worked night and day, taking valuable time from their own business to devote to the exhibition, in order to ensure its success. When such leaders put their shoulders to the wheel the wagon is bound to go at a merry clip.

Large Crowds Attended.

The exhibition opened on the evening of April 17 and continued until April 29. During all this time the attendance was excellent. There were a few evenings, it is true, when the crowds were not as large as might have been desired, but that was before the fair was well started, and because the fact of its being in progress was not known to everybody. Between the opening and closing dates it is estimated in the neighborhood of 40,000 people visited the Arena. And it is safe to say that few of these were disappointed in what they saw. It was noticeable, and remarked by many, that the class patronizing the show were a most intelligent lot of people, the kind whom every manufacturer desires to interest in his lines. There was a pleasing absence of "sample-chasers," the bane of every food show. The average lady at the Arena was more attracted by the promise of some pointers she might apply to her cooking than by the offer of samples, with no explanations or demonstration thrown in. Some will smile at this—those who gave away thousands of samples—but it's a fact. Witness the crowd of ladies always before the booth of the Ogilvie Flour Mills Company,

GENERAL VIEW OF EXHIBITION FROM THE GALLERY.

who were giving actual demonstrations of their Royal Household flour. At the same time it must be said that these same ladies were not refusing samples.

P. DAOUST,
President Executive Committee, Montreal.

They wouldn't be human if they did—from a food fair point of view.

Fair Was Expensive.

To attain what results they did, and well, the firms taking space were forced to expend a large amount of money. The displays themselves represented thousands of dollars, while cost of booths, display material, help, extra light and incidentals would run well up

A. E. LABELLE,
Of the Ogilvie Flour Mills, Montreal, Member of Advisory Committee.

in the thousands. It is difficult to give a figure representing the whole outlay for the fair, but it was at least between $50,000 and $75,000. This sum represents the show, its cost, and the goods displayed.

Manufacturers, however, feel that they have been justified in any expenses they have incurred, for they have conducted a grand educative campaign, the results of which will be most beneficial to the retail trade of Montreal and district, as well as to themselves.

A man may have a pure food, an excellent article, but unless he lets the people know about it he will never realize on his possession.

Outside Grocers There.

Besides the thousands of Montrealers who visited the fair there were numerous visitors from outside. Grocers by the dozen came from Sherbrooke, Quebec, Richmond and nearby places, taking advantage of the reduced rates to get into the city to transact business and to see the show, thus killing two birds

J. A. BEAUDRY,
Secretary Executive Committee, Montreal.

with one stone. A delegation representing the Ottawa Retail Grocers' Association, composed of F. W. Forde, president; C. J. Prevost, treasurer, and A. G. Johnston, secretary, came up from the Capital City to have a look around and to gain a few pointers to use in their pure food show, which comes off in September, at the time of the Central Canada Exhibition. Needless to say, they were duly impressed.

A Banquet to Montreal Doctors.

On Thursday evening, April 23rd, a most successful banquet was held, the doctors of the city being the guests of the management. Besides the doctor guests of honor, Hon. L. P. Brodeur, Minister of Marine and Fisheries, was present, Hon. Mr. Brodeur was to have officially opened the fair, but was unable to be present, and Mayor Payette, of Montreal, and Mayor Galbraith, of Westmount, officiated. Several interesting addresses were delivered at the banquet, which was attended by over two hundred. Hon. Mr. Brodeur praised the grocers for getting up such a fair to educate the public to the value and necessity of pure foods. A. P. Murray, sales manager of the Edwardsburg Starch Company, and chairman of the advisory committee of the exhibition,

A. P. MURRAY,
Of Edwardsburg Starch Co., Montreal, Chairman Advisory Committee.

made an interesting address in both English and French, while several other grocers and some of the doctors made short speeches also.

A Beautiful Display.

From the promenade gallery of the Arena one could appreciate much more the artistic perfection of the show, because of being able to see the whole of the booths from above. In the centre of the rink was a central row, five large booths, each containing four small ones, the size of those running around the

HENRY CLARK,
Of Wm. Clark, Montreal, Member Advisory Committee.

sides. As will be seen from the photograph reproduced, these five large booths as well as the smaller ones, were kept uniform. Another feature about the five

booths in the centre was that each one was occupied by one firm, instead of by two or more, as in the past, and as a result, the individual booths were uni-

W. H. DUNN.
Of Montreal, Member Advisory Committee.

form, which added to the appearance of the whole when looked down upon from the gallery. The central booths were illuminated at the top by colored lights, a different color scheme for each of the five, which made the effect most pleasing. The booths around the side were all lighted by electric bulbs in large, frosted glass globes on the top of a square post placed at intervals separating the booths. This arrangement add-

ALBERT HEBERT.
Of Hudon, Hebert & Co., Montreal, Member Advisory Committee.

ed much to the beauty of the show. The ugly rafters near the roof, and the vacant benches around the Arena, were hidden by white cloth, trimmed, where rows of electric light showed, with pink cloth hanging down about a foot.

Show Cases An Improvement.

A decided improvement over the counters used in each booth last year were the fine counters employed on this occasion. Exhibitors were very much pleased with the inauguration. These show cases, supplied by Jones Bros., Toronto and Montreal, besides lending a richer air to the whole fair, permitted of a very neat display being made inside. They were very useful for displaying small package goods especially, and when lights were installed these displays appeared to be about as neat as one could desire.

A Suggestion Regarding Dates.

It might be a timely suggestion to note that the dates chosen for the fair

JOS. ETHIER,
Of Laporte, Martin & Co., Montreal, Member Advisory Committee.

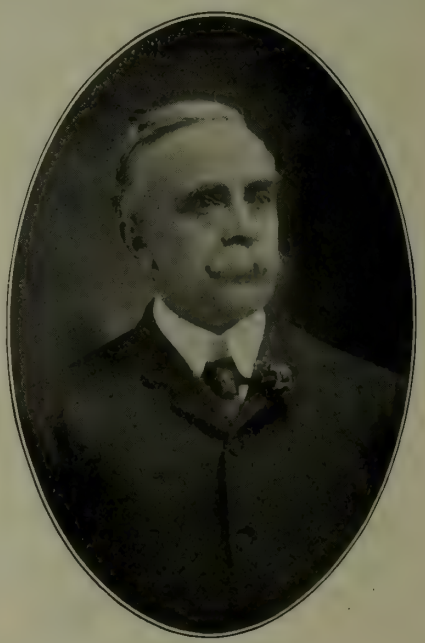
were not as convenient as they might have been. They broke up three weeks. Some of the exhibitors were conducting demonstrations in other places and were forced to cut short their week in order to have their demonstrators present for the Friday evening the fair opened. Many of these thought it would have been much better if the show had not opened until the following Monday. This is worth thinking over. Everybody understands the difficulty of getting dates at the Arena to suit everybody, but future exhibitions might be arranged so that they would not break more than two weeks for a ten-day show.

The Committees in Charge.

Special praise is due the members of the advisory committee, who spent much of their time in making the fair a success. This committee was composed of A. P. Murray, sales manager the Edwardsburg Starch Co., chairman; A. E. Labelle, local manager Ogilvie Flour Mills Co.; W. W. Hutchison, local manager Lake-of-the-Woods Milling Co.;

H. C. BECKETT,
Of W. H. Gillard & Co., Hamilton, President Dominion Wholesale Grocer's Guild, Member Executive Committee.

Henry Clark of Wm. Clark; Wm. H. Dunn, H. C. Beckett, of W. H. Gillard, Hamilton and president Dominion Wholesale Grocers' Guild; Jos. Ethier, manager Laporte, Martin & Co. and president Montreal Wholesale Grocers' Guild; J. F. Eby, the Eby, Blain Co., Toronto and president Price Committee



ALEX. ORSALI,
Of Hudon & Orsali, Montreal, Member Advisory Committee.

Dominion Wholesale Grocers' Guild: Albert Hebert, Hudon, Hebert & Co.; Armand Chaput, L, Chaput, Fils & Cie.; S. J. Mathewson, Mathewson's Sons;

Alex. Orsali Hudon & Orsali; J. M. Dillon, A. M. Smith & Co., London.

The Executive Committee was composed of J. P. Daoust, ex-president

S. J. MATHEWSON,

Of Mathewson's Sons, Montreal, Member Advisory Committee.

Montreal Retail Grocers' Association; Geo. Chevalier, Quebec; J. A. Chabot, Quebec; U. Carignan, Three Rivers.

The Reception Committee included J. A. Laniel, president Montreal Retail Grocers' Association; J. A. Dore, J. D. Boileau, A. Sarrazin, H. Laniel, T. Montpetit, J. A. Maynard, P. Filion, P. St. Pierre, F. Bigouette N. Chartrand, J. O. Deziel, A. Dionne, E. Farrell, A. O. Galarneau, A. Landreville, A. Laurendeau, H. Macey, O. Martel, J. E. O'Brien, T. R. Stone, E. Upton, A. Wood, J. A. Labonte, P. Daoust, L. O. D'Argencourt M. de Repentigny.

Exhibition Flashes.

The many advertising schemes worked by the Bloomfield Packing Co. attracted much attention, especially their daily limerick campaign. Quaker spoons were much in demand.

* * *

Everybody was tickled with the miniature boxes of snap given to visitors.

* * *

Edwardsburg Starch candy pulls kept people interested.

* * *

E. M. Trowern, secretary of the Retail Merchants' Association, was down from Toronto for a few days.

* * *

Vases containing five fresh roses, emblematic of their famous Five Roses Flour, adorned the counters of the booth occupied by the Lake-of-the-Woods Milling Co.

Wm. H. Dunn gave away neat boxes of "Good Things to Eat," which contained samples of his various lines.

* * *

Lipton's Tea Room was well patronized.

* * *

Mr. Barker, of Jones Bros., found selling show cases an easy proposition.

* * *

Laporte, Martin & Co. distributed neat samples of Minerva olive oil.

* * *

Those desiring refreshment found it at Christie's soft water booth and in the Imperial Ice Cream Company's parlor.

* * *

Wm. Clark's pork and bean pyramid made people wonder.

* * *

Very neat souvenir post cards were given out at the Canadian Canners' booth. Their Hygiene can is pretty near perfection.

J. M. DILLON,

Of A. M. Smith & Co., London, Member Advisory Committee.

Mr. Leslie, Perrin's Montreal manager, spent a lot of time at the fair.

* * *

J. A. Dumas, St. Denis St., Montreal, took the many excellent photographs reproduced in these pages.

* * *

The exhibit of the St. Lawrence Sugar Refining Co. was unique.

* * *

The American Tobacco Co. supplied cigarettes to those who smoke.

* * *

Samples of Balmoral goods went like hot cakes.

* * *

The pretty label used for Gazelle Brand canned goods, by Hudon, Hebert & Co., was much admired.

* * *

Christie, Brown & Co. fed the hungry with delicious wafers.

Ozo is short and easy to remember, so people will not forget it.

* * *

It was not hard to locate the electric signs of the Ogilvie Flour Mills Co. and the Edwardsburg Starch Co.

* * *

Thos. Owens, of the Bloomfield Packing Co., was down for a day or two as usual.

* * *

St. Charles cream was used with Suchard's cocoa, which was demonstrated in Ogilvie's booth.

* * *

Mr. Meurisse, maker of Meurisse Chocolates, who is in Canada on a visit from Belgium, was interested in the displays.

* * *

An orchestra discoursed popular music.

* * *

A moving picture show supplied amusement to those having surplus dimes in their possession.

* * *

The crowds were well handled by the management.

* * *

They say Secretary-Manager J. A. Beaudry attained the first full meal and

ARMAND CHAPUT

Of L. Chaput Fils & Co., Montreal, Member Advisory Committee.

good night's sleep he has had for two weeks last evening, the day after the close of the fair. He deserved both, as he worked hard all through the fair.

Wm. H. Dunn's Exhibits — Booths No. 1 and 2

Wm. H. Dunn.

One of the busiest men during the fair was Wm. H. Dunn, who occupied more space than any other single exhibitor. The first booth to greet the eyes of the visitor was the large central structure immediately opposite the entrance, where Mr. Dunn made the greater part of his display, which consisted of the most inviting grocery lines, for which he is exclusive agent. This central booth was divided into four smaller ones, though the ensemble effect was not in the least destroyed, the idea acted upon being such as to give each line shown a space all its own, yet at the same time to make the display pleasingly uniform. The result was that Mr. Dunn's was one of the most interesting and attractive booths at the fair.

Mr. Dunn himself spent considerable time at the Arena, supervising the work of several of his salesmen, who were assisting, and of the staff of lady demonstrators. He also availed himself of the opportunity to meet many visiting grocers whom pressure of business does not permit him to see as frequently as he might desire.

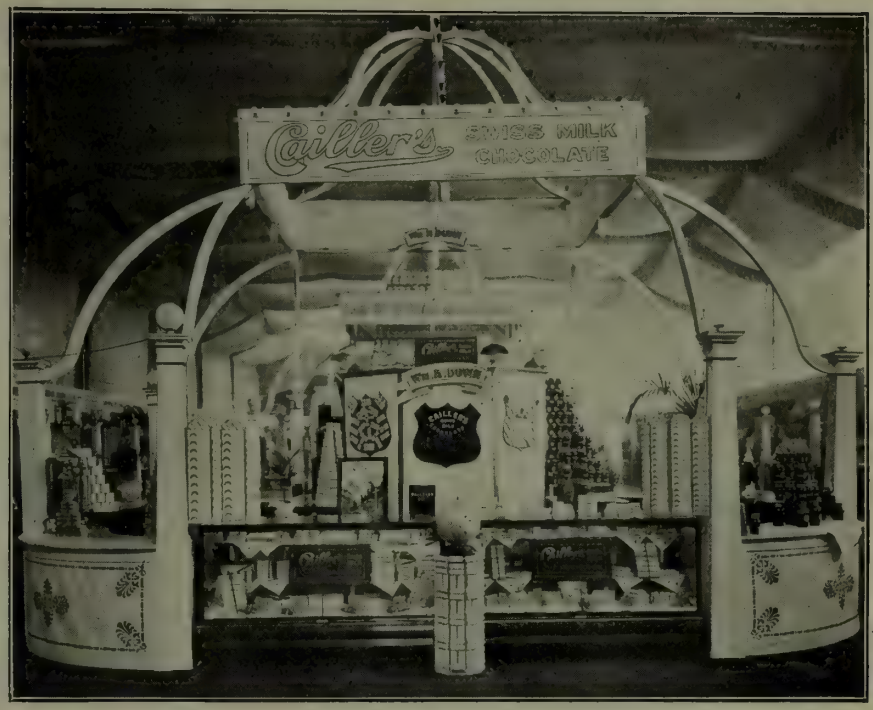
E. D. Smith's Pure Preserves.

E. D. Smith's pure preserves, jams and sealed bottled fruits have won a reputation among the public which could not be obtained except that the goods were as nearly perfect as science, skilled help and the use of selected fruits and sugar alone can make them. E. D. Smith procures the fruits used in his lines from his own large farm of 625 acres. Being located in the Niagara peninsula, Canada's great fruit and vegetable growing centre, the fruits employed in the making of E. D. Smith's preserves and jam are the very finest. E. D. Smith's factory is located right on the farm, so that it is not difficult to understand how it is that the fruits he secures arrive in the factory, and are put up, ready for the consumer, in their natural fresh flavor state. As will be seen in the illustration, the various lines were so displayed as to attract the attention of the least interested visitor. But there were few who admitted themselves strangers to these excellent products of Canadian orchard and factory —for the name E. D. Smith is becoming synonymous with the best in preserves, jams, canned fruits and vegetables.

Wm. H. Dunn's Exhibits — Booths No. 3 and 4

Pure Gold Specialties.

How few grocery stores have not at one time or other handled Pure Gold products? That is, if they are not at present handling the goods, and for that matter, if they have ever stocked up they are still in the front rank with Pure Gold Brand, for such is the unvarying excellence of the jelly powders, spices, flavoring extracts, cake icings, salad dressing powder, quick puddings, etc., that once known they are always desired. Dainty dishes of jelly made with Pure Gold jelly powder attracted much notice and led to many sales. Pure Gold extracts were given considerable prominence in the show case, while on the counter to the left Pure Gold Jelly Powder, quick puddings and salad dressing were to the fore.



W. H. DUNN'S EXHIBIT OF CAILLER'S MILK CHOCOLATE.

Cailler's Chocolate.

There was a time when Canadians did not know anything about Cailler's Chocolate but there are few lovers of Swiss Milk Chocolate who are not now acquainted with this most delicious chocolate from the land famous for its perpetually snow-capped mountains. The campaign to introduce Cailler's to the Canadian public was most energetic, thousands being spent in publicity, and everything being done to aid the dealer in hs efforts to make wdely-known this delightful Swiss Milk Chocolate. But all this effort would have been in vain were not quality considered of paramount importance by the manufacturer, F. L. Cailler, in Switzerland. A Swiss Milk Chocolate has to be something extra fine to succeed on the market these days, and permanent success can be secured only through the merits of the line. The hold that Cailler's has upon the consumers in Canada is one that will last because "impossible to imitate" delicacy of taste possessed by it cannot be equalled anywhere, and people will have what they want.

Borden's Condensed Milk.

It was somewhat surprising to those who had not watched the stupendous strides toward success in Canada made by Borden's Condensed Milk, to hear so many lady visitors exclaim when passing this display, "Oh, there's Borden's Condensed Milk booth." That they should be interested in a line shown before coming to the exhibition was rather strange. But it is not at all surprising when one considers the circumstances. Borden's Condensed Milk has won its way into thousands and thousands of Canadian homes. It is the greatest milk on which to successfully raise babies that the country has ever known, and mothers have found this out. Hence the popularity of Eagle Brand with the ladies. Considerable attention was paid to this display by Mr. Dunn. Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream were the two lines shown in the Borden

EXHIBIT OF BORDEN'S CONDENSED MILK, MADE BY W. H. DUNN.

Wm. H. Dunn's Exhibits — Booths Nos. A and B

W. H. DUNN'S EXHIBIT OF TILLSON'S OATS.

Condensed Milk booth. The latter line, by Borden's process, is the result of treatment of milk by evaporation. It is of the consistency of fresh cream, and serves all the purposes for which that article is required.

Bensdorp's Cocoa.

A cocoa which saves the user half the expense that cocoa usually costs is worth some consideration. Such is Bensdorp's. In making a cup of cocoa with Bensdorp's only half the quantity of cocoa should be used that is required of any other brand. This is because of the superior strength, quality and flavor of this widely known article. More than one housewife would scarcely believe the demonstrator who informed her that only half the quantity should be used to secure the same results obtained by using any other line.

Tillson's Oats.

Most pleasing was the display made of Tillson's Oats "A Food, Not a Fad," as some literature distributed stated. As this little booklet further states: "Fad cereals come and go, but a cereal food, such as Tillson's Pan-dried Oats, will always be the popular breakfast food with those who aim to be sturdy Canadians." And this is surely the case. It is something substantial that one requires for breakfast in this day of progress when man does so much on his morning meal. Tillson's (premium) 5-lb. package is very popular with the Canadian public generally. It retails at 25 cents.

C. B. Knox.

Knox' Sparkling Gelatine sells at 15 cents a package and at that price is a favorite with housekeepers, who have long since learned that it is a desirable gelatine because it is always the same —can always be depended upon to give the greatest satisfaction. At the exhibition the Knox booth was always a centre of interest to the fair sex, and Knox's No. 1 Sparkling Gelatine and Knox's No. 3 Acidulated Gelatine gained many new friends. The latter is an improved package, 15 cents, and is superior

EXHIBIT OF BENSDORP'S COCOA, MADE BY W. H. DUNN.

Wm. H. Dunn's Exhibits — Booths No. 36 and 37

to anything yet placed before the consumer. It is granulated, and can be prepared in two minutes.

Gillard & Co., London, Eng.

People who appreceate a first-class sauce and an A1 pickle, as well as grocers who desire to get the best trade and who wish to hold it when they do get it, should become acquainted with the goods put up by Gillard & Co., London, Eng. This famous Old Country house made a very creditable showing of their specialties at the fair. They supply, by royal warrant, sauces and pickles to His Majesty, the King, and H.R.H. the Prince of Wales. Gillard's pickle, while it costs a little more, is certainly worth the extra price, for it gives continual satisfaction to the consumer and steady profit to the grocer.

Ogilvie Flour Mills Co.

The average visitor did not fail to read with interest the attractive electric sign over the booth of the Ogilvie Flour Mills Company, which told in the following words, flashed at intervals of a quarter of a minute, the story of Royal Household Flour and its perfections very eloquently :

Pure and
Wholesome
Royal
Household
Flour
Makes
Better
Rolls, Buns,
Cakes and
Bread Than
Any Other
Flour. Don't
Fail to
See the
Practical
Baking
Exhibition
At
Ogilvie's
Booth.

There was a fascination about the myriad colored lights, which continually flashed in English or French, and those reading the words were impelled to visit the booth, where they were amply repaid in the practical demonstrations given daily on the way to use Royal Household in order to get most satisfactory results. M. A. Gray, chief of the company's chemical laboratory, was in charge of the actual baking proceedings, while H. Merrill was assisted by Messrs. Jeffrey and Malette, of the city traveling staff, in looking after the booth. At all times when visitors were in the Arena the booth of this company was almost inaccessible from the front. It is difficult to imagine the great interest taken in the demonstrations by housewives. Many of them were very much surprised on sampling the dainty bread, cake and other pastry prepared for them to learn that there were no "extras" in the making of

W. H. DUNN'S EXHIBIT OF KNOX'S PRODUCTS.

EXHIBIT OF GILLARD & CO.'S, LONDON, ENG., GOODS, MADE BY W. H. DUNN.

THE OGILVIE FLOUR MILLS CO.'S EXHIBIT.

EXHIBIT OF WM. CLARK, MONTREAL.

these delicious specimens of the cooking art—simply the employment of Royal Household Flour and careful cooking. What was more surprising to numbers was the knowledge given them that Royal Household Flour is equally good for bread or pastry. No need to have two varieties of flour in the house when Royal Household is there, for it is equally satisfactory in plain and fancy baking.

The booth of the Ogilvie Flour Mills Company was exceedingly attractive, the background most tastefully prepared representing our western provinces, there being scenes depicting the prairies, mountains and forests. Then there were four well built arches in front of these scenes making a most pleasing frame for the pictures. The famous Royal Household cook books were eagerly sought and thousands were distributed.

Wm. Clark.

Those who saw the exhibition of groceries last year thought that the display made by Wm. Clark, of Montreal, would be hard to improve on, but this year this packer of canned meats greatly surpassed his last year's efforts.

The booth occupied by this firm was in practically the same position as last year except that it was larger and gave more room for display.

The feature of the exhibit was a large pyramid of Clark's pork and beans of all sizes and kinds, the building of which required over 5,000 tins. The blue, gold and pink labels of the pork and beans in tomato sauce, chili sauce, and plain, respectively, were tastefully blended together, giving the whole a very pleasing appearance and showing the goods to advantage.

The Inglass brand of sliced smoked beef ox tongue and mince meat, as the brand name implies are put up in glass. There will be added to this list in the near future concentrated soups and the various kinds of potted meats. The Inglass brand of meats were greatly admired by the public and they will certainly be big sellers.

To the left and right of the pyramid of pork and beans, were displayed all the other lines of preserved meats and soups in tins prepared by this firm. In all some 400 cases or over 1,200 dozen canned meats, pork and beans, etc., were used in this exhibit.

Particular attention was given to display to the public some of the lines that are not quite so well known as Clark's corned beef, lunch tongue, roast beef, etc., and the visitors at the exhibition were very much impressed with the quality and general appearance of these specialities, among them being: Jellied hocks, Cambridge sausage, Paragon ox tongue, jellied veal, boneless pigs' feet, etc. This, with the photograph reproduced herewith, will give the reader some idea as to the magnificence of the display made by Wm. Clark.

Jones Bros. & Co.

Everybody admitted that the show cases, or silent partners, which were used in the booths at the fair were a decided improvement on the old counters which were utilized last year. Jones Bros. & Co., Limited, Toronto, supplied all the show cases (over 600 feet in all) and they certainly have reason to be proud of the line they manufacture. They occupied a booth themselves also, where were to be seen their various other store fixtures. The model counter made by this company is something very attractive, and in going around there were few grocers who did not see and admire the compact and complete build of this counter, which is in every sense of the word "model." This company manufactures a large line of silent salesmen ranging in cost from $5.50 to $15 a foot. No grocer will deny the advantage of a good silent salesman. It adds to the attractiveness of the store, permits of a prettier and larger display of stock and wins trade. While catalogues were not distributed indiscriminately—they cost so much to prepare—the firm will mail one on application to the office in Toronto (29 to 31 Adelaide St. west), or Montreal, (43 Bluery St.)

Quaker Canned Goods.

An immense Quaker can of tomatoes topped the magnificent display made by that reliable old Canadian packing house which operates in Bloomfield, Hillier and Beamsville, Ont.—the Bloomfield Packing Co., or Quaker Canned

JONES BROS.' DISPLAY OF SHOW CASES.

Goods as it is better known. They were one of the five firms occupying a large booth in the centre four spaces. And their display—it was surely effective. It would be difficult, indeed, to imagine it anything other than a Quaker Canned Goods Booth. And during the course of the fair there seemed to be people hovering around it all the time, even when the crowds were smallest. Quaker quality is known everywhere first-class, A1 canned goods are appreciated. Being the largest independent fruit and vegetable packers in Canada it is not surprising that the Bloomfield Packing Company should be able to secure the most choice fruits and vegetables for use in their lines, but though they were among the smallest, rather than permit Quaker quality to deteriorate, the management would go out of business. So much for a reputation, and the grocers of the country know this to-day and buy Quaker Canned Goods, knowing them to be the kind they can recommend with safety to their customers.

A great deal of care was taken in arranging the booth and the effect when the display was completed was well worth coming a distance to see. Stanley Pearce, who had charge, was rewarded for his efforts in the result achieved. A few of the lines on display might be mentioned. These included Quaker Little Gem sugar peas, early June peas, sweet wrinkled peas, Petit Pois French peas, corn, succotash, beans, Petit haricots, French beans, tomatoes, pumpkins and in fruits apples, pears, peaches, red and black raspberries, several varieties cherries, strawberries, gooseberries, various lines of plums, red and black currants.

No effort was spared to get the best

BOOTH OF THE BLOOMFIELD PACKING CO.

results out of the fair, in order to assist the grocer, through educating the consumer, to the greatest extent possible. Excellent tea spoons, bearing the Quaker Canned Goods imprint were distributed to the housewives, a constant reminder that Quaker goods should always be on the table. Beautiful pictures, quite free from advertising matter except for the Quaker stamp on the back gladdened the heart of many a woman, while the great limerick competition was talk all over town. Beginning Tuesday, April 21, two cases of Quaker Canned Goods were given in prizes daily for the best missing lines received for such limericks as follows:

For Quaker goods, our firm is noted
You can always hear them quoted
Tomatoes, corn, peas, beans and pumpkin

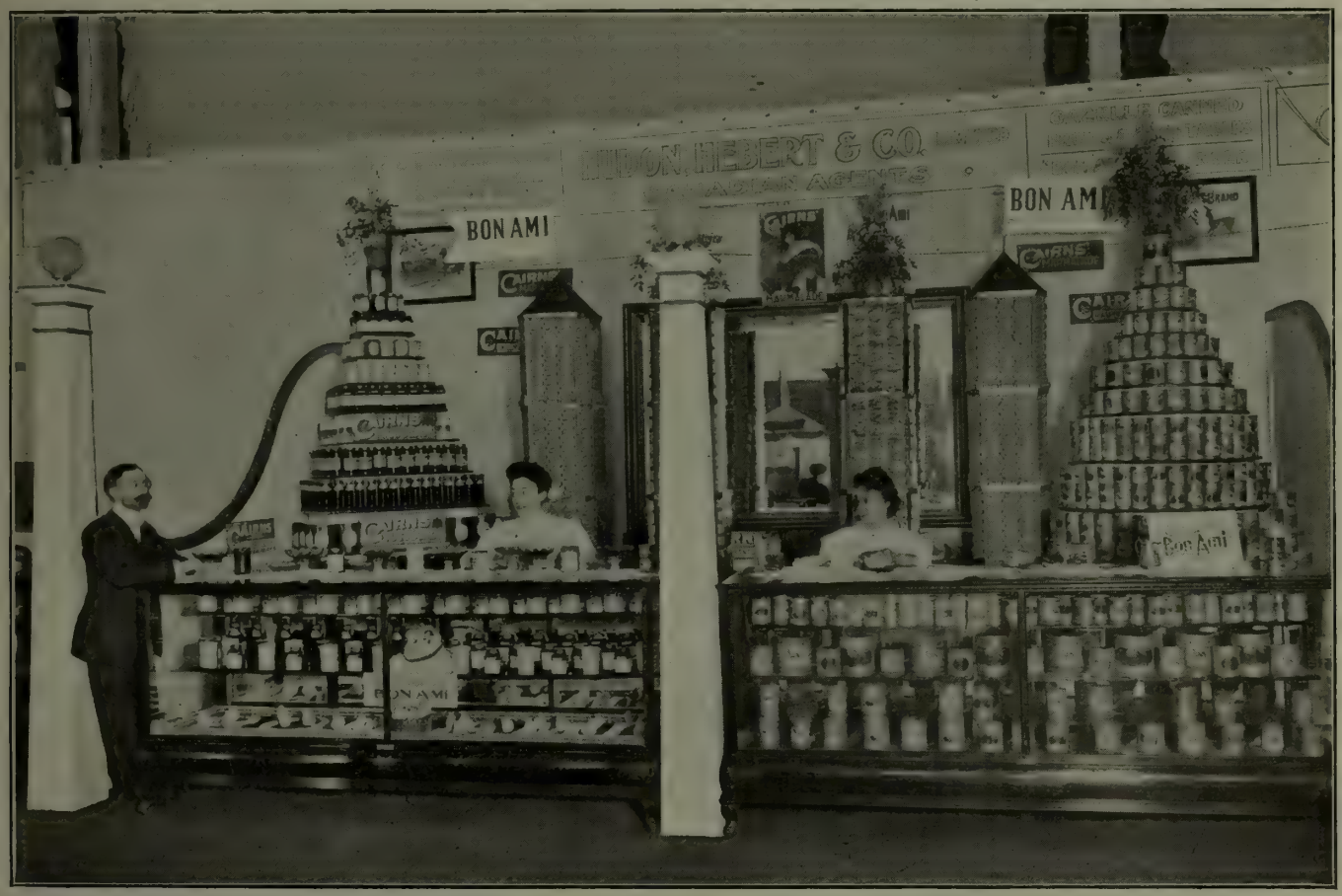
Needless to say, replies came in by the hundred and the prizes were delivered by the Montreal and Quebec Province agents of the company, Mathewson's Sons, 202 McGill St. There was a new limerick each day.

Hudon, Hebert & Co., Limited.

There were many pretty displays at the Arena, but there was one which looked as if infinite care had been taken and no expense spared to make it as perfect as man could from an artistic and common sense business standpoint. That was the double booth used by Hudon, Hebert & Co., Ltd. The firm showed a variety of small goods taken from the immense stocks they carry for three of their foreign principals, Alex. Cairns & Sons, Paisley, Scotland, jams, jellies and marmalades; the Bon Ami Company, New York, makers of the famous cleansing soap, Bon Ami; and the Stavanger Preserving Co., Norway, who pack the world famous Crossed Fish brand boneless sardines. Hudon, Hebert & Co., Ltd., have the reputation among the grocers of Canada of handling only the best lines of groceries, domestic and imported, while their agency lines, on a par with those mentioned in the foregoing, are of the best in the world. Then there was "Gazelle" brand canned fruits and vegetables. These must not be forgotten. "Gazelle" brand, which is the special, private brand of the house, has secured for itself a most enviable place in the progressive grocery stores throughout the length and breadth of Canada, signifying as it does highest quality—the kind that the packers are willing to guarantee. Cairns' marmalades, jams and jellies are delicious. A big bunch of satisfaction most assuredly goes with every jar. These goods are put up in 1-lb. patent glass jars, 1-lb. porcelain pots, and one line, Cairns' pure calves' feet table jelly, is packed in neat 1 and 2-lb. square glass patent air-tight caps. Also 7-lb. tins are procurable. Naturally the range of fruits put up is broad, and quite sufficient to permit of a wise selection for a trial order, should the grocer not already be numbered among the fortunates selling Cairns' to satisfied customers.

Bon Ami is so widely known that it is hardly necessary to say anything about it. "It hasn't scratched yet," as the literature given out very aptly states.

It is a well known fact that the best sardines in the world have been caught recently off the shores of Norway. In fact, they have been pronounced par excellence by French and Spanish experts. Crossed Fish brand boneless sardines are very small and tender, and having been slightly smoked before packing, their delicacy of flavor is enhanced, while that "rising" after eating, which is the bane of sardines generally, is done away with by the special process. Hence the popularity, the lasting favor, given this famous brand by connoisseurs.



HUDON, HEBERT & CO.'S EXHIBIT OF BON AMI.

EXHIBIT OF THE SNAP COMPANY.

ST. LAWRENCE SUGAR REFINING CO.'S BOOTH.—See Description of Exhibit on Page 57.

The Snap Company.

"Better Than Soap" is the wording on the tins containing Snap, the antiseptic hand cleaner, and after witnessing a practical demonstration of this fact the average person was bound to admit that Snap was a wonderful cleanser. Although Snap has not been on the market a full year it is known almost everywhere in Canada. Being a paste cleaner, as well as antiseptic, and seeing that it does not chap the hands when used, it is not surprising that it should catch the fancy of practical mechanics, who find it difficult to get machine grease off their hands; of housekeepers, who find it invaluable for sinks, baths paint work, etc.; of printers, who remove ink from their hands with ease through its use, and others who find the ordinary cake of soap a poor means of taking off real dirt in a thorough manner. With the grocery and general store trade Snap has been a great success. It is packed in cases of three dozen tins, which retail at 15 cents each or 2 for 25 cents, and few grocers keep a case long in the store, so strong is demand for it. C. W. Gregory, manager of the company, was in charge of the simple, but attractive booth which the company occupied. Samples were distributed by the thousand during the course of the fair. It is the grocer who really should sell this necessary household article, the housewife calls regularly and a hint of "Snap" means a sale every time.

EXHIBIT OF BALMORAL PURE FOOD PRODUCTS.

Balmoral Pure Food Products.

Quality certainly is the outstanding feature of Balmoral Brand marmalades, james and jellies. The proprietor is J. W. Windsor, Montreal, and no expense has been spared to ensure the Canadian public being offered something they can depend upon, the first time, the second time, and all the time, when they ask for, and receive, Balmoral, from their grocer. That through their strenuous efforts, they have succeeded in accomplishing their purpose seemed to be the unanimous verdict of housewives who tasted of the dainty goods which were given out on little dishes by a couple by expert demonstrators.

Balmoral Scotch marmalade is worthy of special mention. The oranges for this marmalade are procured from Seville, the finest bitter orange-growing district in the world. Being carefully selected, the very finest only are accepted. These oranges are brought into Canada, and turned over to the company's marmalade expert, who, in his own way and using only pure Canadian granulated sugar, turns out a jar of marmalade which cannot be surpassed in Canada or out of it.

The same judicious care is exercised in securing the fruits from which Balmoral jams and jellies are manufactured. The most excellent Canadian-grown peaches, pears, plums, raspber-

ries, strawberries, red and black currants, are bought by men who know what first-class fruits are and they will take nothing but the best. These fruits are placed with jam and jelly experts and are offered the public in the form of Balmoral jams, jellies and preserves, pure, true always to be depended upon. Another special line in Balmoral goods was that of preserved sliced oranges in glass jars. This is something new for Canada and looked exceedingly delicious. All Balmoral goods are attractively labelled and frequently sell themselves, they make very attractive shelf and window displays and once a customer tries them he or she, is converted to use only Balmoral. It is not simply the package, but the package and the real quality inside the package. Balmoral pure food products are obtainable in one and two-pound glass jars, hermetically sealed caps, and in tins which contain 1, 2, 4, 5 and 7 pounds. A very pretty card, two children carrying a jar of Balmoral, with the words "It's Guid" underneath, attracted much attention.

A. Stewart is manager for all Balmoral manufacturers and is responsible for the neat and attractive display made at the show.

Thomas J. Lipton.

That the extensive advertising campaign carried on by Thomas J. Lipton since the opening of the Canadian office at 75 Front St. east, Toronto, coupled with the genuine merit, has convinced the people of the Dominion that the name of Lipton is synonymous with the highest quality in pure food products was demonstrated at the exhibition of groceries which was recently held at The Arena in Montreal, no one will question.

The large double booth occupied by this firm was constantly filled with visitors who, seated at the tables so daintily arranged, were given an opportunity to test for themselves Lipton's tea, Lipton's coffee and Lipton's table jelly and, becoming acquainted with the merits of these goods, should go to their grocer and secure the same. Everybody was satisfied, in fact, everybody was more than satisfied. The seven employes in attendance were very anxious to give every information as to the manner in which Lipton's goods are prepared in order to make them the market leaders, and were kept constantly busy.

The fact of Thomas J. Lipton owning large tea estates in Ceylon insures the grocer in obtaining absolutely the finest tea grown, packed in an airtight tin which is by far the best package to pack this commodity in and he should have his stock well assorted with this particular line at all times. Their 40c and 50c lines have met with wonderful success since their introduction on the Canadian market. Their success has been such as would not be possible but for the fact that the tea wins and holds customers. It appears to be "once a Lipton tea drinker, always a Lipton tea drinker." This is a solid foundation upon which to build for success, and the two million packages packed by this firm weekly speaks for itself.

A. E. Carson, Canadian manager of Thomas J. Lipton, spent a few days in the city, and in speaking to The Grocer said that he was more than pleased with the sales since the first of the year, each month showing a large increase over the previous month. He said, coupled with other advertising, their demonstrations which they have been giving in various parts of Canada pleased the trade immensely, besides increasing sales to a marvelous extent. During these demonstrations, in order to help the grocer introduce Lipton's jelly tablets and Lipton's coffee, certain free days were set apart on which with every sale of one pound of tea one jelly tablet was given away free. On one certain day in each store in which they have demonstrated they gave away one pound of coffee with two pounds of tea 40 cents and upwards, and in this manner have increased, not only the sale of their tea, but their coffee and jelly tablets, these two lines being second only to Lipton's world-famous tea.

EXHIBIT OF THOS. J. LIPTON'S PRODUCTS.

D. F. Carter, traveler for the Province of Quebec, was in charge of their exhibit.

The Ozo Company, Limited.

The wonderful growth of the Ozo Company, Montreal, has illustrated the advancement of the pickle, vinegar, jam and catsup business in Canada. The marvelous progress of the one is indelibly connected with the magnificent success of the other. In 1901, when the Ozo Company began to manufacture in Canada, they occupied a small one-storey building. To-day the company occupies a series of factories and warehouses, the largest of which is six storeys in height and comprises two city blocks. There are different factories and warehouses for the various lines manufactured by the company. When they started operating Canadians felt that they could not obtain a first-class pickle, catsup, vinegar or jam unless the label bore the imprint of an English or American house. To-day there is not a true Canadian in all of the Dominion that does not know and appreciate the lines put up in Montreal by Canada's premier pickle and vinegar house. Ozo pickles have got the reputation of being the equal of anything made anywhere in the world, and superior to anything but the very best products of the old established firms in England, which they easily equal. Canada has now got the reputation of being able to hold her own in these industries. It is not surprising that such success should attend the efforts of the Ozo Company. No expense is too great, no detail too small to look after, which will enable them to further perfect their products. When they started they had just finished a most expensive tour of examination of the finest English pickle, sauce, vinegar and jam manufacturing houses, as well as the leading continental and American factories. Their experts gained every pointer possible from these firms. A most tiresome research was conducted for the purpose of finding out what seeds would produce best results in Canada. Then the farmers in the vicinity of Montreal were supplied with the seeds which passed the critical experimental test, and there are to-day hundreds of farmers, in one vast organization, who are doing nothing else but growing vegetables for the Ozo Company. This is but one simple instance, but it illustrates the pains taken by the company to make their product perfect. John G. Carsley, president of the company, has been its moving genius throughout, and has probably done more for these industries, for Canada, than any other one man.

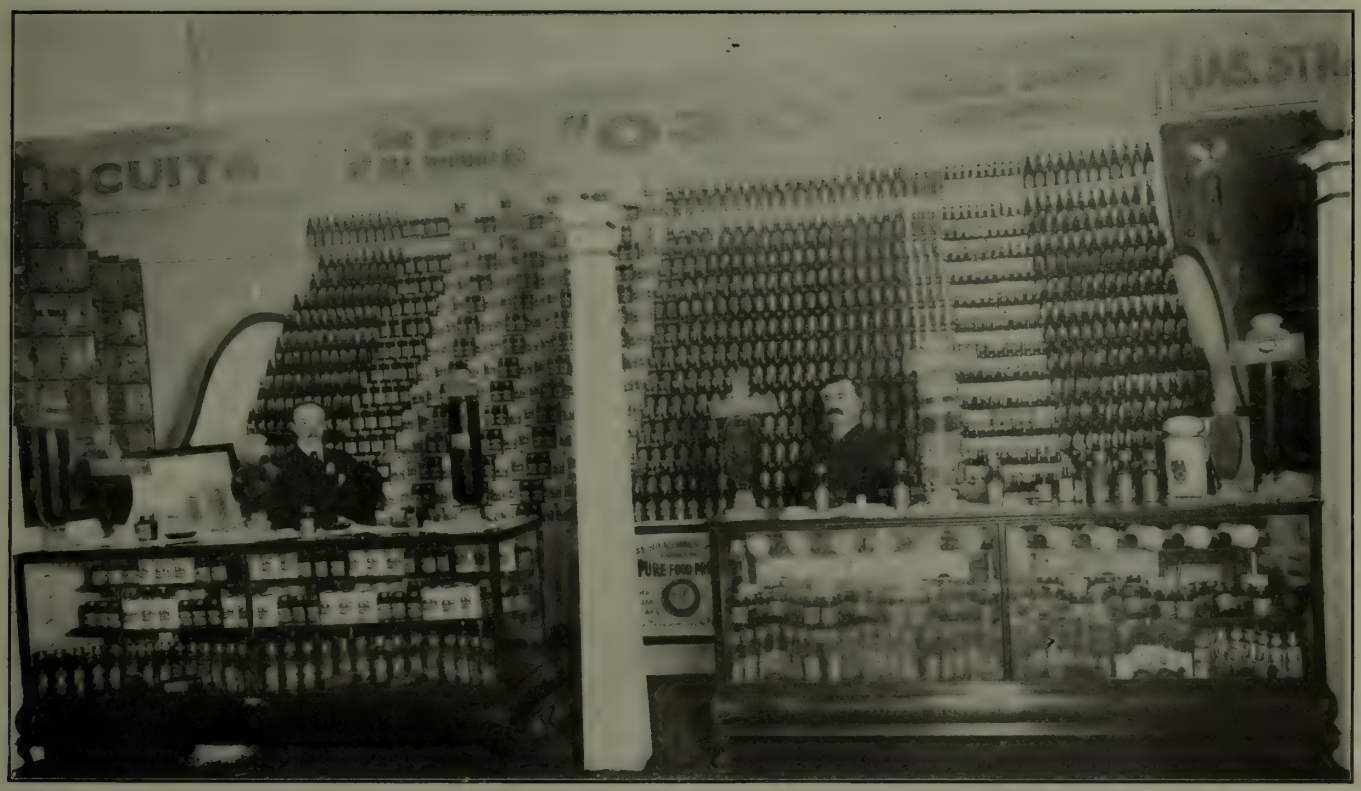


EXHIBIT OF OZO PICKLES, JAMS AND GROCERS' SUNDRIES.

Lake-of-the-Woods Milling Company.

Artistic simplicity characterized the display made by the Lake-of-the-Woods Milling Company, but the arrangement of Five Roses Flour and Five Roses Breakfast Food was such as to enable visitors to see the various sizes in which these goods are obtainable, and also, if they were so minded, to secure information on the composition of Five Roses Flour—how it is that it possesses so many thousands of friends among the housewives. As is usual at such fairs, the company had placed at intervals on their counters vases containing five beautiful roses, each significant of the famous brand.

In building the pyramid, with four side arches, which is the form the display took, in the neighborhood of two thousand various-sized bags were used, which will give one an idea as to the pains taken by the company to make their showing a good one. That they succeeded in their efforts was made manifest by the numerous flattering remarks passed daily by visitors.

Five Roses Flour is sold in all parts of Canada in packages from barrel size down to 7-pound bags, while Five Roses Breakfast Food is put up in bags ranging from 6 pounds up to 98 pounds. These packages were all made to show up attractively in the large centre booth, consisting of four spaces, which the firm occupied. As already remarked, the arrangement of the booth was very attractive. Six show cases were used on the four sides, these containing the

smaller flour packages in great number and the Breakfast Food. The frosted white electric globes adorning the top of the arch framework of the booth marked it from a distance as a distinguished display.

them to get even better results from the use of Five Roses than they do to-day, by hearing something from competent demonstrators, or securing some literature—and they were not disappointed in their visit. F. Laing, J. MacGregar

at the fair, which was the object of many flattering remarks on its attractiveness, was under the control of their Montreal manager, Oliver B. Leslie, who with three city travelers, were not a little bit backward about telling visitors

FINE DISPLAY OF FIVE ROSES FLOUR BY LAKE OF THE WOODS MILLING CO.

A considerable number of grocers, both local and from outside points, expressed themselves as being very well pleased indeed with the showing made by the manufacturers of the famous Five Roses brand, with which all were very familiar. As for the housekeepers, they were there by the hundred every day, anxious to learn a few more pointers if possible which would make it possible for

and F. C. Strachan, three city travelers, looked after things most of the time during the fair.

D. S. Perrin & Co., Limited.

Dainty, excellent, quality biscuits, the kind that win and hold trade, are those manufactured by D. S. Perrin & Co., Limited, the progressive London biscuit and confectionery house. Their display

what Perrin's biscuits were. That is, Mr, Leslie was not backward about advertising the biscuits and confectionery when he was there—for the constantly growing trade of the firm in this part of the country requires increased attention from Mr. Leslie and his traveling and office staffs each month. Busy lady demonstrators passed out neat sample boxes containing one each of the firm's Leap Year, Cream Toast and Duchess

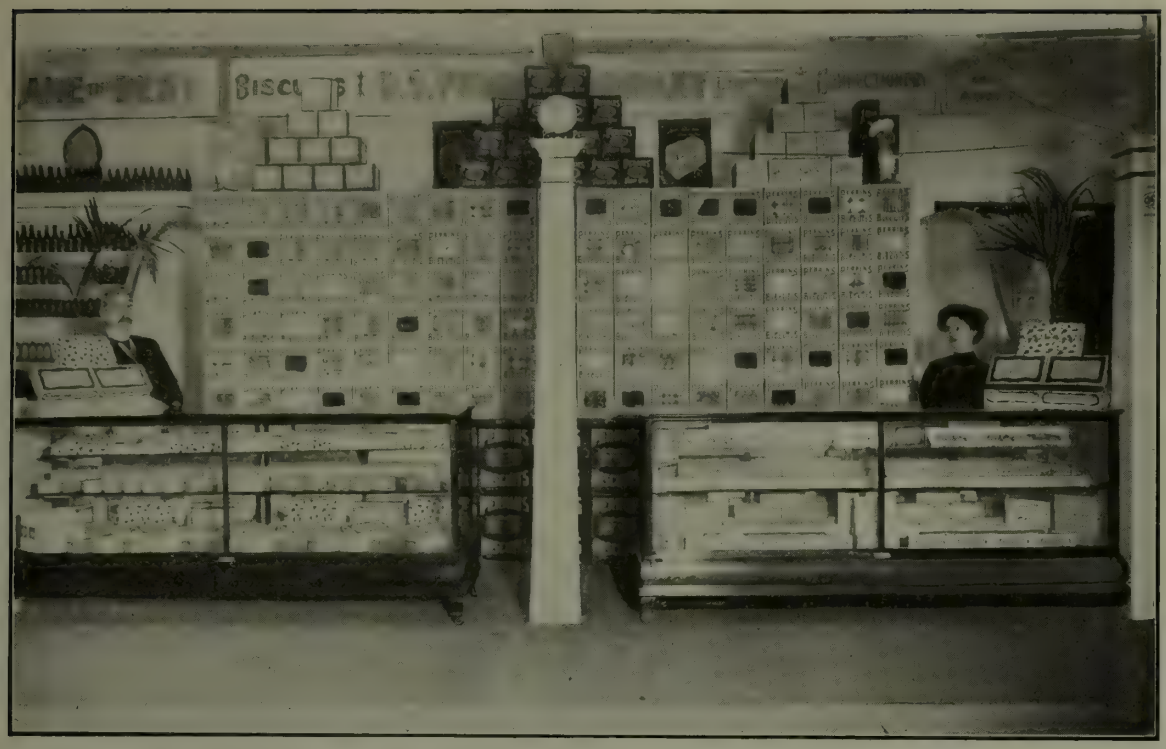


EXHIBIT OF D. S. PERRIN, BISCUIT AND CONFECTIONERY MANUFACTURERS.

biscuits. These were much appreciated by visitors. It was not possible, of course, to show all of the three hundred varieties manufactured by the firm, but their leaders were very much in evidence, such lines as their Sterling cream sodas, and an extensive range of hard sweet biscuits, and attractive package goods being given especial attention. Newport chocolates, manufactured by this firm, possess a very enviable reputation in Canada as high-class and dependable chocolates. D. S. Perrin & Co. are the largest biscuit and confectionery manufacturers in Canada, employing a staff of over forty traveling salesmen, and having branches in Montreal, Ottawa, Hamilton, Winnipeg, Calgary and Vancouver.

Chocolats Meurisse.

Most pleasing indeed was the excellent display made by J. A. Herreboudt, the Canadian agent for Chocolats Meurisse, those dainty lines which seem to have met with the approval of all lovers of what is best in plain and fancy chocolates. This firm engaged two booths at the Arena, where very neat

EXHIBIT OF CHOCOLATS MEURISSE.

displays of all their lines were made, and competent lady demonstrators, under the charge of travelers, looked after the interests of the company. Meurisse croquettes, tablets, of different sizes, de luxe chocolates, chocolats aux naisettes, Rhum Orange Bars, assorted bon bons, cream chocolates and cream bars, are only a few of a great variety of lines made by this enterprising firm, which was established in Antwerp, Belgium, in 1845, and which has been going ahead steadily ever since. It is not more than a year that these people have been going after the Canadian trade, but in that time they have been able to gain a wonderfully large number of customers, all of whom are pleased—and what is more, their customers, the people who eat the chocolates, are delighted with what they are being supplied with.

During the course of the fair Mr. Meurisse was in attendance for a few hours, having come out from Belgium to visit the trade with Mr. Herreboudt, who has just returned to Canada from an extended trip to the country of his birth. Mr. Meurisse will look around the trade in different Canadian cities before returning home, and will make provision for the handling with greater facility of the many lines he is placing on this market through his Canadian agent, at 22 Lemoine St.

SPLENDID BOOTH OF CANADIAN CANNERS.

Canadian Canners, Ltd.

At the north end of the Arena, the northern-most booth of the five in the centre, was the magnificent display of the Canadian Canners, Ltd., of Hamilton. As a glance at the two photographs accompanying this description will show, no efforts were spared to make the showing as pleasing and excellent as possible. The many brands put up by the Canners and known all over the Dominion, were all given equal prominence, and most of the housewives visiting the fair recognized old friends in the brands on display, which included Aylmer, Canada First Horseshoe, Auto, Log Cabin, Little Chief, Simcoe, Kent, Maple Leaf, White Rose, Thistle, Grand River, Lion and Hygiene. This latter line particularly, is one worth the careful consideration of every grocer who considers himself progressive. The fruits and vegetables packed under this brand are put up in enamel-lined cans and the caps are put on these tins by being clamped. The point of excellence is that no solder at all is used, while the employing of enamel lining maintains the fruit or vegetable in all its natural flavor and freshness. So far the brand has made a great hit wherever introduced, and without a doubt, it will be the most popular line on the market once it is generally known. Besides the sanitary and flavor preserving state of the tin used the label is one of the finest it is possible to get in Canada, and, of course, the quality of the fruits and vegetables is right up to the mark, the Canadian Canners sustaining their well-known reputation.

Besides the canned goods on display the visitor noticed a neat showing of catsups, sauces, jams, preserves, marmalade and table relishes. Demonstrators served tasty dishes of peas and other canned vegetables as well as delicious fruits which left a lingering longing for more.

Speaking of peas, there is much good work that can be done by the retailer in educating the consumer to the fact that we Canadians are producing peas every bit the equal in quality to the finest imported. Many think that it is only the imported pea that should be produced when a customer calls for the best in the shop, or else one of the more widely known brands of cheap peas is handed out. The Canada First Faultless Pea, put up by the Canadian Canners, is, in point of size and flavor, every bit as good as the best French line. The pea is not colored in the least, but is in its natural state, retaining all the flavor and excellence it possessed at the time it was packed. This brand and other sweet wrinkled peas of the Canners could be advantageously pushed by many a grocer.

Thousands of visitors called at the booth during the course of the show, and it is safe to say, none of these went away without being attracted to the excellent display of the Canners, the majority of them carrying with them a taste for canned fruits and vegetables which they will satisfy with the Canners' well-known brands. This is where the grocer comes in. First-class souvenir post cards were given out.

J. Alex. Gordon & Co., who are agents in Montreal for the Canadian Canners, report an enormous increase in business this past couple of seasons.

EXHIBIT OF CANADIAN CANNERS, OF HAMILTON, ONT.

Laporte, Martin & Co.

A splendid, large picture of the company's excellent, modern fireproof warehouse formed a fitting background for the booth occupied by Laporte, Martin & Co., one of Montreal's most progressive wholesale grocery houses. The new building, which is located at 562 to 568 St. Paul St., is one of the finest of its kind in the city. It is seven stories high, and is constructed of solid stone and brick. Each floor is tested to stand a weight of 400 pounds to the square foot, which will give one some idea of the storage capacity of the place. With the splendid new building at their disposal the firm will be in a position to give ther customers even more satisfactory service than before, looking after all their requirements, expeditiously, completely and otherwise satisfactorily.

At the fair the firm's widely known "Soleil" brand imported French canned goods occupied prominent position. Among the many excellent lines put up under this brand might be mentioned Pate de Fois Gras, in terrines and tins. Asparagus, peas, haricots etc. "Soleil" fruits in glass pots are very fast sellers, because of their genuine merit. All in all "Soleil" brand goods are well worth trying out if the grocer does not already handle them.

Most grocers are acquainted with Laporte, Martin & Co.'s famous Minerva Olive Oil, put up specially for

EXHIBIT OF LAPORTE MARTIN & CIE.

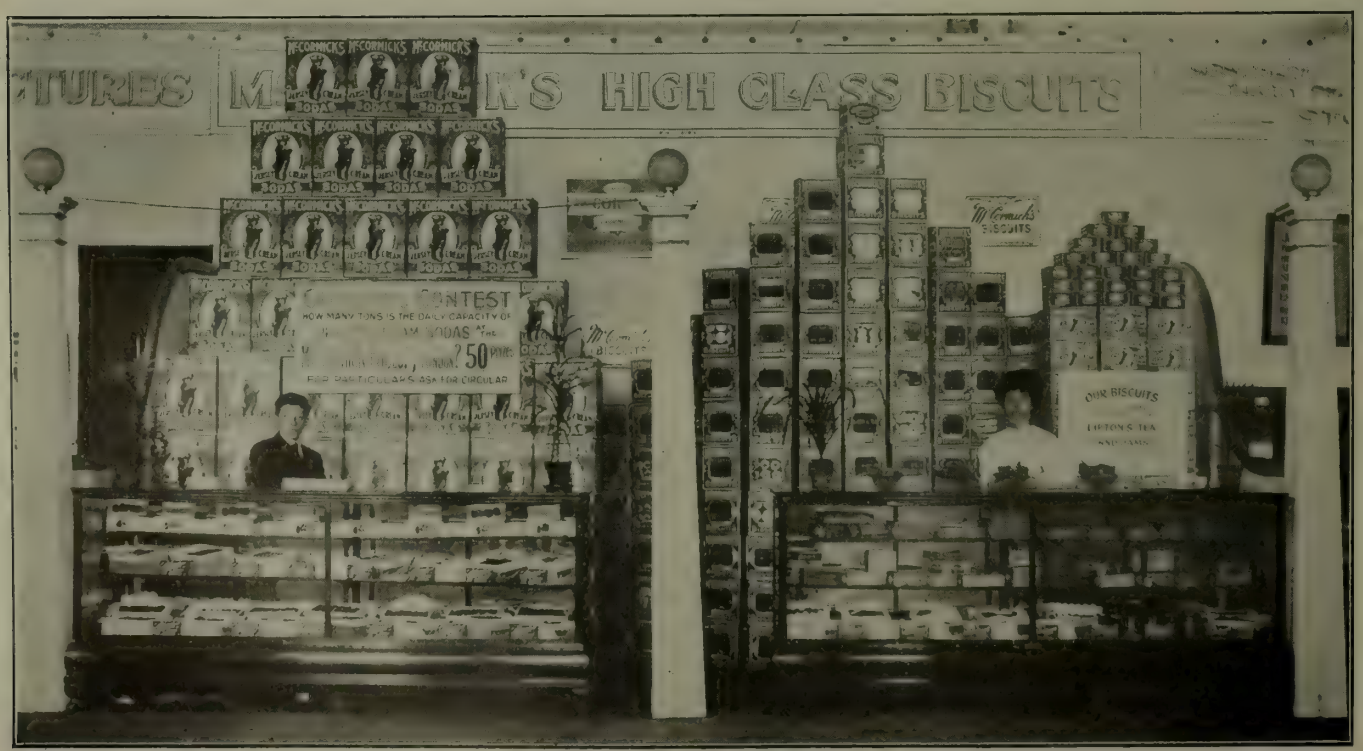


EXHIBIT OF McCORMICK BISCUIT AND CONFECTIONERY CO., LONDON.

them by the famous house of Boule, in France. This olive oil is put up in litres, quarts, pints, half-pints and various sized tins. It is the only olive oil bearing with each package the certificate of purity of the Laboratoire Officiel, D'Essais Techniques, the official testing laboratory of the Government of France.

Blanc & Fils' macaroni, vermicelli and perfect French pastes, for which this firm act as sales agents for Canada were much admired by visitors and are a good example of what first-class lines France is capable of putting up.

in the many lines put up by this widely known firm of biscuit and confectionery manufacturers. The attractive advertising which this firm has been doing of late has certainly given the people "McCormick Biscuit Fever" and once they get that it means steady sales of these lines for the grocer. Quality is the watchword at the factory and nothing is allowed to go to the grocer in the way of biscuits or confectionery which the firm is not willing to guarantee as the finest. Perhaps this in a measure accounts for the wonderful success attained by McCormick in the Canadian market. Their Jersey Cream Soda has come

Many thousands of biscuits were given out as samples by the demonstrators, which will result, no doubt, in a noticeable increase in the sales of McCormick's biscuits by grocers.

Mr. Hargreave, the Montreal Branch Manager, was frequently at the exhibition and was always willing to give visitors information. The large number of grocers who visited the show were quite interested in the display.

Edwardsburg Starch Company.

Crown Brand Corn Syrup was very much in evidence during the exhibition.

THE EDWARDSBURG STARCH COMPANY'S EXHIBIT.

Victor Teasdale, one of the traveling staff, was in charge for the firm, while R. Carigan, also a traveler, was on hand much of the time.

McCormick's Biscuits.

"How Many Tons is the Daily Capacity of Jersey Cream Sodas at the McCormick Factory, London?" This was the query which greeted the eyes of the visitor at the booth of the McCormick Biscuit people, of London. It was a "Guessing Contest" and it certainly kept the people guessing and interested

to be recognized as a necessity on the table at meal time and the wise grocer who carries a stock is reaping profits daily. Then there are all those fancy biscuits made by McCormick.

To name a few of them, Graham Wafer, Windsor, Cafe Noir, Five O'Clock Tea, Banana Finger, Tourist, Maple Mallow, Fig Bar, Raspberry Sponge, Cracknels and Society biscuits are well worth looking up. They are the acme of perfection and gain new customers, the kind that stay, because no other biscuits seem to be of such quality as those bearing the name McCormick.

For that matter, it is always to the fore, for it has won a place for itself in the homes of Canada, and in the grocery stores perforce, from which it cannot be dislodged. Housekeepers visiting the Arena were presented with dainty miniature cans containing a sample of the famous brand, and in this way those not acquainted with Crown Brand were given an opportunity of tasting it. The large central booth occupied by the Edwardsburg Starch Company was a model of neat simplicity and excellence. Many expected the company to make a large display, employing thousands of

tins, but instead few tins were employed and these were placed so that the effect was much better because of the lack of quantity.

Crown Brand Corn Syrup is obtainable in 2-lb., 5-lb., 10-lb. and 20-lb. tins. Having such a large booth, it was easy for the company to make also a very pretty display of Benson's Prepared Corn Starch, Silver Gloss Starch, Enamel Starch and their other lines. These goods possess, besides the ever-important quality, the extra advantage of most pleasing packages, which makes the work of the grocer easier. For that matter, so well and widely known are the products of this progressive house, and so great has been their advertising that little effort is required to even introduce their lines, let alone sell them after they are introduced. Edwardsburg No. 1 White Starch, such a favorite for laundry work with the housekeepers of Canada, was given a prominent place, too. Much interesting and novel advertising matter was distributed.

EXHIBIT OF CHRISTIE, BROWN & CO., TORONTO.

Christie, Brown & Company.

Only by having perfect quality to fall back upon, only when success is built upon perfection in the product manufactured can a firm maintain for years the confidence and patronage of the grocery trade of Canada, as has the Toronto firm of Christie, Brown & Company. These biscuit manufacturers occupied a double booth, and the neat display of their various leading lines attracted the attention of hundreds of grocers who visited the fair, as well as of thousands of housekeepers, who were there to get in touch with the best pure food products. To the majority of the householders the name of the firm was not new, for they had been using Christie's biscuits for years. The firm's well-known zephyr cream soda biscuit has hosts of friends and users in every little village in the country. The neat half-pound package which retails at 5 cents has been a successful innovation. While there is not space to mention all the varieties manufactured by this enterprising firm, it is at least, worth while stating a few of the leading varieties of the six hundred manufactured, which include assorted sandwiches, water ice wafers, Alexandria, social tea cheese wafers, cafe noir, oatmeal, fruit, ginger bread, short bread, arrowroot, fig bars, rusk, wafer rolls, reception wafers, home-made ginger wafers, etc.

There was on view also Christie's Infant Food, which is well and favorably known to the Canadian trade.

The attendants were ready and willing at all times to give particulars and samples to visitors, demonstrating the superior quality of the goods.

Aylmer Condensed Milk Co.

One of the booths which all visitors found most interesting was that of the Aylmer Condensed Milk Company. Here demonstrators were kept busy during the whole time of the fair telling people about Canada First Evaporated Cream (unsweetened) and Canada First Condensed Milk (sweetened). It is pleasing to those desiring the best evaporated cream and condensed milk to know that the factory of the Aylmer Condensed Milk Company is located in the finest dairying district of Ontario, and is the most modern and sanitary in the country, no expense having been spared to ensure its perfection while it was being built. Their milk inspector keeps tab on the farmers from whom they buy, insisting upon strictest cleanliness. Farmers' cans are sterilized before

leaving the factory to go back to the dairy, and even with all these precautions the milk, before passing through their process, is strained six or seven times. This process is one of the most scientific imaginable, so that when the milk comes out ready to be tinned it is as pure as can be. The cream turned out has not that cooked taste which spoils many a line. After passing through the sterilizing room it is held in storage for thirty days, and then if it passes the exacting tests it is labelled and shipped. The cream leaves no sediment in the bottom of the can nor any objectionable butter fat on the top of the contents. The packages used are most attractive, and what is more, they are sanitary. Great success has attended the efforts of the company in placing the new lines on the market.

In Montreal J. Alex. Gordon & Co., the widely known brokerage firm, is looking after the new lines.

St. Lawrence Sugar Refining Co., Ltd.

A unique booth was that of the St. Lawrence Sugar Refining Co., Limited, who, with raw and manufactured sugar made a most pleasing, interesting and instructive display. As will be seen in the photograph reproduced here, the tall sugar cane sticks from the West Indies are given prominence in the display. In the background are tiers of sugar in bags, running from 100 pounds to 20 pounds. Then there are pyramids of barrels, which contain Golden Yellow, extra ground, powdered, confectioners' granulated, bright coffee, No. 1 Yellow Berry granulated and extra granulated. Above the bags will be noticed a large picture of the company's magnificent big works in East Montreal. The raw sugar is brought in here direct from the West Indies by Canadians, and the finest granulated and yellow sugars are turned out by Canadian labor.

This booth was the Mecca of visitors, all of whom seemed proud in the knowledge that Canada was turning out sugar the equal of any manufactured anywhere, and that Canadian workmen, backed by Canadian capital, were accomplishing this.

J. Alex. Gordon & Co. are sales agents for the St. Lawrence Sugar Refining Co., Limited, and had charge of the booth.

For photograph of the booth see page 46.

EXHIBIT OF AYLMER CONDENSED MILK CO.

A BOOMERANG.

The proprietor of a store, a man of most excitable temperament, was forever scolding his clerks for their indifference in the matter of possible sales. One day, hearing a clerk say to a customer, "No, we have not had any for a long time," the proprietor, unable to countenance such an admission, began to work himself into the usual rage. Fixing a glassy eye on the clerk, he said to the customer, "We have plenty in reserve, madam, plenty downstairs." Whereupon the customer looked dazed, and then, to the amazement of the proprietor, burst into hysterical laughter and quit the shop. "What did she say to you?" demanded the proprietor of the clerk. "We haven't had any rain lately."

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THE SALMON SITUATION.

There is every indication that the market for canned salmon will be higher this season. Of late the interest of the trade has centred largely on salmon and it is interesting to know what prospects are. There can be no doubt about the fact that holdings are light. There is not a great deal of stock held locally while what is in first hands on the coast is very limited as well. In the States business last fall and winter was larger than for years, so that they are pretty well cleaned up there. In Canada many jobbers report business last fall and winter as having been rather slow as regards salmon, attributing the cause largely to the high prices and to financial conditions. It is safe to say, however, that we will go into the new season with small stocks everywhere, with the scarcity on the coasts particularly noticeable. Then, tending to firm up the market still further, reports seem to indicate that this will be the shortest pack in the four year period so that there will not be relief in bountiful receipts. Speaking of the run of sockeyes expected on Puget Sound, one American authority recently stated that 75,000 cases was the most that could be expected this season, while there would be no occasion for surprise if the pack did not total more than 50,000 cases. The proportion packed on the Columbia River will not be much greater.

A firm of brokers in Montreal showed the writer a letter from the British Columbia Packers' Association, of Vancouver this week, in which the statement was made that a very poor run was expected on the Fraser River the coming season and in consequence only seven canneries would be operated, out of twenty-two run last year. The British Columbia Packers' Association will run only three. Continuing, the letter says that stocks are limited to a few halves, and holdings in England are lighter than they have been for a number of years. Packers do not desire to make quotations for Eastern Canada for some little time yet, as they wish to know what they will have to sell before making the prices. The pack, however, will be small and prices higher. This letter was dated April 14.

One sale of Fraser River Sockeye was made on the coast just recently at $6.50 which is 50c. higher than the opening price. One Montreal broker, closely in touch with the situation, estimated the pack as one-half of last year, and it will be remembered the yield for 1907 was small.

THE FARMERS' FINANCIAL POSITION.

By J. W. Wheaton.

The financial position of the farmer at this juncture is of some importance in the business world. The rush of the spring season is on. Larger business is looked for. Its coming will depend in no small degree upon the farmer. Is he in as good position to buy as other years? Have the somewhat trying experiences of the past fall and winter impaired his power to buy? Is there as much ready money in the country as there was a year ago? Will trade be seriously hampered by the farmers' financial position this spring?

During the past few weeks the writer has received reliable information from a number of well-informed people in all parts of the Dominion on this question and is in a position to give a fairly accurate summary of the farmers' financial position. Leaving the West out of the reckoning, it is, generally speaking, fairly satisfactory. The farmer has come through the financial crisis in good shape. He has had, in some cases, to expend more for feed than usual and to economize in his feeding operations. This has left him in the one case with less ready money this spring and in the other with his live stock in thin condition. Aside from these drawbacks the farmer has little ground for complaint and begins the spring season without any serious handicap. There is a tendency to economize, however, which may affect trade more than any lessening of the farmers' power to buy. This tightening of the purse string will be applied largely to the luxuries and not to the necessities. The farmer, this spring so our correspondents tell us, is buying and is able to buy everything necessary for carrying on his farming operations, but he is indulging very little in unnecessaries. In some instances the old binder will do duty another year, the old harness will be polished up a bit and the young lady will have to wait awhile for her piano. Economy is in the country air as well as in the city air and a little of it applied to both may do good and not harm.

The feed scarcity has been more acute in Ontario than in any other part of Canada. Live stock husbandry is the chief industry of Ontario farmers. Comparatively little grain is sold off the farm. It is fed largely to stock. A feed scarcity with high prices means expensive production of stock. And it is just here where the Ontario farmer has been hit the hardest and more particularly the one who depends upon cattle and hogs for a revenue. During the winter these have been low in price and the price of feed being high there has been no profit in their production. The hog raiser should have had, at least, $6.50 a cwt. for his hogs to have come out even on the deal. But he got less than $5 a cwt. most of the time, which, of course, meant a loss. Dairy farmers who are in the majority in Ontario, have had several good years and can stand a little setback without interfering with their financial position very seriously. The feed scarcity will no doubt hamper dairy operations this spring somewhat. Cows have come through the winter in thin condition. Many, because of the feed scarcity last fall, sold their cows. These conditions will affect the output of cheese and butter for a while and lessen receipts. But they are by no means general, even in Ontario. Fully one-half of the farmers have had plenty of feed and some to spare, which has helped to swell the year's income considerably.

Quebec is somewhat similarly situated to Ontario, though the feed scarcity was, on the whole, not so serious. In some districts, notably those supplying milk to Montreal and there are a number of these, farmers have had to buy larger quantities of feed than usual at high prices, so that there has been considerably less profit in producing milk.

In the outlying country districts, our correspondents say, there was plenty of feed and farmers are no worse off this season than a year ago. Dairying plays an important part in Quebec agriculture. Prices have ruled high and farmers have been making money in the business, and though the cost of production has been increased by the higher prices for feed their financial position has not been seriously impaired as they have had little feed to buy. On the whole, therefore, the Quebec farmer financially speaking, is in very little different position from what he was a year ago.

As we journey east and get into the Maritime Provinces, the farmers' position this spring materially improves. That part of Canada had a good average year in 1907, and in some parts an exceptionally good year. Prince Edward Island had the best crop yield for many years and as prices for cereals were high farmers there are in splendid shape this spring. They realized nearly twice as much for their grain and he is a poor fellow, indeed, who did not make money out of his farm last season. The Island farmer begins the spring operations under flying colors. He is able to buy what he wants and is not stinting himself. In Nova Scotia and New Brunswick the farmers' financial position, generally speaking, is very little different from that of a year ago. In the Yarmouth district there are reports of a feed shortage, but east conditions are better. New Brunswick farmers are generally no worse off than a year ago and are in a position to do as much buying. There is a tendency to economize, however, which may affect business somewhat.

This is in brief an accurate summary of the situation from Ontario east. It shows a condition of affairs that the business man need lose little sleep over. Of the West, little need be said. Conditions there are well known, and what are not known, the Westerner is not saying anything about. He is not talking of the past. It is buried. Let it remain. The 1908 crop is the thing to look to. Seeding operations are well advanced. The acreage sown shows a large increase. Seeding conditions are the most favorable in years. The outlook is splendid. Thus you are loaded up. The 1907 crop was poor. Farmers are hampered somewhat. But they will recover, 1908 has big things in store. Such is the West. The now is less important than the future. Let it go at that.

CANNED GOODS AGREEMENT.

An effort is being made to revive the agreement of last year between the packers and wholesalers in regard to canned goods. Some conferences have been held during the past week, but it is understood that nothing definite has yet been done. It is expected new prices will be issued shortly.

THE SITUATION IN THE WEST

Prospect for Best Harvest in Country's History—Some Interesting Facts About Western Live Stock—Materials and Labor Cheaper in Building Trade.

The Western Viewpoint, by our Special Winnipeg Correspondent.

If there is any truth in the saying that "Well begun is half done" then, indeed, is the Canadian West half way on the road to one of the most bountiful harvests in her history.

After 25 days of almost perfect seeding weather, on a seed bed in excellent condition, there has been two days of a gentle, general rain with fair weather promised. Over 85 per cent. of the wheat is in the ground and from more than one section comes the report that it is up two and three inches. A considerable amount of oats has already been seeded and by the end of next week the bulk of the crop will be in all over the Canadian West. All the wheat will be seeded fully one month ahead of last year.

The market conditions are very much more bullish than they were a week ago. Receipts have fallen off steadily in the face of higher prices, and on Saturday they reached the lowest point, being only 49 cars of all grains against 349 in 1907. The demand for low-grade wheats has been good all week with an increased inquiry for contract wheat towards the end of the week, and a shrinking of the spread between two and three northern. The only distinctly bearish factor in the western market to-day is the limited demand for tonnage out of Fort William and Port Arthur, a number of the boats have not made their first charter even yet.

George Fisher, Canadian representaiev of the Scottish Co-operative Society, who are heavy consumers of Canadian wheats, returned from a two months' stay in Britain during the week and reports that the British millers, his own society among them, are shy of our very high prices. With a spread of 23c between Winnipeg and Chicago July wheat the British miller is buying Chicago. Of course, Winnipeg July is old wheat and Chicago July is new wheat, but even so the British miller thinks the spread is too great. The British miller will have to have a certain amount of Canadian Western wheat, but according to Mr. Fisher, he will have as little as possible at the present high prices. There is just the chance, however, and it looks daily greater, that the West has so little wheat to offer that in the end the British miller will have to take it at our price and not his own. It is one of those things about which it is impossible to foretell correctly.

* * *

The movement of live stock is increasing and the demand has improved for well-fed beasts, both for local consumption and for export. There has been a general advance in prices and good export steers brought 5c at Winnipeg on Friday with 5¼c paid for a few extra choice steers running to 1,400 pounds. Dealers continue to complain of the very small percentage of this class of steer that is offering and a visit to the stock yards is instructive to the feeders of cattle, if they would only take the lesson. On Friday morning last a stock train of some 13 or 14 cars came in off one of the branch lines between three and four in the morning. By 5.45 one of the largest exporters in the West and a well-known M.P.P., was at the yards and had the very choicest of the steers culled and bargained for before his rivals in the trade were on the spot, though it is doubtful if one of them was later than 6.30 that morning. While the high figures already quoted were paid for the few, the many brought only 3 to 3½ and some of them only 2¾.

There has been a sharp advance in the prices of hogs 5¾ being paid freely Friday and Saturday and 6c will rule for all offerings on Monday with prospects of still higher figures.

* * *

One of the best illustrations of how it pays to feed animals was given this week, when Mr. Henderson, of Carnduff, sold a bunch of 100 yearling lambs that he had fed through the winter on elevator screenings. These lambs brought 7c per pound on the hoof at Winnipeg and averaged 85 to 90 pounds live weight. They had been sheared about February, as is the custom here when feeding screenings to lambs or sheep in pens, to prevent them suffering from ticks. The sheep were well bred and of good quality and the wool unwashed would bring 10c per pound. This, at the lowest calculation, would bring $60 for the wool and the lambs brought at least $600. Not a bad result from five months' feeding with food that would otherwise be burned. In addition to the cash Mr. Henderson has the additional value in his land of the scavenging of the lambs last summer and fall and the manure this winter. The lambs when slaughtered made a wonderful show on the hooks of the packing house. There was not a spot on the kidneys where the fat was not at least three-fourths of an inch thick, while the veil covered the lamb clear down to the neck.

This is another case where the merchant at country towns might get in good work and establish closer relations with his customers. He is in the town, near the elevators and it would be easy for him to manage the securing of screenings. Again, correspond-

ence is an easier matter to him than it is to the average farmer and he could readily find where bunches of just such lambs could be bought in the fall for winter feeding. The more the supplies of food of all kinds fall below the requirements, the more it seems to your correspondent that it is a lack of unity between the man who produces or should produce and the man who buys and sells. A man from England, who had spent many years in Australia, looked at these lambs and said, "What a shame that the West should bring mutton from Prince Edward Island. I have eaten mutton in the best districts of Australia, I am used to the very best in England, indeed! I come from the Southdown country, but with the single exception of the famous Welsh mutton, I have never tested any that has so good a flavor as the mutton raised on the Western prairie and finished on refuse grain. The Australian mutton is simply not in it."

One of the farmers who was in selling cattle this week, and whose steers brought the top of the market, was asked by your correspondent why there were not hundreds of such steers instead of only a score or two. He was a great big Westerner and he straightened himself and looked the questioner in the eye and said, "Do you really want to know?" "Yes." "Well it ain't polite, but the truth is they're too d——n lazy." And some of the merchants are not much more energetic, or, for their own sakes, they would have prodded the farmers up to doing better, long before this.

* * *

A week or two ago attention was called to the increased demand for land for truck gardens and poultry runs round Winnipeg. The Real Estate Exchange has been getting out some figures along the line of the market for garden truck and poultry. They are very conservative, but serve to show the opening there is for gardens and runs of this kind near Winnipeg. Last year Winnipeg brought 750,000 pounds of onions from the United States, 200,000 pounds from Australia and 300,000 from Egypt; 750,000 pounds of cabbage and cauliflower was brought in mainly from the American side, 300,000 dozen eggs and 350,000 pounds of poultry was also brought in from the East and the United States.

* * *

At last Winnipeg is able to claim that there is a reduction in the cost of building. In the first place there has been a drop of nearly $5 per 1,000 feet on all kinds of lumber, laths are 25c per 100 cheaper and wall plaster is $1 per ton cheaper. Builders report also that labor is cheaper and more abundant and as there is no fear of a strike in any section of the building trade, contractors are making estimates with greater confidence and on narrower margins than at any time in the last four years. Dealers in building materials report demand very brisk, and The Alsip Brick Co., one of the largest in the West, report orders on hand for over $2,500,000 of brick. Architects report business good and that it opened much earlier than last year. The building season has five weeks longer at the beginning than it was last year, whatever the end may be.

Tar paper is one of the great factors in building in the Canadian West and Winnipeg is at last to have its own factory for the making of this material. It is being erected by the firm of Merrick, Anderson & Co. in the Elmwood suburb. The plant is to cost $28,000 and will be complete and ready for use on June 15th. It will be of reinforced concrete with a wooden warehouse 120 feet by 60.—H.

WHOLESALER'S NAME ON LABEL.

Bill to Amend Meat and Canned Foods Act Passed House on Monday.

From our special Ottawa correspondent.

The bill to amend the Meat and Canned Goods Act passed the House of Commons on Monday evening after a long discussion of great interest to the grocery trade of the Dominion. The act of last year contained the limitation that the markings on canned goods, whether of fruit, vegetables, fish or meat, should be those of the packer only, but in committee Mr. Macpherson, of Vancouver, secured the insertion of an amendment providing that the first dealer obtaining the canned goods direct from the packer might, if he so desired, affix his own label upon the cans, but that such dealer must, upon request of the inspector, disclose the name of the packer of the article.

Mr. Marshall, the well known canner, of Aylmer, who represents East Elgin, protested strenuously against putting a law on the stateute-book one year and changing it the next. He pointed out that the canning industry of the Dominion was a large industry, and was likely to increase. There would be no object in improving the quality of the goods unless the name of the packer was on the label, whereby the consumer was protected. The canners would not object to a special label, but he believed the name of the packer should be on the label in every case. Often goods changed hands two or three times, and if the name of the packer was not on, it was a very easy thing for the man behind the counter to say, even unintentionally, that the goods were packed by a certain firm when such might not be the case. Speaking on behalf of the Canadian Canners, he declared that they were not sending a thousand cases to the Old Country to-day except those which contain their own label, and he regarded that as the best advertisement that the canned goods of this country could have.

The plea for the wholesale dealers of Canada was first made by Adam Zimmerman, of Hamilton, who contended that the firms who had advertised and established the reputation of their labels for the last thirty years should be allowed to continue to use them. The object of the act was to protect the public. The wholesale dealers had canneries of their own until recently, when they sold them out to the Canadian canners, who had now some 35 or 40 canneries in their association. He insisted that under existing arrangements the public had no guarantee that they were getting the goods of particular canneries even when they asked for them, as the Canadian packers could take the goods of any of their canneries and place on them the name of a favorite brand. He insisted that when the wholesale grocers put their own names on the cans it was a guarantee to the public that they were getting first-class goods. Such firms as Balfour, Smye & Co., and Turner & Co., of Hamilton, had used their own labels for many years.

Mr. Macpherson acknowledged the paternity of the amendment, which had been inserted in the bill in committee. He said he had received from the Wholesale Grocers' Guild of British Columbia a resolution passed at the last meeting, pointing out that the majority had been operating for years on specific labels, more particularly for canned salmon. It had been the custom of the wholesaler to go to a small packer of salmon and purchase his output, the wholesaler labeling the cans with his own brand, and assuming full responsibility for the purity of the article. He was the man who would be held responsible under this amendment. For instance, a man dealt in what he called the "Sunset" brand of canned salmon, using that brand for years, and buying his canned salmon possibly from four or five different canners. This was necessary for the reason that a good run of salmon in a certain river one year might mean a poor run the following year, making it necessary for the wholesaler to go to a different part of British Columbia for his canned salmon next year. The point of issue was not the changing of the label, but of maintaining a dealer's right in his own brand. In reply to this Mr. Marshall asked the pertinent question, "Who had the most money in the business, was it the man who supplied the label or the man who builds a plant to put up the goods?" The Canadian canners would not object to special labels, but they wanted the packer's name to be on the label. The canners would put on any label that the wholesaler might require, but in the interest of the canners, and to protect the consumer, the name of the pavker should go on.

In the course of the further discussion Mr. Marshall mentioned that the special "Triangle" label was used first only three years ago, while the "Tartan" brand label, the oldest in use, had only originated seven years ago. These two special labels bore the name of the packer in each case. Nothing would improve the quality of the canned goods of this country more than by maintaining the provision that the packer's name should be on the cans. There was no reason why Canada should not pack all the vegetables and catsups consumed in this country.

After a lengthy discussion an amendment to eliminate the amendment of Mr. Macpherson was rejected by 44 to 26. The bill was reported, read a third time and passed. Thus the clause stands permitting the wholesaler's name to appear instead of the packer's. If the bill runs the gauntlet of the Senate in its present form, special labels will once more be legal.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

POINTERS—

Teas—Advance anticipated.
Beans—Advanced.
Prunes—Advanced.
Coffee—Slight advance.
Maple Products—Declined.

Montreal, April 30, 1908.—As the proximity to the general opening of navigation becomes closer the lethargy which has been quite obvious in trade circles is gradually disappearing and the first boat which sails up the St. Lawrence will be welcomed as a revivifying element in the commercial life of the metropolis. The formation of a second jam of ice in Lake St. Peter had the effect of postponing the much-desired event from Monday to Wednesday. Shippers are displaying great activity around the harbor front making preparations to dispatch their first cargoes with as little delay as possible.

The maple sugar market is supplying some diversion for the dealers and they are cutting prices quite considerably in this product. The yield is very good this year and the quality is quite up to anything in the past. Tea jobbers are all anticipating a lively market as soon as the new crop arrives, owing to the strained condition of the market due to almost complete exhaustion of the old crop. Dealers in molasses and syrups are looking forward to a strengthening of the market soon. Prices in coffee have been somewhat distrubed by French cables, which indicate higher prices. There seems to be some scarcity in this line. Prunes have advanced considerably owing to a scarcity of stocks in California and elsewhere. The provision market remains about the same, moving along in a firm, steady manner.

SUGAR—The sugar market remains about the same. The London market is firm, although the holdings of speculators have been greatly reduced owing to sales of actual merchandise to American and German refiners. Advices from Cuba state that grinding is practically over.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 75
" " 50 lbs	5 85
" 25 lbs	6 05
Extra ground, bbls	5 30
" " 50-lb. boxes	5 50
" " 25-lb. boxes	5 70
Powdered, bbls	5 10
" 50-lb. boxes	5 30
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 55
No. 1 " bags	4 40

SYRUPS AND MOLASSES—The market continues steady. First lots of new crop molasses from West Indies are expected to arrive about May 20 to 25. These are likely to be small quantities, owing to the high prices which prevail in the primary markets. Dealers are anticipating an advance shortly.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ½ doz. "		2 60

MAPLE PRODUCTS—This commodity is arriving very freely from the country and the dealers are cutting prices considerably. Quality this year is up to the standard of former years for both syrup and sugar. The Townships anticipate a good season.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 09	0 09½
Pure syrup, 8½lb. tin	0 60	0 65

TEA—The old crop Japan teas are pretty well cleaned out, very little being left in the market to-day. Dealers are looking forward to a good market for the new goods, and the price will probably be a little on the high side. Nothing very new has developed in Ceylon or Indians, except that Ceylon Pekoes are a bit firmer. The strength which has characterized the market for black teas for some time past continues.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 27
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS—Dried fruits remain about the same with the exception of prunes, which, owing to scarcity, have gone up a half cent to a cent. The California houses are asking an advance of half a cent a pound over quotations given two weeks ago. The range offered intending purchasers is becoming more and more limited every day.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 07	0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 06½
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" boxes		
"Excelsior Window Clusters"		5 50
" " ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 11½
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

COFFEES—The coffee market has advanced somewhat during the past week owing to scarcity among dealers and higher French cables. Receipts have been very light. Rio No. 7 is up to 9c and 11c, against 8¾c and 9½c, while Santos has gone up ½c.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 17

Roasted and ground 20 per cent. additional.

SPICES—The spice trade is about normal and prices are firm.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—There is nothing startling in this market. Demand for rice is steady. Tapioca is firm, but the market is rather quiet.

B rice, in 10 bag lots		3 20
B rice, less than 10 bags		3 30
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 06	0 06½

BEANS—There is a slight increase in the price of beans, otherwise the market is firm and the demand fair. The advance amounts to 5c.

Choice prime beans	1 85	1 95

EVAPORATED APPLES—The market remains about the same and no change to speak of is anticipated immediately.

Evaporated apples	0 07	0 08½

CANNED GOODS

MONTREAL—Considerable interest is displayed in canned goods at present, the trade anticipating new season prices in a couple of weeks at the latest. It is pretty certain that we shall go into the new season with stocks that are not too large by any means. Salmon is scarce and prices are likely to open high from all reports received from the coast.

TORONTO—Demand is fairly brisk following the better opening of business in this line last week. All lines are moving fairly well.

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ONTARIO MARKETS.

POINTERS—

Sugar—Firm.

Teas—Reported firmer.

Coffee—Firmer.

Toronto, April 30, 1908.

Business in the wholesale markets is about the same as at last report. The opening of navigation is having some little effect in opening a demand for the goods used in lumber camps and in the districts reached by water. Otherwise there is little new to report.

SUGAR—While there has been no material change in the situation since last week, all reports tend to confirm the tendency to firmer markets.

It is estimated that as a result of the drought, the Cuban production of sugar this season will not exceed 900,000 tons, which is a deficit of about 500,000 tons from the previous crop. Latest figures also estimate a shortage of 130,000 tons in the beet sugar crop of western Europe. The statistical position of sugar is, therefore, a particularly strong one, and refiners are making active purchases in all the large sugar producing countries of the world for their future supplies. They have already purchased, it is estimated, 150,000 tons of European beet sugars, and will probably take 200,000 tons in addition, besides making large purchases of British West India sugars, which usually go to England, and entering the Java and Philippine markets more actively as competitive buyers with China and India.

Local business continues fairly brisk at prices quoted :

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 20
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS—Maple syrup is moving well but other lines are dull.

TEAS—Business seems a little brisker in local markets this week. Reports from abroad all emphasize stronger markets. A cable to a local broker from London on Wednesday said : "Markets are decidedly stronger with a tendency to advance."

Kearley & Tonge's April circular says in part regarding the situation :

"Partly as a result of the statistical position being thus more clearly defined, there has been some check to the weakness displayed in the market for common tea throughout the month of February, when common Souchong fell to 6¾, a gradual drop from the middle of January, when it stood at 7½. The market for this grade at the end of the month closed firm with an upward tendency. Medium teas have been particularly good value since Christmas, supplies from the Assam districts having been liberal ; during March, this grade has shown signs of an advance in prices, and this has now been definitely established to the extent of ¼d to ½d per lb. Fine grades have been in less supply, and where quality was undoubted, they were well competed for at advancing rates."

COFFEE—Business locally continues good with a firmer feeling evident. Retailers' stocks seem to have run low during the winter, as they have been buying somewhat freely for the last few weeks.

Regarding the coming crop Willett & Gray say in part :

"Recent information about the prospects of harvesting shows that the movement will probably commence at the usual time, but owing to the very irregular ripening of the bean, it is not supposed that the net yield per tree will be a favorable one.

"The reduced stocks in Santos show a much poorer quality than during the first six months of the season. In Rio also the market has advanced, the rise being equal to 40 points since the early part of the month. Offers that have been reported from thence at lower prices have not been taken seriously, as it has not been possible to buy there at anything like the low figure at which it was claimed shipments could be made."

DRIED FRUITS—Prunes continue to be the most interesting feature in this business, other lines being comparatively dull. Evaporated peaches at 20c to 22c and evaporated apricots at 33c to 35c, are also finding some demand. A cable from Patros to a Toronto broker regarding currants, this week, says :—"Market is firm for sound fruit. English demand has been good the last two weeks and stocks are considerably reduced. Prospects for new crop not too brilliant."

SPICES—Business continues fairly brisk at steady prices.

RICE AND TAPIOCA—A steady staple business is being done at regular prices.

	Per lb.	lb.
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¼	0 03⅜
Patna	0 03½	0 03¾
Japan	0 05½	0 06¼
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 05¾

BEANS—The market continues firm and dealers estimate supplies as short throughout the country. Wholesalers quote :

Beans, hand picked, per bush	1 91	2 00
" prime No. 1 "	1 85	1 90
" Lima, per lb		0 07

EVAPORATED APPLES—Some firms report good business but the demand generally is light. Prices quoted are from 7½c to 8½c.

AUSTRALIAN FRUIT CROP SHORT.

A recent letter from D. H. Ross, Canadian Trade Commissioner in Australia, contains the following letter regarding the outlook for dried fruits in that country which will be read with interest by the trade:

"Contrary to the anticipations of growers, the 1908 crop of Australian lexias, sultanas and currants will—it is now estimated—not be much more than half the quantity marketed last season. Intense heat at a critical period in the growth is stated to be the cause of the short crop. Of the surplus available for export, preference is being given to Canadian and New Zealand buyers before the fruit will be offered elsewhere. Last year large quantities were consigned to London, but, this season, the reduced stocks preclude such a course being adopted. As a result of special inquiries, it is considered that all Canadian orders will be readily filled provided they are placed early."

COSTS IN THE CANNING INDUSTRY

Estimates of Expense Often Mistakenly Based on Bare Cost.

The organization of a large number of new canning concerns in Canada during the last few months has led in some cases to circumstances and methods of disposing of stock which are viewed by members of the established trade with a good deal of apprehension, not particularly for the effect it will have on their own business but for the outlook for those who invest in stock in some of these new concerns.

An examination of the prospectuses of one or two of these new concerns shows statements which, whether made in good faith or not, are not at all practical and are bound to mislead the investor more or less seriously. One of these promises a profit of at least 40 per cent. on a very small investment, a statement which would make a practical canner smile.

Talking the matter over with a representative canner last week The Grocer asked his opinion regarding some of these statements. "Well," said he, "to me, that prospectus reads like a dream. If I could have made one-tenth of 40 per cent during my years in the business I should have retired long ago. At present it keeps me plugging to make ends meet.

"Some of the factories," he continued, "in making estimates, for securing investors base everything on the bare cost of actual canning and forget all overhead and general expenses, such as depreciation of plant, insurance premiums, losses through leaks and 'swells.' office expenses, brokerage charges and other similar items.

"When the increase in the cost during the last year or so of such items as cans, labels, solder, labor, etc., is considered," he continued, "it will be readily seen that the canners are not making such large profits as the majority of retailers imagine. I have made a careful study of the cost of packing in my factory and have found that the actual expense in packing, say tomatoes, is not 65 to 75 cents, as is commonly supposed but, taking all items into consideration, it really mounts up to 85 cents per dozen at the factory. This is no jumped-at conclusion either, but an estimate reached after careful study of the business.

"The company putting forward such rosy prospects as are to be seen in one or two of those prospectuses," our informant added, "either do not know what they are talking about or are intentionally trying to mislead the investor. It will pay the public to be wary of any such golden egg schemes."

In view of the above statements and with an idea of benefiting the trade generally we should be glad to hear from other canners in Canada as to their estimates of cost of packing.—Editor.

CHATHAM.

April 21.—At the annual meeting of the local branch of the Retail Merchants' Association, held on Monday April 13, Wm. Anderson, for the past year vice-president of the branch and secretary of the grocers' section, was unanimously chosen president for 1908. A pleasant feature of his election and one which goes to show that local grocers are on the best of terms, was the fact that his name was proposed by John McCorvie, a fellow grocer and president of that section. The other officers for 1908 are: 1st vice-president, A. D. Westman; 2nd vice-president, W. E. Parrott; secretary, J. W. Powers; treasurer, H. G. Hodges.

W. E. Parrott, the 2nd vice-president, is a young but enterprising member of the grocer fraternity, and one of the most faithful attendants at R.M.A. meetings. J. W. Powers, who succeeds W. A. Winterstein as secretary, is also the new secretary of the Chatham Board of Trade.

President Cowan, in the course of a discussion at the meeting, on program advertising, declared that that evil and the kindred one of ticket soliciting had been pretty well stamped out since the passing of the Association's prohibitory resolution last April, with much resulting benefit to retailers. Formerly, King St. was the regular stamping ground of all sorts of psuedo-charitable concert ticket sellers, while concert programs usually carried enough advertising to pay for the printing and leave a profit —though without much benefit to the advertiser. To-day, however, the majority of these organizations have given the retailers up in despair.

Cartage charges were the theme of a warm discussion, Mr. Westman denouncing the practice of charging retailers for cartage fees at the point of shipment as an imposition. He urged united action to stamp it out, and thought, as did Mr. Parrott, that retailers should refuse to purchase from wholesalers except upon condition that the goods be sent f.o.b. at the place of shipment.

Peter Cunningham stated that he had made agreements to this effect with travelers, and that even in such cases and in cases where the wholesalers or manufacturers had done their own carting, the railways had assessed him for cartage just the same. The freight agents had explained that unless the bills were specifically marked "No Cartage" cartage was in all cases charged. He added that the W. C. Crawford stores had met with much success in eliminating such cartage charges by instructing their buyers in all cases to present to travelers a card stating, among others things, that in no case would such charges be paid.

Mr. Westman's suggestion that a similar card be adopted by Chatham retailers met with favor, a committee being appointed to have the cards printed.

* * *

The movement to again prohibit grocers from purchasing on the market before 10 o'clock found concrete form recently, when a by-law was brought before the city council to restore the old clause. The by-law was voted down by a vote of 5 to 4, however, and the market remains open. The minority declare that the fight in the council is not over yet, but many citizens think the change should be given a fair chance before it is condemned utterly.

* * *

Travelers throughout the western counties report that fall wheat is in first-class shape, and that fruit trees are looking splendid. Peaches in particular give promise of being a good crop.

* * *

Henry Hollingshead, miller, of Dutton, has made an assignment.

* * *

John McNutt, Ruthven's first merchant and now head clerk for Albert Gunning of that place, has just celebrated his seventieth birthday. He is remarkably vigorous at three score and ten, about two weeks ago indulging in a foot race with a man of 25, he coming out the winner.

* * *

James Lawson, who has been carrying on a grocery for some time past at the corner of Main and Eureka Sts., Petrolia, is retiring from business.

* * *

Geo. Jasperson, whose tobacco warehouse at Kingsville, was recently destroyed by fire, intends rebuilding, the contracts having been already let.

* * *

Chatham's present population is 10,228, according to the report of the assessors presented at the last council meeting. The suburbs would probably add between 2,000 and 3,000 to these figures. The assessment this year is $5,047,780, an increase of approximately $150,000 over last year. The gain in population is 285. Many declare that the population given by the assessors falls short of the exact number. This has been a vexed question here for some time past.

* * *

The battle royal over the market question still continues. Ald. Bensen, who seems the forefront of the opposition to the "open market" for grocers and other retailers, at last week's council meeting again moved to restore the old 10 o'clock prohibitory clause. The motion was defeated, however, by a vote of 5 to 4, Mayor Scullard, who last time supported the 10 o'clock clause, voting this time in favor of the open market. The opposition talk of again bringing the question up at the next meeting.

* * *

Crop reports from all parts of the county are most encouraging, showing that fall wheat has wintered well, and is in fine condition, while the fruit crop gives promise of being large. Barring late frosts, peaches will be plentiful.

* * *

McGeachy's city dairy building has received a new spring coat of white paint. The ice cream parlors have been completely remodeled, and were opened for business last week.

* * *

A. J. Barassin, of Harry Andrew's grocery staff, who has been ill for the past few weeks with typhoid fever, is reported much improved, and it is hoped that he will shortly be able to be out again.

* * *

J. Frank Malcolmson, of the Kent Canning Company, returned last week from an extended trip to Egypt, the Holy Land, and other points in the "Unchanging East."

* * *

Orendorf Bros., of Ridgetown, have added a Sterling meat slicer to their store equipment.

* * *

W. J. Moffatt has resigned from the directorate of the Tilbury Canning Co., being succeeded by H. H. Shaver, who has purchased a controlling interest in the undertaking.

GUELPH.

April 27.—The regular meeting of the Retail Merchants' Association was held on Friday. The executive of the Clerks' Association again met the merchants in regard to the half-holiday question. It was finally settled by the Merchants' Association refusing to again entertain the proposition after once deciding against it. The new system of collecting bad accounts was again a live subject with the merchants and they were all favorably disposed towards it.

* * *

Bobbie Robinson, head clerk for J. Hadden, grocer, has been appointed head usher at the Royal Opera House under the new management.

* * *

If the Co-operative Associations get stores started in all the large towns and cities will they not start a wholesale establishment of their own also, and what effect would that have on the general grocery trade is a question that might interest some grocers.

* * *

The market Saturday was not up to much on account of the farmers being busy seeding in this neighborhood.

* * *

The prospects do not look at all encouraging for a drop in the price of good butter. In fact, a great many of those who do contract for a uniform price the year round refuse to contract this year.

* * *

J. A. McCrae & Son had a big sale of layer figs on Saturday, selling 10-lb. boxes for 50c each.

* * *

O. D. Hastings, formerly with W. H. Fielding and later of Chittick & Hastings, left on Saturday to take a position in Brantford. "Doc" is a good

worker and will do well in the Telephone City.

* * *

G. K. Readwin, the Paisley St. grocer, has a nice new wagon on the road.

* * *

There has not as yet been any epidemic of heart failure on account of the oversmall generosity of the Merchants' Association in deciding to grant one whole day for the clerks to have a picnic this summer. It has been suggested by some of the merchants that the clerks be taken turn about and given a whole day. That sounds very nice, but those same merchants know as well as the clerks that this scheme will not work.

LONDON.

April 27.—Wholesalers now report business fair, with payments pretty well met. Fine teas are still advancing. Sugars, both raw and refined, are firm as are all other staples. In local retail circles trade is rather quiet, the fact that many men have not yet returned to work, being given as the cause. As one grocer put it "They are living on bread and butter, and are not getting the butter from us."

* * *

At the next meeting of the Retail Grocers' Association four new members will be taken in and all are men who until now it has been found impossible to induce to join. Arrangements for the forthcoming excursion to Detroit will be considered at the same time.

* * *

Butter continues to command a high price on the local market, the wholesale figure for dairy being 27c to 28c and for creamery 30c to 32c. Eggs sold at 16c wholesale on Saturday, but an advance is considered certain, as buyers here have received offers from the east for any quantity at 17c per dozen f.o.b. London.

* * *

New cheese is late coming in this season. Last year it was in the market early in April but so far this year there has been no sign of any.

* * *

J. P. Durand, grocer, has assigned to Alfred Robinson, and a meeting of the creditors will be held May 1st. This is said to be an outcome of the Lind-Kerrigan failure.

* * *

Geo. W. Knight, grocer, Richmond St. north, has sold his business to Rossier & Campbell, both of this city.

* * *

Charles McCormick, who has been appointed to a position under the Hydro-Electric Power Commission, is an old-time London grocer, having made an assignment some months ago.

Reports of further price-cutting come from South London. A couple of grocers over the river have been selling sugar at twenty pounds for the dollar. When interviewed by a delegation of the Retail Grocers' Association two of the foolish dealers explained that they had been prompted in their course by the action of a third grocer in the neighborhood in offering sixty-cent oranges for forty cents and they were only "going him one better." A little heart to heart talk convinced all concerned that such competition was ruinous and the outcome was that each promised to quit it provided the others would. Some cheap canned tomatoes which one dealer declared should not be permitted to be offered for sale, figured in the price-cutting.

VANCOUVER.

April 24.—The market here has been affected by the general rise in hams, and there is a sharp advance. Jobbers expect a much greater increase, and look for a jump of about a cent a week. Pat. Burns, the meat king of the west, is advising people to raise hogs. Once before he came out with this advice, and when he was in this city during the first part of this week he reiterated the injunction to the farmers : "Raise hogs ; get busy, there's millions in them."

* * *

The little war in lard between the Frye-Bruhn Company, of Seattle, and Swifts, is over and the price is nominally back to where it was before, a little more than a cent above what it was two weeks ago. Locally, however, the increase has not yet been apparent since jobbers and retailers who were wise stocked up at the reduced figure, and it will be another week or two before lard climbs up.

* * *

California grass butter has arrived in excellent quality, with the result that local creamery has had to drop, and is now retailing for 40c. It is coming near the time anyway when local creamery will go down, and the reduction, although a trifle early, is not altogether unanticipated. The butter from California sells at 35c, and is very good, the freshness being particularly noticeable after the winter article.

* * *

Potatoes are about the only article on the market which has shown a decline, and have fallen about $2 a ton. Generally at this time of year there is a scarcity, and advances have been very material. This spring, stocks which have been cellared are now being brought out, with the result that there is plenty on the market. The earliest of new potatoes are showing up from California, though it will be some time before they are at a price below the figure of luxury.

* * *

A company which has a condensed milk factory at Mount Vernon, Washington State, is negotiating with the Board of Trade of Chilliwack, with the object of securing a loan of $15,000 working capital to carry on a business in that district of the province. They think they can come into Canada and do good business, as with a factory in the heart of a good section like Chilliwack. they will be able to avoid the payment of the duty of $1.50 per case.

Once before, five or six years ago, a company started operations at Mission Junction. This was formed by Canadians who saw possibilities in the condensed milk business in the west. Milk was gathered along the Fraser River, taking in that part of Chilliwack district which abuts on this waterway. The fate of this institution is well known. The proposition of the Mount Vernon people was not looked on with favor by the Board of Trade, as it was thought it might interfere with the creamery operations in the district, and, further, some other company might start up soon without asking for a bonus.

* * *

R. C. Brock, secretary and manager of the Kootenay Fruit Growers' Association, has reported as to his investigation of the possibilities of establishing a fruit canning industry near Nelson. The Fox Brothers, who live at Harrop, not far from Nelson, have associated with them R. N. Brassey, of Kimsdale, Ireland, and Edward Baring, of Cheltenham, England, in a company to operate the Kootenay jam factory. An order for glass has already been placed in Montreal, and if it is filled in time the company will be prepared to handle this year's crop of small fruits. This will have an immediate effect of affording a market to the growers for the kind of fruit which they have not hitherto been able to dispose of at all.

The making of jam and other fruit preparations on the coast is rapidly expanding. In Victoria and Vancouver there are jam factories, and the product from these is meeting with more favor all the time. Some place it on a par with the English jams, and as there are no freight charges to pay the local article comes cheaper. With the establishment of the glass works at New Westminster by Vancouver and New Westminster people, waiting for glass from eastern factories is obviated, and thus every facility is given to manufacture.

* * *

In the Supreme Court here the other day, an application was made for a stay of execution of judgments against the defunct Peachland Trading Company, obtained by the wholesale grocery house of W. H. Malkin & Co., and the wholesale dry goods firm of Greenshields & Co. Two days after these judgments had been obtained, the Peachland Company went into liquidation, appointing Messrs. Kelly, Douglas & Co., wholesale grocers of Vancouver, as liquidators. The claims of the Greenshields and Malkin Companies total about $35,000, and those of Kelly, Douglas & Co. and the Bank of Montreal another $25,000. As the assets of the company are placed at $60,000, there should be no difficulty in meeting the demands of creditors, if the assets can be realized. The failure is said to be due to the collapse of a large company in Alberta, which was heavily indebted to the Peachland Company.

* * *

The local market is marked by a steady upward swing in the prices of hams, and even at the higher figure

they are very firm. Dealers say there is a tendency to advances in most of the meat lines. This is about the only increase to note this week. The competition between local and California butter is on, with the former selling at 40c. and the latter at two pounds for 75c. There was no reduction in the local creamery before the grass butter came in from the south, but this article was of such good quality that a decrease from 45c. was necessary if the local was to keep in the running.

Local green stuff is coming on, with the result that with the progress of spring the imported rhubarb, etc., from California will drop off correspondingly. The first strawberries have put in an appearance, but the prices are high and the quality not of the best.

* * *

In commenting on the sale of teas in Vancouver, W. T. Heddle, expert in this line for W. H. Malkin Company, pointed out that while prices had advanced in the native markets, here they had not yet increased to the same extent. The advance here is gradual, and the scale is sliding up to the higher quotations. A feature of the buying is that practically no China teas are on the market. Some years ago Indian and Ceylon teas were not known here, the China tea having the full sale, but now the position has been reversed and the fuller flavored varieties from Ceylon are in demand.

In connection with tea, James Beveridge, of the firm of Wm. Braid & Co., tea, coffee and spice dealers, raised the point before a special meeting of the Retail Grocers' Association last week as to why teas could not be blended in Vancouver. The members of the association assembled especially to hear Mr. Beveridge speak on the subject of the tea trade, and incidentally he brought up this question. Instead of the blending being done largely in London, as at present, he thought that the tea for the Canadian trade could be put up here, since Vancouver was so much nearer to the points of production. Further, in view of the fact that there is no duty on tea, he thought that importers here ought to be able to give retail dealers better value in bulk and package teas than can be obtained in any other country in the world. In his address, Mr. Beveridge dealt with the trade features of all countries and traced in detail and with ample facts and figures the cultivation of plants, their preparation and selection, and followed this with a still more interesting account of the testing, marketing and blending.

* * *

At this time of the year particularly, eggs are the great objects of interest in the Dawson market. Between the time when the last shipments go in over the ice, and the first arrivals when navigation has started, there is a long interval, and often prices fluctuate considerably. Advices from Dawson state that the storage eggs are reduced in quantity but not all gone. Over ice eggs are held at $26, and since it is believed there are enough to hold until the scows arrive, the price will probably not change before that time. Storage eggs are $20. The retail price of over ice eggs is $1 a dozen, while storage are quoted at 75c.

Paul Prozesky, a cigar manufacturer with a factory in Winnipeg and a branch in Montreal, was in Kelowna last week and made a careful inspection of the samples of local tobacco. He stated that he was fully convinced that by careful selection and blending of the Spanish seed leaf grown in the Kelowna district he could manufacture cigars that in every respect, including flavor, appearance and drawing qualities, could not be distinguished from imported Havanas. He will probably open a factory if some of the essential details can be arranged.

* * *

John A. Morrin, of Morrin, Thompson & Co., of Phoenix, B.C., is at Peachland, having purchased the stock of the Peachland Trading Company, which has been in the hands of the wholesalers for some weeks.

* * *

Armand Kupper, representing Charles Ahrenfeldt China Works, Limoges, France, was in Victoria this week. He is on a pleasure and business trip combined. He arrived from the south and expects to go east through Canada.

* * *

The Victoria Fruit Growers' Association, which has affiliated with the B. C. Central Exchange, to which the other district associations in the province belong, has a new manager in James Drummond, who arrived recently from Regina. He has been in the fruit business all his life, and understands the commercial end of it particularly. Before coming to Canada, he was in Jamaica, where he was in charge of the fruit shipments for the Elder Dempster line.

GEORGETOWN, P.E.I.

April 24.—Collections are slow. What is wanted here is some satisfactory system of getting after slow pays and dead beats. The tendency, however, is more towards the cash system. A few firms have adopted the better system and most of our business establishments are shortening up credit considerably. Our own opinion is that within ten years business will be conducted on Prince Edward Island on a strictly cash basis.

* * *

The representative of T. H. Estabrooks, was in town last week with a useful diary for his customers. Mr. Cox informs The Grocer that the demand for forty-cent tea is gaining in volume monthly. Personally, we believe the advance in the cheaper grades of tea is one of the best things that has happened in the history of groceries for years. People are becoming acquainted, more generally, with the better grades, and when once tried have no desire to go back to the cheap article.

* * *

Robert Greig Company's representative, Mr. Arnold, was in town last week with some snaps to offer. White Swan goods are sellers.

* * *

The demand for navel oranges is very active and good stocks are being held.

INGERSOLL.

April 27.—Springtime with its buds and blossoms always gives an impetus to trade and he is indeed a wise grocer who has his store looking at its best when the first zephyr comes along. In the first bright, warm days of spring there is an irresistible influence, Nature calls everyone out of doors and it is then that the aggressive grocer knows the value of having his store attractive and well stocked. After the dreary, monotonous days of winter people appreciate the open air, and when the traffic on the streets increases the cash registers do more work. The present season has opened to the entire satisfaction of local grocers. There has been a good demand for the staple articles, while a brisk trade is also being done with such luxuries as strawberries, tomatoes and other vegetables. The merchants have been brightening their stores and increasing their stocks. A very optimistic view is taken of the trade for the summer. Times are considered to be very good, a fact that is evidenced by the manner in which the grocers are catering to the wants of their customers.

THE LATE W. A. GIBB.

DEATH OF W. A. GIBB.

Prominent Hamilton Commission Merchant Passed Away on Easter Sunday.

The news of the death of W. A. Gibb, of Hamilton, on Easter Sunday was received with regret by the jobbing trade of Canada generally.

W. A. Gibb was born in Hamilton, Ont., March 20, 1868. At the age of 15 he entered the employ of Brown, Balfour & Co., afterwards Balfour & Co. He remained with the firm for nearly 19 years and made himself so valuable that he was latterly given the position of secretary-treasurer, which he occupied for some years.

About seven years ago Mr. Gibb started out for himself and established an export and jobbing business in dried and evaporated apples, in which, through close attention to business and the application of conscientious principles he

has been markedly successful. His experience in the wholesale grocery business proved very useful and he became well acquainted with conditions prevailing in the European markets, ultimately working up considerable trade in Canadian dried apples in Holland, Belgium and Germany. Mr. Gibb had secured control of several evaporating plants in different parts of Canada and at the time of his death was arranging to establish a large plant in one of Ontario's enterprising towns on a bonus basis. He had control of several brands of goods whose reputation he had established among the trade.

The funeral was held in Hamilton on Wednesday, April 22, from the home on Catharine street south. The pall-bearers were E. Morwick, James Henderson, Robert, Otto and Fred Gibb, brothers of the Gibb Box Co., Hamilton, and W. H. Seyler, manager of The Canadian Grocer, who is a brother-in-law. Mrs. Gibb and four children are left to mourn the loss of a husband and father.

"GROCERIES, LIMITED."

New Toronto Jobbing House Getting Off to Good Start.

The premises at 31-33 Front St. east, Toronto, have been brightened up considerably during the past couple of weeks and are now taking on a busy aspect as the home of the new wholesale house under the management of Wilson, McMurtry & Beatty.

"Groceries, Limited," is the appelation under which the new firm will hustle for business. The notice of acceptance of that name for registration was received from Ottawa during the week.

The new firm starts off with pretty bright prospects, and if trade experience

H. T. WILSON,
Of the New Firm of Toronto Jobbers, "Groceries, Limited."

and an acquaintance with the retailers is any criterion, their success ought to be pretty well assured.

H. T. Wilson, or "Tom," as he is a good deal better known, has been connected with the grocery trade in Toronto since 1885, having occupied positions with several of the representative firms of the city. An extended trip abroad a few years ago gave him a knowledge of foreign trade conditions which should prove very useful. His genial disposition is familiar to the trade and as a salesman he has few superiors.

W. E. McMurtry has been with Eby-Blain for ten years, and has imbibed a good deal of information concerning the grocery trade during that time. Last year he traveled over a large part of the Canadian Northwest and got pretty familiar with conditions existent there.

H. E. Beatty, whose good-humored face appears herewith, isn't particularly well known to the grocery trade as yet, but his energy in other lines of activity has made his name familiar. He's a graduate of both 'Varsity and the School of Science, and during his college days took a pretty prominent part in whatever was doing in athletics up around Queen's Park. Since his graduation he has been running a sextant as a civil engineer in the wilds of western Canada, but he enters business life with a good deal of enthusiasm.

W. E. McMURTRY,
Of "Groceries, Limited," the New Toronto Jobbing House.

The other members of the firm are not lacking in sporting proclivities, either, by the way. They are both enthusiastic curlers, and two years ago, curling together, won the Governor-General's tankard for the Granite Club.

The firm has secured control of several lines of highly reputed goods and are already doing business. For the present they will confine their operations to Ontario, and Messrs. Wilson and McMurtry will spend considerable time on the road in the province, Mr. Beatty will confine his attention for the present to office work.

FINDS A BRIDE IN NOVA SCOTIA.

A Profitable Business Trip for Member of the Staff of the MacLean Co.

The following item from the Yarmouth, N.S., Herald of April 21, gives the key to an interesting little romance which developed from a seemingly wholly business trip:

"Mr. W. Arnot Craick, whose wedding takes place at Trinity Church at 1 p.m. to-morrow, arrived in Yarmouth in a private car attached to the D.A.R. train yesterday."

Mr. Craick, the happy man in the case, who married Miss Hilda M. Bingay,

H. E. BEATTY,
Member of New Firm, "Groceries, Limited."

daughter of Mr. and Mrs. T. V. Bingay, one of the prominent families of Yarmouth, is the manager of Bookseller and Stationer and Printer and Publisher, two of The MacLean trade newspapers.

A few years ago Mr. Craick went down to the Maritime Provinces, as a representative of the company does every year, to attend and report the proceedings of the annual convention of the Maritime Board of Trade, which, by good fortune, was held that year in Yarmouth. Mr. Craick wrote a good report of the convention, but further than that, met an attractive young lady and the acquaintance ripened into the incident recorded above, which necessitated another trip to Nova Scotia a few days ago.

The MacLean Company aim to represent through their papers the various lines of trade in every part of the Dominion and for that purpose representatives are kept working in various sections of the country gathering news and getting acquainted with the members of the trade and with a view to assisting them to better business. It would not be at all surprising to hear of another such romance one of these days from any one of the Western Provinces.

A. P. Tippett, of Arthur P. Tippett & Co., Montreal, was in Toronto for several days this week and called at The Grocer office.

NEW BRUNSWICK BUSINESS BRISK

Two St. John Grocers Win Honors in Civic Elections—Fish Business Brisker —Death of Mrs. D. J. Purdy—Large Arrivals of Produce.

Special Correspondence to The Canadian Grocer.

St. John, N.B., April 27.

The civic elections passed off very quietly on Tuesday last. The contest for mayor resulted in the election of Alderman Thos. H. Bullock, manager of the Imperial Oil Company, by a majority of 681 over Mayor Sears. Ald. W. D. Baskin, grocer, of the West end and Ald. John W. Vanwart, grocer and meat dealer, Charlotte St., were successful in defeating their opponents by good margins. R. R. Patchell, the Wall St. grocer, who contested Victoria ward against Ald. Pickett, was defeated by 59 votes.

* * *

Business continues quite brisk with both wholesalers and retailers. There has been a good demand for tubs, pails, scrubbing brushes, soaps, washing powders and other spring cleaning requisites.

* * *

Sugar is very firm and an advance is looked for any time now. Molasses is up one cent a gallon, for fancy Barbadoes. Lard is a little easier. Dealers are looking for the arrival of some new twin cheese in the next few days.

During the past week the wheat market has advanced from five to six cents and the merchants who were expecting a decline in Manitobas are now looking for Ontarios to advance as they were quoted 10 cents less on April 9.

* * *

The fish business has been very satisfactory lately. Some good catches of gaspereaux are being secured in the harbor and they are selling at $3 a hundred. Finnan haddies are plentiful and the price has been reduced to 5½ cents.

* * *

Harry W. de Forest, Charles H. Howell, Noel F. Sheraton, Clarence W. de Forest and Mrs. Annie E. W. de Forest, of St. John, are applying for incorporation as Harry W. de Forest, Limited, a joint stock company of $99,000 to carry on a general tea business, taking over the business of Harry W. de Forest.

* * *

Thieves entered J. H. Walker's grocery, 140 King St. east on the night of April 20 and stole about $4 from the cash drawer. The police have been working on the case but so far without success.

* * *

The sympathy of the entire community has been extended to Hon. D. J. Purdy, grocer, Main St., over the loss of his wife, whose death occurred on April 17, after an illness of some weeks. The funeral, which was held on Saturday, April 19, was very largely attended. Mrs. Purdy was a daughter of the late John Cowan, and was about 60 years of age. She leaves, beside her husband, two sons and two daughters.

* * *

The St. John River opened last week and the steamers have all been taking up heavy freights to various points along the great waterway. The farmers have also taken advantage of the resumption of navigation to send down their accumulation of eggs, butter and other produce, which has relieved the local market somewhat.

R. W. Oliver, of the Oliver Milling Co., Montreal, has been elected to the vacant vice-presidency of the Corn Exchange.

A. H. Brittain, of the wholesale fish firm of A. H. Brittain & Co., Montreal, left Monday for a trip to Ottawa, Toronto and Hamilton. Mr. Brittain expects to be away about one week.

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

Getting Holiday Business, Package Sales,
Special Sales, Money Making Ideas,
Expositions, Contests,
Souvenirs, Sensational Advertising.

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Two great essentials which should characterize the goods you sell.

"Young-Tom"
Washing Powder

Fills the Bill

We will guarantee our Powder—it is "For Purifying and Cleansing Unexcelled." We invite a test.

MADE ONLY BY

THE YOUNG-THOMAS SOAP CO., LTD.,

Regina, Canada.

REINDEER condensed **COFFEE**

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Hams Bacon Eggs

ORDER NOW

F. W. Fearman Co.

Limited

Hamilton, Ont.

Deliciously Tender and Juicy!

That's what you would hear your customers exclaiming if you were near their breakfast table the morning after you sold them.

CORONA BRAND

HAM AND BACON

SEND FOR PRICES TO-DAY

THE MONTREAL PACKING CO.

Limited

MONTREAL, : P.Q.

WE HAVE NO RETAIL STORES.

RYAN'S Short Roll Bacon

The tastiest breakfast bacon on the market. There's a lot of money in this line because the

People all like it

It is made from carefully fed young hogs, mild cured, tender and juicy It is really the cheapest meat on the market. Delicious with new laid eggs.

Prices On Request.

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

General Feeling Firm—Cheese Market Quiet Though Holders Ask Stiff Prices—Butter Receipts Light Though Season's Total Aggregates Near Last Year—Hog Markets Slightly Easier.

CHEESE AND BUTTER BULLETIN

Montreal, April 29.

There is not much activity in the cheese market just at the present time, as the old is nearly all gone and the new is not arriving in sufficiently large quantities to cause any stir. The holders of old cheese are asking a pretty stiff price for the commodity, and it is the general impression among the trade that they will experience considerable difficulty in getting what they are asking. Prices quoted in the different centres of Eastern Canada cover a range between 10¾c to 11¼c for the new, whilst the old stands at 12½c to 13c. White is quoted at 12½c to 12¾c and colored at 13c. As usual, receipts are not very large at this time of the year. The local market is very quiet at the present time. Dealers are looking forward to its brightening up soon. Transactions for the past few weeks have been limited to a few hundred boxes here and there, but this will soon be altered, it is hoped. The warm weather which we are having is a favorable augury for more activity soon, as it will clear away what snow there is left and the cows will once more be out and the new cheese will be coming in in larger quantities.

Exporters were anxiously awaiting the opening of navigation which was accomplished early in the week by the arrival of the first steamer of the season in this port. Canadian exporters no longer have to compete with the New Zealand product, as this season's supply is nearly exhausted. The debut of the Antipodeaus in the English market has certainly presented a perplexing problem to the Canadian export trade. From all reports stocks do not seem to be very large on the other side and dealers apparently are not much concerned over the situation.

The finish of the old season has not been as favorable as anticipated owing in a measure to the keen competition between the New Zealand product and our own. The Board of Trade returns display a wonderful difference in receipts for last week and corresponding week of last year. Last week the total receipts of butter were 476 packages as against 1,298 for the same week last year, showing a difference of 822 packages to the credit of 1907. The total, however, up to date, does not show such a wide difference, the total receipts for the season just closing being 418,325 as against 615,861 for a corresponding time last year.

The returns in cheese also are lower all round than last year. For the week ending April 25 the Montreal receipts were 1,497 boxes whilst the same week one year ago stood at 7,221 boxes, leaving 5,724 boxes to the credit of the previous year. However, as with butter, the difference for the year is not so bad. Up to the present moment the total has reached 2,056,351 boxes of cheese whilst last season shows a total of 2,360,758. It will be seen that in the total there is not an alarming difference. The local butter market does not present any very alarming features at the present time.

The quotations have a wide range between 28½ to 30c for new-made creamery, and dairy between 25c and 25½c. Dealers regard this as high, and expect it to soon come down. The market at present is firm and receipts are light. Prices in the Townships are somewhat lower owing, no doubt, to the fact that the season is farther advanced there than in other parts of the Province of Quebec, and, of course, the prices are f.o.b. It looks as though all danger of our local market suffering from an invasion by the New Zealand product is past, as it is getting scarce and our own butter will soon be plentiful enough to chase the foreign product out of the market.

THE PROVISION SITUATION

Toronto, April 29.

Canadian hog markets are somewhat weaker this week and with a slight drop in prices deliveries are rather lighter and packers are less busy than they were a week ago.

The British market has fallen off again this week and seemingly has a "tired" feeling which is rather a change after the briskness displayed for the last three or four weeks. Even on the lower basis Canadian products are going forward somewhat freely, and the opening of this market has been rather a relief to Canadian packers.

The British market, too, continues to be well supplied from other countries. The Danes kept up pretty well to their record by shipping over 47,000 hogs last week and the Americans fell a little below average with 16,000.

Prices offered locally are 10 cents less than last week at time of writing, viz., $6.15 f.o.b. country points and $6.40 fed and watered for selects. Deliveries have been only fair, but, offerings are expected to be larger later in the week. Drovers seem to think that top notch prices have not been reached as yet.

Conditions prevalent in the American markets during the week are summarized in the following paragraph from the New York Journal of Commerce:

"The past week has witnessed very dull provision markets, especially for hog products, with declining prices on both spot and future stuff in face of continued light receipts. Packers have been bearing hogs in anticipation of increased receipts after farmers' planting is over, and they have allowed products to decline in order to help this reduced cost of production, although they are supposed to hold the bulk of the stock which has been accumulating. Some, however, are believed to have been sellers, but the demand has been limited to shorts who were run in, midweek, by the strength in wheat, and on a falling off again in receipts. But the packers appeared to be ready to supply them without advancing prices to any extent. In the meantime cash demand has fallen off materially, both here and West for all product and prices have declined without stimulating demand. Exporters have done practically nothing and the home trade have bought less freely than at almost any time since the panic was over, except of rib bellies or the local breakfast bacon demand. This has also fallen off since early week, and they are getting easy now with hams, which have been extremely dull so far this season."

PROVISION MARKETS

MONTREAL.

PROVISIONS—There is nothing new in provision market. Prices remain the same as at the last quotations. Demand is fair.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 13
"	20-lb. pails, wood	0 12¾
"	cases, 10-lb. tins, 60 lbs. in case	0 13
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12½
Lard, compound, tierces, per lb.	0 08½	0 09½
" " tubs	0 08¾	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " " 5-lb. "	0 08¾	0 09¾
" " " 3-lb. "	0 08¾	0 09¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear		22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The arrivals of fresh made creamery butter are increasing. Reports

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

I GET HIGHEST PRICES
for
BUTTER and EGGS
SELLING DIRECT TO CONSUMER
Will handle your produce on commission —prompt returns
Correspondence Solicited
L. A. HEATH
332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

from the country state that the farmers are putting their cows out and this will have the effect of increasing the shipments. It is likely that prices will remain about the same as to-day quoted until stocks begin to accumulate. There is very little fall butter on the market. Dairy is very scarce.

Fresh Creamery	0 28	0 29
Dairy, tubs	0 23	0 24
Fresh large rolls	0 24	0 25

CHEESE—The local cheese market is not very active. Old colored is quoted at 15½c, and old white at 15c. New is quoted at 12½c to 12¾c.

Cheese, old	0 12¼	0 12¾
" new, large	0 12	0 12¾
" " twins	0 12¾	0 13¼

EGGS—Eggs remain about the same with perhaps a wider range of prices. Market steady. Supplies are coming along all right, but not too much so for the demand remains good.

New laid	0 16	0 17¼

HONEY—Prices remain practically the same, although buckwheat extracted has advanced one cent. Honey is very scarce, and the demand is not very great.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 09	0 11
Clover, strained, bulk	0 10	0 11½

TORONTO.

PROVISIONS—"Very firm" is the opinion expressed on all sides by dealers. Considering that it is between seasons the demand is fair. Lard is steady and fresh meat is firm, with no change in price.

Long clear bacon, per lb	0 10½	0 10¾
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 10	0 10½
Small hams, per lb	0 14	0 14½
Medium hams, per lb	0 13	0 14
Large hams per lb	0 12½	0 13
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		0 16½
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	21 00	22 50
Lard, tierces, per lb		0 11¾
" tubs "		0 12
" pails "		0 12¼
" compounds, per lb		0 08¾
Plate beef, per 200-lb. bbl	13 50	14 00
Dressed hogs	0 08½	0 09

BUTTER—The market is easier, the price having dropped a cent since last week. A little more butter is offering than the demand, but business on the whole is rather light.

	Per lb.	
Creamery prints	0 30	0 32
Creamery solids	0 29	0 30
Farmers' separator butter	0 28	0 29
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
Baker's butter		0 21

EGGS—Prices, though one cent less than last week, are still firm, and demand is light. Farmers are holding out dealers being unwilling to buy until the price tumbles a bit, as it would not pay to pack at present.

Eggs, new laid	0 16	0 17½

CHEESE—Business is quiet. New cheese is offering in small lots, though quantity is increasing daily. The price is slightly less than last week.

Cheese, large, prime old	0 13½	0 13¾
" " " new	0 12½	0 12¾
" twins, old	0 13¾	0 14

HONEY—This line retains the old price. Demand is quiet, owing to the call for maple goods.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 25
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Hardly anything is offering and this condition will prevail until the spring birds come in, three or four weeks hence. Prices remain stationary.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

DEATH OF SOAP MANUFACTURER.

John Taylor, of Taylor & Co., Toronto, Passed Away on Tuesday.

John Taylor, of John Taylor & Co., soap manufacturers, Toronto, died on Tuesday, April 28th, at his residence, 460 Jarvis St.

The late Mr. Taylor was in his 68th year and was born in Leek, Staffordshire, England. When 14 years of ago he came with his parents to Canada and began his business career with Taylor Bros., paper makers Toronto. Afterwards he joined J. L. Morrison in the commission business and later bought the Morse Soap Works, which he conducted, associated with his sons, Maurice J. and A. Percy, until his death.

Mr. Taylor had taken considerable interest in public affairs, and had served for a time on the city council, high school board and public library board. He was past president of the St. George's Society and of St. George's North American Union.

He was a member of St. Paul's Anglican Church. A widow, three sons and three daughters survive. The funeral took place on Thursday afternoon to St. James's Cemetery.

HONESTY IN LITTLE THINGS.

The maximum of honesty is conscientiousness in little things. The clerk or bookkeeper who uses his employer's postage stamps for his private correspondence may not be intentionally dishonest, and would indignantly resent such an implication as an insult; but is he not appropriating another man's property to his own use? The same principle applies to writing one's letters in the time for which the employer pays. The employer might not object in either case if he knew it, but is it right? Indeed, is not the failure of many a young man in commercial life owing to dishonesty in minor details of business?

I have known of clerks being given car fare to go to a distant part of the city on an errand, who walked instead of riding, pocketing the money given them for car fare. Was it dealing honestly with the employer? Besides taking the money, they took more time for the trip. Some may think this is splitting Puritanical hairs; but is it not a practical application of the Golden Rule to avoid these seemingly trifling acts?—Contributed by R.C.C.

If you are interested in the welfare of the salesman, don't burden him with collections and claims, as his success depends on the amount of goods he sells.

The sale of

CLARK'S MEATS

is absolutely guaranteed in advance.

Their reputation, from coast to coast, makes them the surest sellers in the trade.

If other meats are cheaper—if they allow a larger profit—something is wrong and some day a lost customer here and another there will tell what it is.

Isn't it worth considering — an assured sale and no lost customers.

WM. CLARK
Manufacturer
MONTREAL

You must have noticed a decidedly better demand for

OLIVES

during the past few years—

People are beginning to appreciate this healthy relish—

Rowat's Olives

are leaders in Canada and their sale is increasing with every season—
Stock Rowat's Olives—
Demand of your jobber.

Ontario & Quebec—Snowdon & Ebbitt, Montreal.
Halifax—Warren & Co.
St. John—F. H. Tippet.
Vancouver—Jarvis & Co.

QUALITY COUNTS

Of course, cheapness appeals to some of your trade, but your most profitable customers are those who want the best. You can meet the demands of the most exacting by handling

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

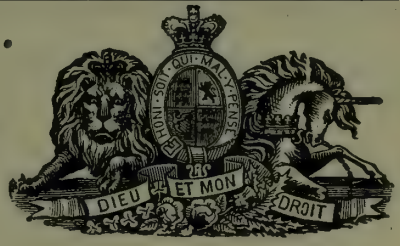
They are made in the largest, cleanest and best equipped kitchens in the world and represent the highest attainable perfection in food preparation.

Furthermore, you run no risk in selling Heinz goods. They meet the requirements of all pure food laws and are sold under the guarantee of money back to your customer if they ever fail to please.

Anything that's "HEINZ" is Safe to Sell.

H. J. HEINZ COMPANY,
New York Pittsburg Chicago London

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - **MONTREAL**
27 St. Peter Street
W. S. CLAWSON & CO. - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf
A. B. MITCHELL - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf
R. S. McINDOE - - - - - - - **TORONTO**
120 Church Street
W. L. McKENZIE & CO. - - - - - - **WINNIPEG**
306 Ross Avenue
A. C. URQUHART & CO. - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

TRADE NOTES.

Emerie Fournier, grocer, Hull, has sold his business.

Ramsay Bros., confectioners, Woodstock, have assigned.

G. W. Knight, grocer, London, has sold to Campbell & Rosser.

The assets of W. R. Thompson, grocer, Montreal, have been sold.

The assets of Wilfrid Savard, general store, Lorette, Que., were sold last week.

The assets of Nap. Peltier, general store, Fraserville, Que., were sold last week.

Finkelstein & Moscovitz's general store at Brandon, Man., was burnt out recently.

The assets of Adelard Peltier, general store, Ste Anne des Monts, Que., have been sold; as also have those of Jos. A. Lapointe, groceries, etc., Yamachiche, Que.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BUTTERFLY BRAND

FUSSELL'S 'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

being mechanically prepared without the addition of sugar or any preservative, is very easy of digestion, and has saved many lives all over the world, as it is retained where all other food is rejected. Insist on Fussell's.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents

John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.
C. Fairall Fisher - - Montreal
Sol. Oppenheimer - - Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

When an article is in good and steady demand and pleases your customers it is poor business policy to experiment with other lines.

The long and regular sale of

Mott's

"Diamond" and "Elite"

brands of

Chocolate

has made it good policy to demand them from your jobber. He sells them.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

BUDA FLOUR

is "The Flour of Quality"

It is rapidly supplanting other lines where high quality at a reasonable price is desired. It is a high-grade Hungarian Patent, milled and blended from Eastern and Western wheat by millers whose experience covers half a century.

Straight or Assorted Car Lots a Specialty. Write or Wire To-day for Closest Mill Prices.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Flour is Firmer and Advancing—Millers Placing Prices on a Bet'er Basis—Cereal Markets Steady.

The only notable feature during the week is the firmer feeling in flour, particularly in Ontario markets. Millers have been working on an unsatisfactory basis for some time under stiff competition and seem to have just awakened to the condition of affairs. Prices in Manitoba grades were advanced 20 cents during the week and eastern prices were also raised 40 cents. The Quebec market is very firm but no new features are noted.

The cereal markets also continue firm with local demand fairly good and supplies quite equal to demand. There is nothing particularly new to report.

MONTREAL.

FLOUR—Flour remains about the same in price. The market is steady and firm and the demand remains good.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 10
Glenora		5 60
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

ROLLED OATS—The tendency in the rolled oats market is slightly upward, although not much change is anticipated. Demand remains about the same.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		3 00
" 80-lb. bags	2 75	2 80
" bbls	5 85	6 00

FEED—The feed market is unchanged. The demand is good and the market remains firm and steady.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	27 00
" bran	23 00	24 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market is on a considerably firmer basis this week and prices have been advanced 20c on the Manitoba grades. Millers seem to have been cutting one another's throats for some months past and are only now coming to understand that they were making very little at prices prevailing recently. As a result, the feeling is a good deal firmer and while business is not particularly brisk it seems likely that the firm feeling will continue. Eastern prices were advanced 40c during the week. The prices now quoted are :

Manitoba Wheat.

90 per cent. patents	5 50	5 70
85 " "	5 30	5 50
Strong bakers	4 90	5 10

Winter Wheat.

Straight roller	4 50	4 60
Patents		4 60
Blended		5 00

CEREALS — Business remains comparatively quiet, with demand fairly good. Supplies of oats are coming in freely.

Rolled wheat in barrels, 100 lbs		05
" " in bags, per bag 90 lbs	3 25	3 30
Oatmeal, standard and granulated, in bags 98 lbs.		3 25

FIFTY YEARS CONTINUED BUSINESS.

The Cummings Milling Co., of Cumming's Bridge, Ottawa, are this year celebrating the fiftieth anniversary of the establishment of their business. Robert Cummings began to lay the foundations for the present business in 1858. For some years he carried the responsibility alone, but in 1893 Chas. C. Cummings became a member of the firm and continued till 1901. In that year Wm. R. Cummings was taken in and still continues a member. In 1905 a modern milling plant was established with a capacity of 500 bags. The fifty years of continued business under the one family management speaks volumes for the principles followed.

MANUFACTURERS' AGENT IN REGINA.

J. L. Peppard, who has been on the road and among the trade in Canada for the last eight years, has just opened an office as a manufacturers' agent in Regina and will in addition to Regina cover Moose Jaw and Saskatoon.

Mr. Peppard is a Nova Scotian by birth and has also spent some time among the trade in the United States. He is one of the pioneers of the manufacturers' agency business in Regina but prospects seem bright, with good local support, for his success.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, have now a most complete line of domestic and imported canned goods. The sale of "Soleil" brand of goods is increasing every year, which may be taken as a proof of their excellence. They have a complete stock of the pack of 1907 and are booking orders for the pack of 1908. This firm also offer the trade a fine line of Japan black and green teas and Minerva olive oil from Marseilles, which has an official laboratory guarantee of purity, rendering it a necessity in all up-to-date grocery stores.

TRADE NOTES.

H. Star & Co., Montreal, have been registered as general merchants.

Bigaonette & Frere, grocers, Montreal, are selling their business.

C. B. Snow, grocer, Woodstock, N.B., sustained a loss by fire last week.

T. B. Meikle, general merchant, Carman, Man., is succeeded by J. D. H. Meikle.

The general store of La M. McLaughlin Cie., Buctouche, N.B., was burned last week.

The Housewife's Approval

is an essential of success in the grocery business. To get her approval, stock the lines which appeal to her daintiness.

Mooney's Perfection Cream Sodas

are a favorite with the dainty housewife. And the fact that their dainty crispness is *lasting* makes them the most *economical* as well as the most *delicious* of soda biscuits.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

SALESMANSHIP.

From The Philistine.

If Sheldon had a salve that would give every business candidate the Salesman's Itch, I'd take his whole output on suspicion. The salesman who makes the record is not the one who knows the most or the one who is the best looking; he's the smiling cuss who never hears the word "No."

The Salesman's Itch!

Buyers in loose wrappers do not wait for you around the corner. You have to go after the buyers very much as the Roman's went after the Sabines. It is persistency that wins.

The buyer is a shy and sly proposition. He likes to be chased.

The man who gets the order is the one with the Salesman's Itch.

There are two departments to every business. One is Out-go and the other is In-come.

When times are "scarce" the Out-go men are cut down or laid off; and the lads who lay them off are the In-come boys.

Get the Salesman's Itch—a nose for orders, a scent for fromage.

Nail the business. Promises do not meet the pay-roll.

Cultivate the Salesman's Itch.

Salesmen who expect buyers to chloroform them and stuff the orders in their pockets, are doomed to disappointment.

It is certainly true that you can not afford to sell a man goods that are going to burden him, but it is also true that it is for you to decide as to what a customer needs, and then see that he gets it.

Buyers, through habit, fight on the defensive. There are various ways of overcoming their scruples, but unless you have the Salesman's Itch, you'll wander forever a lone, lorn holluschickie, and Clio will carve on your tomb a single word. Skunked.

OPENING BRANCH IN CALGARY.

Carman-Escott Co., of Winnipeg, Extending Operations Further West.

The Carman Escott Co., wholesale grocery brokers, Winnipeg, have opened a branch in Calgary which will be in charge of J. A. Valiquette. Calgary is becoming a very important wholesale centre and the Carman Escott Co. found it necessary to be represented on the spot in order that their growing interests in Alberta might receive proper attention.

Not long ago the Carman Escott Co. removed their Winnipeg office from the Union Bank Building to the new Bright & Johnston Building on Bannatyne Ave. East. There they have in addition to larger office accommodation, considerable storage room for the various lines of goods that they carry. During the last year they have added several first-class agencies to their list and have very considerably increased their business. Manufacturers who do not establish branches of their own in the west are finding it absolutely necessary to have intelligent representation by agents on the ground who have storage accommodation to enable them to carry a stock.

GEO. F. BENSON BEREAVED.

Widow of Founder of Edwardsburg Starch Co. and Mother of Present President Passed Away.

Mrs. W. T. Benson, widow of the founder of the Edwardsburg Starch Co., and mother of Geo. F. Benson, now president of the company, passed away at the family home at Cardinal, Ont., on Tuesday, April 21.

Mrs. Benson was one of Cardinal's oldest and most highly respected residents. She was born in Cheshire, Eng., in 1827. Coming to Canada with her husband in 1858, the couple settled in Cardinal. Mr. W. T. Benson died in 1885, at the age of sixty.

Mrs. Benson was a woman of wonderful energy and much ability and was a fitting helpmeet for her able husband. From her interest in local and church affairs of various kinds she had come to be regarded as the foremost lady of the county.

Two children survive her, Geo. F. Benson, president and managing director of the Edwardsburg Starch Works, and Mrs. Jowitt, of Leeds, Eng.

CALEDONIA MILLS
POT AND PEARL BARLEY AND FEED
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

Keep Posted on Sugar
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

They Can't Use This Signature.

W. K. KELLOGG

on a package is your absolute protection in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Bannatyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and Victoria, B.C.

Kellogg's Sanitas

Meurisse Chocolates

The name Meurisse on a package of chocolates, no matter what kind, ensures perfect quality. Have you learned that? Or have you ever tried our Orange Chocolate Cream Bar? It's a winner. Order to-day.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

or Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
W. C. Scott, 76 Queen St., Ottawa.

THE DOMINION WAFER CO.,

44 St. Vincent Street, MONTREAL

BISCUIT CUPS

A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.

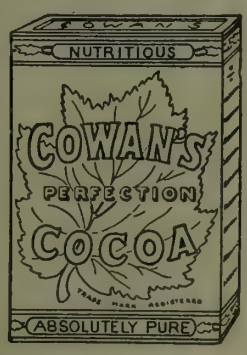
Telephone Main 1310.

COWAN'S

Cocoa and Chocolate

is absolutely pure.

That's why it is such a brisk seller. You may be able to make ONE sale of an impure cocoa—but your customer gets wise and goes to the OTHER FELLOW next time. Make sure of steady sales by handling only



Cowan's Cocoa and Chocolate

"No Flavor So Good As Cowan's"

The Cowan Co., Ltd.

Bakers and Confectioners

Our new department is well stocked, Shelled Nuts, Egg Savers, Icing and Marshmallow Powders, French Fruits, Oils and Flavorings, Dry and Liquid Colorings, Dragees, Currants, Raisins, Dates, Almond Pastes, Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything you need.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson

MACE'S

Original Ice Cream Powder

This is a line which will bring you good profit. Quick seller. In steady demand. Makes a Perfect Ice Cream by simply adding boiling milk. ***The Original Ice Cream Powder.*** After first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

A. H. MACE & CO.

746 Notre Dame St., West, - MONTREAL

ONTARIO GUILD MEETING, MAY 5, 6

Programme Includes Matters of Particular Interest to Trade—Hamilton Wholesalers Preparing to Entertain Visiting Members.

The annual meeting of the Ontario Wholesale Grocers' Guild will be held in the Federal Life Building, Hamilton, Tuesday and Wednesday next, May 5th and 6th.

The Hamilton trade is making preparations for the entertainment of visiting members and the importance of all members of the Guild being in attendance is urged.

A very dainty programme in booklet form has been issued and judging by the addresses and discussions anticipated the meeting will be of exceeding value to the trade. The program arranged for the two days is as follows:

TUESDAY, MAY 5TH.

10 a.m.—Meeting called to order by President T. B. Escott. Appointment of recording secretary to meeting. Appointment of press committee.

10.15 a.m.—A welcome to Hamilton. F. T. Smye.

10.20 a.m.—Minutes of last annual meeting

1045 a.m.—Address by the president.

10.55 a.m.—The financial report.

11.15 a.m.—Reading of list of important matters for discussion. Particulars of suit to date.

11.20 a.m.—Address by H. N. Kittson, subject: "Know Thy Opportunity."

11.45 a.m.—Adjournment to Hamilton Club for luncheon, the guests of the Canadian Canners, Limited, and at 1 p.m. an automobile trip through the banana belt of Canada.

3 p.m.—Reading of letter with recommendation from the Hamilton Board of Trade re new Bill of Lading, flag station difficulties, and settlement of claims by railway companies. Passing a resolution re same.

3.30 p.m.—Discussion and resolution with a view to confirming circular letter No. 3—07 of April, 1907, prepared by The Dominion Wholesale Grocers' Guild, dealing with the relations between manufacturers and wholesalers.

4 p.m.—Paper by H. C. Beckett on "The Importance and Value of Trade Associations and their Relations with the Government." Resolution re same.

4.30 p.m.—Discussion and resolution re payment of freight to non-competing points.

5 p.m.—Report on tobacco efforts to secure better margins. Resolution re same.

5.30 p.m.—Discussion on terms.

6.45 p.m.—Guests of the Hamilton trade at an informal dinner at the Hamilton Club, and theatre party at 8.15 p.m.

WEDNESDAY, MAY 6TH.

9 a.m.—Meeting called to order. Reading of communications.

9.15 a.m.—Discussion and resolution on summer and winter holidays. Discussion and resolution re Christmas presents.

9.45 a.m.—Paper by W. G. Craig. Resolution re same.

10.30 a.m.—Resolution re change in printing of Guild minutes and other documents.

10.45 a.m.—Cost of doing business. Kindly look this up for discussion. Is it not true that success or failure depends largely upon the speculative element?

11.30 a.m.—Canned goods policy for 1908. Resolution re same.

12 noon—Paper by E. M. Trowern, Toronto, subject: "The Evil Effect of Co-operative Societies if Introduced Into Canada."

1 p.m.—Recess. Guests of the Hamilton trade at luncheon at the Commercial Club.

2.30 p.m.—Election of officers for 1908. Appointment of executive committee. Place of next meeting.

3 p.m.—Discussion and resolution on ways and means for 1908.

3.30 p.m.—Discussion on sugar terms and violations generally with a view to more satisfactory methods.

4 p.m.—Completion of unfinished business and summary of communications between Guild officers and manufacturers on various subjects pertaining to the advancement of the objects of the Guild. Recommendations by members of matters for consideration and action of committees.

WINNIPEG PURE FOOD SHOW.

Great Preparations Being Made for Exhibition June 8 to 22.

Without doubt the Pure Food Show to be held in Winnipeg this year will repeat the success of the big show held in the Manitoba capital last July. The committees of the Retail Merchants' Association are hard at work, over 200 retailers throughout the West being actively interested in the work of preparation. Having the experience of last year to guide them, the management are confident that they can remedy any defects in last year's exhibition and conduct a show much superior to any yet held in Canada.

An important change in the arrangements has been made this year. At the last show each exhibitor decorated his own booth. Apart from the inconvenience, annoyance and delay which this caused many exhibitors the result was unsatisfactory for the reason that there was a lack of harmony in the color schemes. This year the management of the show are building and decorating all the booths. These are being built under the supervision of Wardell & Nichols, architects, and in the decorations no bunting will be used. The booths will be solidly built and painted in blended colors.

A large room in the front wil be fitted up as a Ceylon tea garden for Thomas J. Lipton and it will be occupied by Cingalese attendants. Throughout the building palms and fountains will be liberally used; a band of international fame is being secured and all preparations are being made to ensure a very successful show.

Secretary W. A. Coulson informs The Grocer that there will be some 45 booths in all. Of these 35 are now sold and there are still 10 more to be sold. Among the exhibitors this year are the following:

The Codville Co. (Gold standard products); E. D. Smith, White House coffee; J. T. Griffin & Co., Nicholson & Bain, H. J. Heinz Co., Mason & Hickey, W. R. Milton Co., McCormick Mfg. Co., Carman, Escott Co., Ocean Mills, Christie, Brown & Co., Dingle & Stewart, Foley, Loch & Larson, Genesee Pure Food Co., The Canadian Canners, Scott, Bathgate & Co., B.C. Sugar Refining Co., Western Canada Milling Co., Stimpson Computing Scale Co., Thomas J. Lipton, E. R. Drewry, Dr. Price's Baking Powder and Kellogg's Toasted Corn Flakes.

The association is demonstrating in a practical way their own belief in advertising. Newspaper space, posters, picture post cards and a host of other advertising devices are being employed to excite interest in the show and the big success of last year's show is making the work comparatively easy. It is expected that the Lieutenant-Governor will open the show. The dates are June 8 to June 22. Special railway rates to the show have been secured.

TRADE NOTES.

G. W. Abraham, confectioner, Craik, Sask., has sold to E. C. Doner.

Walker & Marsh have discontinued their general store business at Horse Laje, Sask.

W. Cavanagh, general store, Maryfield, Sask., has been succeeded by McGreevy & Cavanagh.

James Chatwin, general storekeeper, Port Hammond, B.C., has been succeeded by Allison & Cross.

Mr. Strike, of L. H. Packard & Co., the manufacturers of shoe dressings, of Montreal, has just prepared an artistic pyramid display of the firm's products for shipment to England, where it will be used at the Franco-British exhibition, which will be held in London from May to October.

Many & Kohan, a new concern, have purchased the general store business lately carried on by Osborne & Ferrier at Dollartown. Mr. Many, having command of some half-dozen different languages, is in a position to cater to the wants of customers of all nationalities that may be in town, also he has a large experience in general business, especially in groceries.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

AUCTION

We are now holding our regular Auctions of

STRAWBERRIES
PINE APPLES
ORANGES and LEMONS
TOMATOES
CABBAGE

and other early produce.

This is the best medium to draw your supplies from.

Car lots—Fresh—Low prices—The least possible expense attached to handling, gives you a close price in buying. Auction room just across from Railway tracks.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Look Here!

Some Interesting Prices

Large Bright Frozen Herring, per 100.	$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld. "	4.25
Cod Oil, a gallon	.40

Send us your order.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

JOHN E. CASSIDY
Highest Quality Oysters
WHOLESALE
986 St. Catherine St. W., Montreal
Telephone Uptown 2119

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

FRUITS, VEGETABLES AND FISH

Business Again Active—A Tumble in Strawberry Prices—Canadian Greens Beginning to Arrive.

Business has improved again this week and the dealers are feeling in better spirits. Strawberries are coming in plentifully just now, and both Montreal and Toronto report a lowering in price, though at present they seem to be firm at 18c per box. Carload lots arriving brought the price down to 17c and they were picked up quickly. The merchants, however, now seem to have sufficient on hand and they are not moving so quickly as at the end of last week.

Canadian greens will now be arriving, and already lettuce is on the market. A number of other lines of native hothouse garden truck is being sold, but in small lots only. Apples and cabbage are plentiful. Pineapples are still slowly coming down.

Fresh-water fish is beginning to come in and is supplanting the lines which were staple during the earlier months of the year. Fine weather continues and prospects for the future are bright.

MONTREAL.

GREEN FRUITS—Strawberries are the only line on the fruit market which have shown any change to remark. Owing to the arrival of carload lots from the Carolinas the price has dropped from 35c and 40c to from 17c to 20c per basket. The previously high price was due to the fact that they were being brought into Canada in small lots by express from New York. Almeria grapes are somewhat easier this week.

Bananas, fine stalk	1 00 2 25
Cocoanuts, new, per bag	4 50
Lemons	2 00 2 50
Navel oranges	2 75 3 25
Florida oranges, box	3 50
Mexican oranges	2 35
Porto Rico oranges, box	2 50
Jamaica oranges, bbl	4 00
Valencia oranges	4 00 5 00
Pineapples, case	5 50
Grape fruit, box	3 25
Almeria Grapes, keg	4 00 5 00
Cape Cod cranberries, bbl	11 00 14 00
Cape Cod cranberries, frozen, bbb	4 00 5 00
Nova Scotia cranberries, bbl	6 00 7 00
Strawberries, qt	0 17 0 20
Apples	3 00 5 00
Bitter oranges	1 25
California Blood Oranges	3 00 4 25

VEGETABLES—The market remains in about the same condition as last week. Demand seems to be increasing, however.

Parsley, per doz. bunches	0 35
American parsley, large bunches, doz.	1 00
Sage, per doz.	0 60
Savory, per doz	0 60
Cabbage, bbl	2 00 2 50
Turnips, bag	0 75 0 95
Celery, doz	0 25 1 00
California celery, crate	5 50
Water cress, large bunches, per doz	0 75
Spinach, bbl	2 75 3 00
Green peppers, crate	3 50
Boston hot house cucumbers, doz.	2 00
California asparagus bunch	0 60 0 75
Potatoes, per bag	1 05 1 10
Sweet Potatoes, basket	3 25
Beets bag	0 75 1 00
Carrots, bag	0 60 0 75
Tomatoes, Florida, crate	3 50 4 00
Tomatoes, hot house, per lb	0 35
Spanish onions, small crates	0 70 1 00
" large crates	3 00
Canadian onions, lb	0 03
Egyptian Onions	0 03 0 03½
Boston lettuce, hot house, per doz.	0 85 1 10
Radishes, doz	0 50
Bermuda parsley, crate	3 00
Mushrooms, per lb	0 75
Horse radish, per lb.	0 12
Beans, green, basket	6 25 6 50
French beans, wax	6 25 6 50
Egg plant, doz.	2 50
California cauliflowers, per crate of 16	8 00
New cabbage, crate	3 50
Florida Celery, crate	2 75 3 00

FISH—Fish remain about the same as last quotations, with the exception of boneless cod, which has risen somewhat.

Fresh and Frozen Fish.

Haddock, per lb	0 05½
Fresh halibut	0 09
Mackerel, "	0 08
Dore, "	0 07 0 08
Pike, lb	0 04 0 06
Whitefish, lb	0 05 0 06
Flounders, lb	0 06
Bluefish, lb	0 15
Shad, each	0 40
Striped Bass, lb	0 12
B.C. salmon, lb	0 09
Qualla Salmon, lb	0 07
Smoked and Salted—	
Haddies, boxes, per lb	0 07½
Kippered Herring, 50 in box	1 10
Yarmouth Bloaters, per box	1 10
Prepared and dried—	
Shredded cod, box of 2 dozen cartons	0 90
Skinless cod, 100 lb. cases	5 25
Strictly boneless pure cod, 20lb. boxes	0 08 0 13
Boneles cod, 20 lb. boxes	0 06½
Boneless fish, 20-lb. boxes, blocks	0 05½
Boneless fish, 25-lb., boxes, per lb.	0 01¼
Oysters and Lobsters—	
Malpeques, bbl	6 00
Standards, bulk, per imp. gal	1 40
Standards, quart tins, sealed	0 40
Selects, bulk, gal.	1 60
Paper pails, 100, pint size	1 10
" 100, quart size	1 50
Pickled fish—	
No. 1 Labrador herring, per half bbl	3 00
No. 1 Mackerel, 20-lb. kitts	1 75
Green cod, large, lb	0 04
Green cod, small lb	0 03
Labrador Salmon, ½-bbls	8 50

TORONTO.

GREEN FRUITS—The fine weather of the past few days is causing quite a stir in business, and an improvement is noted over last week. Pineapples are cheaper and bananas have come down a little. Apples are easier and have shown somewhat of a slump, though good prices are asked for the higher grades. Roughly, the price of apples ranges from $1 to $5 a barrel, according to quality. The November cut of lemons is the new feature of the week. Strawberries last week dropped to 17 cents, but are up again one cent and are rather firm. Oranges are still rising and cranberries are practically off the market. Prospects appear good for the trade during the spring and summer.

Oranges, Navel, new	3 00 3 50
" Valencias	4 00 5 00
" Bahamas	2 00 2 25
Oranges, Blood	2 25
Lemons, California, 210, 300, 360, 420	2 50 3 00
" Messinas, new crop	2 50 2 75
Lemons, California new	3 25
Grape fruit, 54's 80's, 96's	5 75 6 25
Grape fruit Bahamas	3 00 4 00
Apples, No. 1 winter fruit	2 25 3 00
" No. 2 "	1 75 2 25
Apples, fancy spies	3 50 4 50
Bananas, Jamaica firsts, per bunch	1 50 1 75
Bananas, jumbo bunches	2 00 2 25
Almeria grapes, per keg	5 50 7 00
Tangerines	3 00 4 00
Pineapples	4 00 4 50
Strawberries, qts	0 18
Rhubarb, per doz.	1 25 1 35

VEGETABLES—With the advent of new vegetables, quite a number of price changes occur. Canadian Boston-head lettuce, from the vicinity of Hamilton, may be said to open the market to native garden truck, and from now on dealers expect Canadian lines to supplant imported truck. Great quantities of cabbage, new and old, are offering this week and beets, carrots and parsley are among the new stuff offering. Potatoes are about five cents higher, tomatoes are more plentiful and aspara-

gus is coming in more freely. New spinach is expected this week.

New Brunswick Delawares, per bag	1 05	1 10
Potatoes, Canadian, per bag	0 95	1 00
Potatoes, new, bbl.		7 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 25	2 40
" per bag	1 45	1 50
" green, per doz., Canadian	15	0 20
Onions, Egyptian, per sack	3 00	3 25
Onions, Canadian, per bag		1 25
Cabbage, new, per crate	1 50	2 75
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches		0 85
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 75	0 85
Parsley, per doz.		0 50
Celery, Florida, per crate	2 50	2 75
Celery, California, crate		4 75
Celery, Canadian, per doz.	0 35	0 40
Lettuce, imported		1 25
Lettuce, Canadian, doz.		0 35
Cucumbers, imported, per doz.	1 25	1 75
Tomatoes, imported, per crate	2 25	3 25
Mushrooms, per lb		0 65
Radishes, per doz., Canadian		0 50
Spinach, per hamper		1 00
Asparagus, per bunch	0 60	0 65
Beets, dozen bch	0 50	1 00
Carrots, dozen bch	0 75	1 00
Parsley, dozen bch		0 50

FISH—Business is quite a bit better than last week. Holland and Labrador herring are off the market and fresh cod and haddie and Lake Erie take their place. The prices of other lines remain the same. From now on fresh fish will come in more frequently and will supplant the cured and frozen lines.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb	0 08	0 09
Had took, frozen, per lb	0 06	0 07
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Oualla, per lb		0 09
Whitefish, Lake Erie		0 12
Cod, fresh		0 03
Haddie, fresh		0 07
Trout, fresh, per lb	0 12	0 13
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 10
Shredded cod, per doz.		0 90
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 10
Flounders, per lb		0 04
Bloaters, Yarmouth, per box		1 10
Oysters, per gal.		1 85
" in shell, per 100		1 25

B.C. CANNERIES PROGRESSING

Organization Completed of Two New Companies With Bright Prospects.

A note from a correspondent in British Columbia this week tells of progress in connection with newly organized canning companies in that province. These and other facts show that the canning industry in the West is developing rapidly. He says:

"Good progress is being made in the organization of the Chilliwack Canning and Preserving Company, which recently took over the plant of the New Westminster Canning Company, and which will have its plant in the Chilliwack Valley. H. T. Goodland, of Vancouver, has been appointed the secretary, he having had experience in organization work of this kind, and a knowledge of fruit canneries. The directors elected for the year are: M. H. Nelems, P. W. Crankshaw, A. Unsworth, H. Hodgins, P. H. Wilson and J. H. Ashwell.

"The Southern Okanagan Canning Company, which has its headquarters at Penticton, has received its charter and is ready to go ahead. It will have a capacity this year of 75 tons of tomatoes, and the committee has ascertained that this amount is available. The outlook is considered extremely promising."

PINEAPPLES

Season is now at its height. Prices are low and quality fine.

Sizes, 18s, 24s, 30s and 46s. Perfectly ripened and sound.

CABBAGE, CUCUMBERS and TOMATOES

Full direct cars of the above are being received daily by us.

SEND US YOUR ORDERS

WHITE & CO., LIMITED
TORONTO AND HAMILTON

"ST. NICHOLAS" and "HOME GUARD"
November Cut Lemons

are what you could call the "First Selection" of Italy's lemon crop. It will pay you to store a few boxes of this fruit.

W. B. Stringer & Co., Sole Agents, Toronto

FRESH ARRIVALS . . .

Extra Fancy "Golden Orange" Brand

Washington Navel Oranges
Fancy Sweet Sonora Oranges

EXTRA FANCY
California and Messina Lemons
Florida Celery
Early Vegetables and
Ripe Bananas

HUGH WALKER & SON
GUELPH, ONT.

OUR NOVA SCOTIA LETTER

Easter Grocery Trade Brisk—Shipments of Produce to West Indies—Serious Shortage of Butter—Death of Prominent Grocer.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., April 25.—The Easter grocery trade in Halifax was good in all lines, the volume of business being fully up to that of the same season last year. The market at the present time is well supplied with fruit, and green goods from the United States are arriving in fairly large quantities. Strawberries of fair quality are retailing at 35 cents per box. Lettuce, rhubarb, spinach, cabbage, tomatoes and Bermuda onions are now offered for sale. Vegetables are keeping well this season and good stocks of potatoes are available. They are retailing at 75 cents per bushel. Large quantities of produce are now being shipped from here to the West Indies.

* * *

Apple shipments from this port are falling off, as the season is about closed. The last shipment was made this week by the Furness liner, Shenandoah, which took eight thousand barrels. Carloads of the poorest quality of apples have been sent to the cider and vinegar works in the Valley during the past few weeks. No market could be found for this fruit, many of the dealers here refusing to handle it. There is still some good fruit held in the Valley and it commands high prices.

* * *

The heavy demand for eggs during Easter cleaned up the stocks on hand and since then the receipts have been very limited. The continued cold weather has caused the hens to stop laying. Prices range about 17 cents per dozen.

* * *

The butter situation here is quite serious, and such a shortage has not been known for many years. The receipts of dairy butter are very limited, only a few small tubs are reaching the market, and these are readily bought up. According to information received here butter in Boston appears plentiful, and good creamery prints can be purchased there for 30 cents. During the past week it dropped one cent per pound in Boston. The scarcity of butter has caused a demand for preserves, molasses and dried fruits. Grocers report increased sales of these lines and also of syrups.

* * *

The receipts of maple products this season have been rather small, and the demand good. The sugar is quoted at 13 cents wholesale and the wax at 18 cents.

* * *

Poultry is very high and scarce. Fowls are quoted this week at 20 cents per pound. There is a demand for turkeys but none are offered.

* * *

Alexander Urquhart, junior member of R. Urquhart & Son, died very suddenly at his home on Spring Garden Road last Saturday. Mr. Urquhart's health had been failing for some time, but he was able to be at business on the day before his death. He was fifty-three years of age and had been engaged in the grocery business from his boyhood, the firm being one of the first to establish business in Spring Gardens. His father, who is a veteran in the grocery trade, is still able to attend to business and is to be seen daily behind the counter.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD
RICHMOND, - QUE.

SOME CHANGES IN TORONTO.

The business at the corner of Brunswick and Sussex, which has been run for some time by A. Irving, has been taken over by Pattison Bros. The brothers, Ed. and Wesley, are two bright young men who learned their trade in the store they now manage under the guidance of their uncle, Alex. Wray. The business was sold by Mr. Irving to R. W. Hollinger, who formerly ran a store on Clinton St., but about three weeks ago, Mr. Hollinger sold to Pattison Bros., the present proprietors. The young men deserve to do well and prospects are bright.

Geo. H. Hatt, who has been conducting a bright grocery business at 980 Bathurst St., has sold to Mrs. Forest.

Wm. Moore & Son, grocers, 402 Spadina Ave., have sold their business to Mr. Connor, who has recently come from Saskatchewan.

A WORD FOR CANADIAN PICKLES.

Own Product Compares Favorably With Imported Article.

The following letter, which came to us during the week, is self-explanatory:

Editor Canadian Grocer,—In your issue of 10th inst, your Vancouver correspondent makes the statement that one of the retail grocers of that city had drawn his attention to the fact that there was not being offered by the pickle manufacturers a green tomato pickle, such as his mother made, now we beg to take exception to this as we have been offering to the trade for the past seven years and are still offering these goods which are the perfected recipe of Mrs. Lea and we think that he will find that they have that same flavor and relish as the kind that his mother made, as in manufacturing these goods that is one point that we keep constantly before us. We realize that the consuming public today is looking for goods with the home-made flavor. Probably the reason your Vancouver correspondent could not refer this grocer to our goods is the fact that we have not been able as yet to supply the demand in Ontario even after increasing our capacity yearly for the last seven years. We would refer him to our advertisement in this issue where we are giving a short history of these goods.

Our reason for taking this matter up is that invariably in referring to the manufacturers of pickles the Canadian factories do not receive the recognition they deserve as they are at the present time offering the trade as fine a quality of goods as any that are being sold here by foreign manufacturers and at a price that is within reach of everybody.

The Lea Pickling & Preserving Co.,
Simcoe, Ont.

Geo. S. Hall, who is joining the Ontario traveling staff of Red Rose Tea, left for St. John on Tuesday, April 21, to get acquainted with the men and methods at the head office of the company.

PINEAPPLES are seasonable now, let us have your orders and prices will be Right.
THE DAWSON COMMISSION CO., TORONTO

A CHURCH FOOD FAIR

Pleasing Exhibits Made by Manufacturers of Grocery Products in St. Matthew's Church, Point St. Charles, Montreal.

The assembly room of St. Matthew's Church was the scene of a very fine food fair held last Thursday and Friday afternoons and evenings. The hall was decorated in a very artistic and charming manner, the prevailing decorative medium being long streamers of paper of red, white and blue entwined and fashioned into festoons and other artistic arrangements which went to produce a highly pleasing effect. The central part of the floor space was occupied by the Stewart Co., manufacturers of high-class confectionery, The Castle Blend Tea Co. and the Edwardsburg Starch Co. The Stewart Co. displayed a very fine line of confectionery which was arranged in the third booth in the centre. Mr. McManus, the Montreal representative, was in charge. Occupying the first position in the centre was the Edwardsburg Starch Co. with their line of corn syrups and starch. This was a very fine exhibit. Immediatly behind them might be found the display by the Castle Blend Tea Co. A particularly interesting method of packing was on view in their exhibit, consisting of what was apparently a book, but which on opening the cover was found to contain three pounds of tea instead of literature. Commencing at the left entrance and running around the room were seen the exhibits of such firms as Bovril, Ltd., the famous fluid beef people; E. W. Gillett, Co., Ltd.; Magic Baking Powder, and other products. Comfort Soap also grasped this opportunity for business publicity. In a corner next to the Comfort Soap was the exhibit of the Cowan Co., Toronto, which was in charge of two young ladies and their Montreal representative, E. J. Cowan. Mr. Cowan showed a desire to advertise specially their Maple Buds, which he was doing by distributing this wholesome product to those present. Near the last named exhibit was the booth of Dr. Price's Breakfast Foods, which, though not very large, was very nicely arranged. At the rear of the hall was situated a broad staircase, which made an admirable stand for a display of the famous Royal Household Flour. Next to this there was a donation booth where the ladies of the church had on sale various products given by the exhibitors and others. In this corner might be found also the display of the Bee Starch Co. On the right-hand side of the hall the products of the Ozo Co. were on exhibition, consisting of jams, pickles, vinegars and sauces. These are strictly Canadian products which meet with the approval of those who are connoisseurs. The Imperial Ice Cream Co. placed themselves in the hands of the young ladies of the church who by those methods, peculiar to themselves, not only efficiently advertised the ice cream but augmented very materially the funds of their church.

PERSONAL NOTES.

C. N. Smith, accountant of the Red Rose Tea Co.'s Toronto office, is spending a couple of weeks' holidays in Boston.

R. Carignan, representing Laporte, Martin & Co., Montreal, left last week for a trip to Detroit and intervening western points.

Geo. V. Kneen, formerly traveler for seven years in Eastern Canada for Fels-Naptha Co., has bought out the grocery of E. Brisson, 384 Bourbonniere St., Maisonneuve, Montreal.

F. R. Lawlor, M.P.; W. R. Drynan and R. L. Innis, of the Canadian Canners, Hamilton, were in Montreal Friday last. Messrs. Lawlor and Drynan left for the Maritime Provinces Saturday, while Mr. Innis returned to Hamilton. All the gentlemen were very much pleased with the display of their goods made by their agents, J. Alex. Gordon & Co., at the Exhibition of Groceries in the Arena.

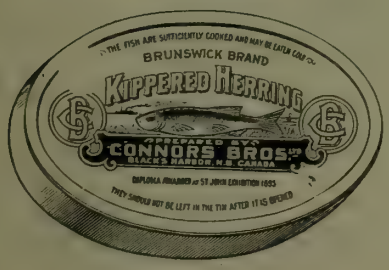
"Brunswick Brand"

We have now new Pack of

Clams and Scallops

and will be pleased to receive orders for any of the following goods :

Herring Tomato Sauce
Kippered Herring
Finnan Haddies and Sardines



Connors Bros., Limited

Black's Harbor, N.B.

Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,

HALIFAX, N. S.

P. O. BOX 352

MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication will be begun shortly in The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at $1.00. Of course, regular subscribers get it without extra charge. We would appreciate very much our readers drawing the attention of commercial travelers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

A salesman of experience realizes that ideas —practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.

MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin $1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,
Subscription Department,
10 *Front St. E., Toronto:*

Please send me The Canadian Grocer regularly during the time you are running "Men Who Sell Things."

....
Name.
....
Street.
....
Town.

Classified Advertising

Advertisements under this heading. 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	" 6 months...	17 00
"	"	" 3 months...	10 00
50	"	" 1 year.....	17 00
"	"	" 6 months...	10 00
25	"	" 1 year.....	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

If you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—A Multiple Drawer National Cash Register, second-hand. Apply to J. M., Whig Office, Kingston. (19)

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St, Toronto. Phone Main 4673. (19)

FOR SALE—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

FOR SALE—Grocery store fittings. Up-to-date oak fittings, snap if bought at once. Write Box 1325, Regina, Sask. [19]

FOR SALE—$100 easy money. You can just save $100 on a new up-to-date National Cash Register used three months. Easy terms. A. M. McLaren, Guelph. [19]

FORTUNE SODA FOUNTAINS are for grocers and confectioners who do not wish to invest in an expensive fountain, or incur the trouble and expense of having cylinders charged. They take up small space and make large profits. Moderate price for cash or monthly instalments, or leased at five dollars for the season. Write for circular. R. McGregor, 99 Gladstone avenue, Toronto. (19)

SITUATIONS VACANT.

WANTED—Salesman for New Brunswick by leading wall paper manufacturer. Address Box No. 193 CANADIAN GROCER.

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATIONS WANTED.

WANTED—Man with 25 years experience in general store business is open for engagement as store manager. Good references furnished. Apply to N. Roberval, Lake St. John, Que. (18)

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

BOARD OF CUSTOMS AT OTTAWA.

Consider Several Questions of Interest to Grocery Trade.

A letter from our special correspondent in Ottawa last week notes a couple of items of interest to the trade. He says:

"The Board of Customs held an important sitting here on April 14th and 15th, when some dozen questions were under consideration. Among the tariff points debated was the question as to a special or dumping duty on syrup made in bond in England. It was held by the importer that this syrup should be classed as sugar and declared exempt from the special duty clause under the provisions of section 6 (c) of the Tariff Act, which provides for a special duty not exceeding 15 per cent., in addition to the regular duty. The departmental view is that a commodity of this kind is dutiable under item 140 of the several rates of duty, 35c per 100 lbs. (British), 45c (intermediate), and 50c per 100 lbs. (general tariff).

"A product invoiced as 'Fruit Puddine,' which is a compound of starch and cocoanut, with flavoring, was also before the Board. It was held that this article should be rated as a preparation having the qualities of starch under the provisions of item 39 of the Tariff Act, which reads as follows:

"'Starch, including corn starch, potato starch, potato flour, and all preparations having the qualities of starch, the weight of the package to be included in the weight for duty, 1c per lb. (British), 1½c per lb. (intermediate and general).'

"The decisions of the Board will be promulgated in a few days."

NOTES.

J. P. Durand, grocer, London, has assigned.

J. T. Peck, grocer, Toronto, has gone out of business.

Frank McKim, grocer, Northbrook, Ont., has assigned.

C. & J. Haddad, general merchants, Parry Sound, have assigned.

The plant of "Metropolitan Oils and Soaps," Toronto, is offered for sale.

The assets of Wilfrid Savard, general merchant, Lorette, Que., have been sold.

P. M. McKay's Sons, grocers, Milton, Ont., advertise their business for sale.

Geo. E. Fligg, grocer, Toronto, has sold his business to Harvey W. Willis.

Geo. E. Knott, grocer and confectioner, Toronto, has sold his business to Mrs. Lucy Joy.

The general store business of the Jos. St. Onge estate, St. Onge, Ont., is advertised for sale.

Geo. B. Barrager, Nesbitt, Man., has taken over the general store business of Sharp & Barrager.

Frederick Marshall, general storekeeper, Huttonville, Ont., is discontinuing business.

Jamieson Bros., grocers and flour and feed dealers, North Dovercourt, Toronto, have sold their business to the Toronto Co-Operative Equitable Society.

When a Customer Comes Back

It must be because of quality in the previous purchase. If you sell

Royal Sport and Hogen Mogen Cigars

your customers will always come back, though they be of the most exacting class of smokers. Obtainable from

The Sherbrooke Cigar Co., Sherbrooke, Que.

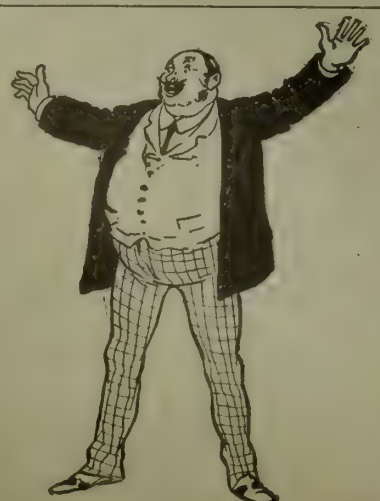
Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA



TELL THEM!

are you Looking

For a **Clerk**
For a **Position**
For a **New Store**
For a **Buyer for your Business**
For an **Agent or an Agency.**

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **1 cent a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

APPRENTICES

can Bank **Money** in a few weeks.

Work will take but a few hours a week.

You Need no Money because we provide the capital.

We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.

If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.

Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

The MacLean Pub. Company

10 Front St. E., TORONTO

GROCERY FACTS.

Interesting Information Regarding the Regular Lines Handled by Grocers.

THE PEPPER TREE.

Though cultivated to some extent in southern Europe, Bulgaria, Servia and other places, the original home of the pepper is in the tropical zone, a great deal coming from the East Indies where large plantations flourish in the ideally adapted soil.

It grows very rapidly and unless checked, will reach a height of from 20 to 25 feet. However, to obtain the best results and the greatest fruit production, it is necessary to trim about 10 feet.

The pepper tree is of a climbing variety, and in the plantation greatly resembles our western hop fields with their network of supporting wires and poles.

The trees bear heavily, yielding two crops per annum, and the fruit grows in clusters of from 30 to 50 berries each. While ripe the berries are a bright red.

If picked while ripe, the berries will, upon being washed clean of the outer shell, or parchment, and sun-bleached, produce what is known as white pepper, while, if picked before they are allowed to ripen and sun-dried for two or three days, and then separated from the stock by hand-rubbing, they give us our black pepper.

Decorticated white pepper is obtained by grading the black pepper, according to the size of the berries, and subjecting it to a dampening process, after which it is run alternately through a decorticator and a tailing machine completely removing the black shell.—Toledo Grocer and Butcher.

PRESERVED GINGER.

Preserved ginger, both Chinese and that from the West Indies, are supposed to be prepared from the same kind of plant, Zingiber officinale, but Chinese is much more tender and succulent than the West Indian product—so much so that it is impossible to dry the rhizomes sufficiently to render them fit for export in the usual commercial form; if it had, dried ginger would have been exported from China long ago.

In China the young green tubers, or roots of the plant, are first scalded, then washed in cold water and peeled. They are next covered with a weak syrup (say, one pound lump sugar in six pints of water for twelve pounds of ginger), and left for two days. The syrup is then poured off and replaced by stronger syrup, and this is repeated two or three times until the syrup is made very thick (say, twelve pounds of sugar in twelve pints water, boiled and stirred till of the consistency of virgin honey), and the ginger swollen, bright and nearly transparent. The pieces of ginger thus charged with syrup are then packed in jars or glass bottles as close as possible and these are next filled up to the very top with more thick syrup, so as to leave no room for air. The bottles are finally corked and the jars are made air-tight by pasting lids and parchment over them. The Chinese preserved ginger is nearly all prepared at Canton and Hong Kong.

TRADE NOTES.

Frank Tyler, general merchant, Muncey, Ont., has assigned.

Henry Beauchamp, general merchant, Deux Rivieres, Ont., has assigned.

M. Daher & Bros., general merchants, Cobalt, Ont., have sold their business.

The assets of J. M. Duguay, fruit dealer, of Hull, Que., have been sold.

The assets of the Dominion Tea & Crockery Co., Ottawa, have been sold.

Mistele Bros. & Co.'s general store at Rodney, Ont., was partly burned last week.

The assets of Thos. Deery, poultry dealer, Montreal, are advertised for sale by tender.

The assets of J. P. Landry, general store, Ste. Anastasie, Que., were sold on April 30th.

The general store of A. C. Landry, Ste. Flavie Station, Que., was partly burned last week.

Cain Bros., grocers and hardware, of Grand Valley, Ont., are succeeded by Cain & Nelson.

E. Littler, manager of Lowney's Canadian branch, returned last week from a short visit to Boston.

Chas. McNown's general store, Vankleek Hill, Ont., is now under the management of McNown & Robinson.

B. A. Fisher, representing the Walter M. Lowney Company, Montreal, is arranging for the opening of a branch in Quebec.

The Armour Packing Co., Chicago, are considering the placing of a distributing branch for western Canada in Fort Frances, Ont.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

Established 1887
JOS. COTE, QUEBEC
I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.
JOS. COTE, Importer, QUEBEC
N.B.—Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

IT IS TIME TO PREPARE FOR SPRING

If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Keeping Books By Machinery

There was a time when the only way to harvest grain was by means of a hand sickle. Then came the cradle, and finally the self-binder.

Some firms still stick to the old-fashioned way of keeping their books; and this in spite of the fact that the

Allison Coupon System

works automatically and like a piece of machinery and is as much cheaper and better as is the self-binder and thresher better than the sickle and flail. Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

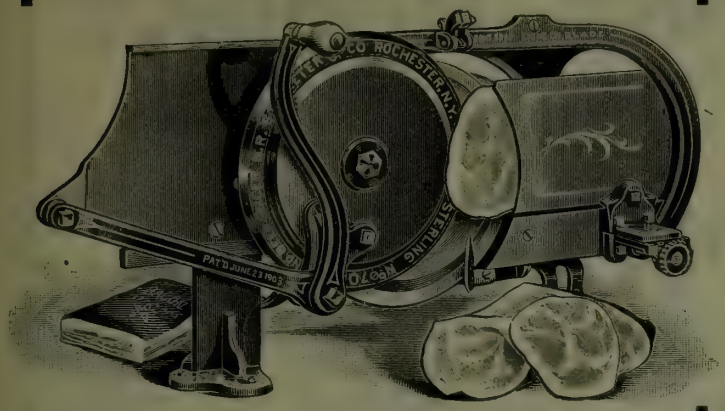
WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

THE STERLING

Equal to any slicer at any price at one quarter the cost.



Do your customers complain at their bacon being cut too thick or their cooked ham being haggled and uneven?

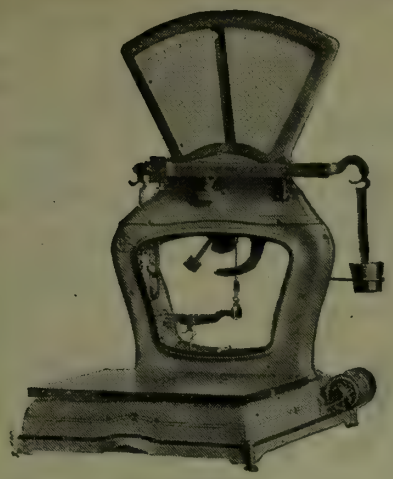
Do you complain at the loss of the ends and the waste which occurs in the old way of cutting with a knife?

THE STERLING cuts to the last slice.

Write us for illustrated booklet and full information.

HOWARD BROS. **Brantford**

CANADIAN AGENTS



NO. 70 MODEL

BEFORE YOU BUY A COMPUTING SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle **all** your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

Boston Special

Absolutely Automatic

The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

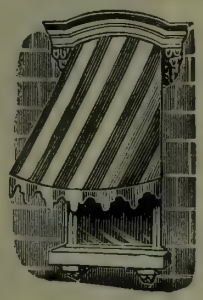
No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

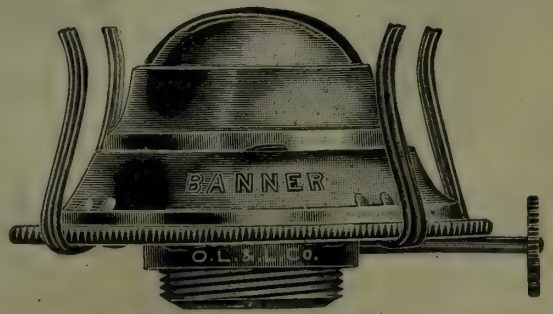
Send for Prices and Particulars.

THOMAS SONNE, Sr.

JAS. F. SONNE, Proprietor and Manager

193 Commissioners Street, - Montreal

Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

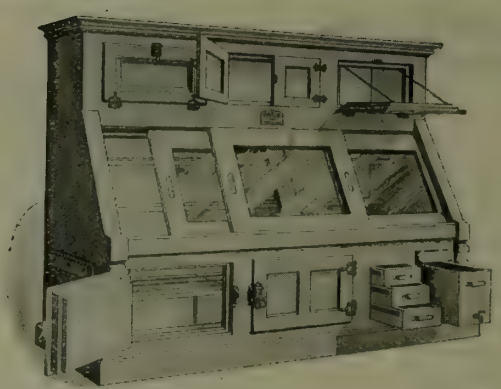
"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Mr. Grocer, Be up-to-date and use the

Aubin's Patent Refrigerator

Perfect Dry Air Circulation.

Highest testimonials from leading grocers in Canada.



Made in 10 sizes.

Silver Medal Quebec Exhibition.

Diplomas:
Ottawa, Montreal and Toronto

C. P. Fabien
Manufacturer
Montreal

Toronto Sample Room: Stewart & Co.
Representative, 178 Victoria St.

WHEN FITTING UP YOUR STORE
it'll pay you to let me quote prices. I will design and make the kind of fittings that really will suit you.
Write or Phone NOW.
J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency
313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

When writing advertisers kindly mention having seen the advertisement in this paper.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 1, 1908.

Baking Powder.

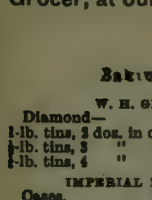
W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½ lb. " " "	1 20
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 11
In 10-box lots or case	0 10
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$ 3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

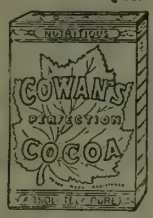
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1
White Swan Self rising Buckwheat Flour, per doz, $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz, $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz	2 40
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22
Special quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert ½-lb. cake, 12-lb. boxes, per lb	$0 33
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb	$ 1 35
Parisian 8s, lb.	$0 30
Royal Navy ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolat—	
Maple buds, 5-lb. boxes, lb	0 34
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .80
½ " " " " "	2.40
¼ " " " " "	4.75
1 " " " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley. Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choi e chocol te liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 13
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
1b "	0 27
½b. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

JAMES TURNER & CO. Per lb

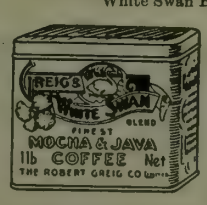
Mecca	$0 13
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. 1 " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb.
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3 60.
Cafe L'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 5's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb	0 33
" No. 2 " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

EXTRACT OF BEEF.

LAPORTE, MARTIN & CIE, LTD.

Vita Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

THOMAS J. LIPTON
Prices on application.

Assorted Case,	Contains 2 doz. $2.50
Chocolate (Straight)	Contains 2 doz. $2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz. $2.50
Lemon (Straight)	Contains 2 doz. $2.50
Unflavored (Straight)	Contains 2 doz. $2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

Another Store-keeper Sued for Damages

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts $15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. ***RISING SUN*** Stove Polish and ***SUN PASTE*** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair** at **St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.

LIMITED

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails.....	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 12

Jelly Powders

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.

List price 7[illegible] 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 09¾	
Tubs, 60 lbs. 0 09¾	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 [illegible]
" 100 sticks.....	0 73
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " .	4 65
7-lb. " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON

Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins.....per doz.	$1 40
" ½-lb. tins ..... "	2 50
¼-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins.....per doz.	0 85
" 1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 25
5 cases.....	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Glorioia soap.....	"	12 00
Straw hat polish.....	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 [illegible]
Barrels, 200 lb.....	0 [illegible]
Kegs, 100 lb.....	0 07

The Slogan of the Future

ESTABLISHED 1879

An expert in trade progress makes this bold statement:

"Each year it becomes more and more necessary for the retailer to confine his attention to goods of known value."

And on the firm and lasting foundation of merit and worth

WOOD'S COFFEES

stand forth. Their "known value" has been demonstrated for more than a quarter of a century.

The Grocer who "confines his attention" to them reaps his reward in profitable trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Lil White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
6-lb. toy trunks, 8 in case..... 0 08
6-lb. enameled tin canisters, 8 in case..... 0 08
Kegs, ex. crystals, 100 lb..... 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... $0 08
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00
Cabinet Starch—
Boxes of 45 cartons, per case.... 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 6½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07½
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07½

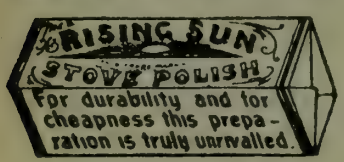
SAN TOY STARCH.
pkgs, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07½
Durham corn starch, 40 lb. 0 06½
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 07
" 3-lb. cartons, 36 lb.. 0 07
" 200-lb. bbl..... 0 06½
" 100-lb. kegs..... 0 06½
Canada Laundry, 40 to 46 lb..... 0 06
Ivory Gloss, 3-5 family pkgs., 48 lb 0 08
" 1-lb. fancy, 30 lb. 0 08
" large lumps, 100-lb kegs 0 07
Patent starch, 1-lb. fancy, 24 lb.. 0 08
Brown Gloss 1-lb. packages 40-lb 0 06½
Coldwater Ivorine Starch, per box, 40 pkgs..... .... 3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lbs	1 25	each
3 " " 38½ lbs	1 75	"

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lb	1 25	each
" " 38½ lbs	1 75	"

2-lb. tins, 24 in case, per case .. 2 40
5-lb. " 12 " " " 2 75
10-lb. " 6 " " " 2 65
20-lb. " 3 " " " 2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½'s	$0 35	$0 50
Blue Label, 1-lb. and ½'s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½'s	0 20	0 25
apan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 21	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb	$0 35
" " 60 ½-lb	0 35
" " 80 1-lb	0 35
" " 120 ½-lb	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ⅛s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ¼s	0 30	0 40
" " ⅛s	0 25	0 32
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 12s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 42
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$ 110
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

BATGER'S

Lime Juice Cordial

ALREADY SWEETENED,
DELICIOUS FLAVOUR,
REFRESHING,
QUENCHES THIRST,
SELLS WELL,
VERY HANDY,
DOES NOT NEED SUGAR.

These are just a few reasons why you should STOCK BATGER'S LIME JUICE CORDIAL. If you have not ordered it would be well to do so now. Results will please you.

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ROSE & LAFLAMME, Limited
MONTREAL & TORONTO

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"Non-Pareil" Reg'd.
"Salad, Edible and Cooking Oils"

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—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

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MANAGER KENTUCKY REFINING CO., Incorporated
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Woodenware
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United Factories Ltd., Toronto

Yeast.
Gillett, E. W., Co., Toronto.

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No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

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"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PURSET,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

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I. C. STEWART, Halifax.

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'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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JOHN FORMAN, - 644 Craig Street

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232 McGill Street, MONTREAL — 10 Front St. East, TORONTO.

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

Salt,
Salt,
Salt–

VERRET, STEWART & CO.
LIMITED
MONTREAL

Tomato Pulp
(HIGH GRADE)

May we submit sample and quote you?

Write us.

J. H. WETHEY, LIMITED
ST. CATHARINES

Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXII. MONTREAL, TORONTO, WINNIPEG, MAY 8, 1908. NO. 19.

Still the leader in Blue

Keen's Oxford Blue

is the grocer's most reliable brand of laundry blue. Its superior excellence and non-streaking qualities make it the safest brand to sell.

For sale by all jobbers.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion Montreal

STARCH

For Sale by All Grocery Jobbers in Canada.

For Cooking Purposes, Puddings, Blanc-Manges, Desserts,

Benson's "Prepared" Corn

For the Finest Laundry Work

Edwardsburg "Silver Gloss" Starch

are unequalled as trade-getters and trade-holders.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

MACONOCHIES'

Pickles, Sauces, Jams, Marmalade, Canned Fish, Etc.

FOR INFORMATION APPLY TO

GENERAL AGENTS FOR CANADA AND UNITED STATES:

MacLaren Imperial Cheese Co., Limited

HEAD OFFICE: TORONTO

From Father To Son

A business that descends from father to son is usually a long time in the making. If it is worth having at all it is certainly worth keeping. And the proud old father of Felix Codou admonished his son to preserve that reputation for quality he had gained only by a life-time of hard earnest endeavor to produce a Macaroni that would be the peer of all.

Codou's Macaroni

And Vermicelli, Spaghetti, fancy letters and figures — pastes of all kinds (but only the best of each) take equal rank with the Macaroni made by Codou. The factory has been enlarged several times — isn't that fact an eloquent tribute to the steadfastly maintained high quality ?

AGENTS :

Arthur P. Tippet & Co.

Montreal, 8 Place Royale
Toronto, 84 Victoria Street

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
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WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attention

MONTREAL

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

MEGS
NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE. — 822 Notre Dame St E.
OTTAWA, ONT. — 49 Anigesea Square

C. A. MORIN
formerly manager of one of Canada's important manufacturing industries, intends resuming the brokerage business in Montreal (formerly of Morin & Co.) and has opened an office. Through his extensive knowledge of groceries and wide connection in Quebec Province, he can promise first-class service to firms desiring up-to-date representation in this district. Highest references. Address:
Room 35 Alliance Bldg.,
107 St. James St., MONTREAL.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

REGINA.

Grocery and Fruit Broker
REGINA, SASK.
J. L. PEPPARD
First to Start. — Your Account Solicited.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

TORONTO.

SWIFT'S SILVER LEAF LARD
Tubs and Pails
Now in Store.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

FRASER & AISTHORPE
Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

ON SPOT
Currants
Evaporated Apples
Canned Strawberries
Valencia Raisins
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

(Continued on page 4.)

A sure, easy and satisfactory way to make money

Sell

½-lb.
1-lb.
2-lb. cans—
Whole or ground—

Retails at 40c. lb.

It will bring you new customers
WE GUARANTEE EVERY TIN.

EBY-BLAIN, LIMITED

COFFEE IMPORTERS

TORONTO

Popular and Profitable

The tea for you to handle is the tea which proves entirely satisfactory to your customer. That tea is

Blue Ribbon Tea

Retail price is from twenty-five cents to a dollar a package, yielding you from twenty to thirty-four per cent. of easily earned profit.

THE BLUE RIBBON TEA CO.
Montreal and Toronto

Manufacturers' Agents—Continued.

TORONTO.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

ELSOM & WHITLOCK
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Wholesale Fruits and Produce
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THE MOOSE JAW FRUIT AND PRODUCE CO.
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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

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J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

GROCERY BROKERS
and Manufacturers' Agents
CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
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Commission Brokers and Manufacturers' Agents
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Correspondence Solicited

STUART WATSON & CO.
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Domestic and Foreign Agencies Solicited.

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F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
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AGENTS WANTED
to sell "TILBURY BRAND" canned goods on following territory. Montreal City and East, Eastern Ontario, Toronto City, Western Ontario, British Columbia. Our goods are strictly first-class and we want only first-class men to sell them.
The TILBURY CANNING COMPANY, Limited
TILBURY, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL.
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alchol

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.
Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. A. IRVING, Gen. Man. Western Canada, Toronto.

SOMETHING ABOUT PEAS

CANNED PEAS are sold in four grades or qualities--

Grade 1, known as Extra Fine Sifted Peas, or Petit Pois (Tresfins.)

Grade 2, Extra Sifted Peas, known as Sweet Wrinkle.

Grade 3, Double Sifted Peas, known as Early June.

Grade 4, Sifted Peas, known as Standards or Marrowfats.

Prices for these Peas vary according to Grade.

The brand is not an indication of the Grade. Make sure that you get the grade you pay for.

You cannot mistake **Aylmer Faultless Peas** as they have a **wrapper label.** These are the **finest Peas on the Market** at the price.

They will realize a **splendid margin of profit.** All you have to do is to call your customers' attention to them to make **quick sales.**

CANADIAN CANNERS, Limited

Old Homestead Brand

is a Cure for Failing Business

Many a grocer loses trade because his package goods are not up to the mark. A grocer should remember that, although from an exterior point of view, most canned goods look pretty much alike, when the can is opened—well, there's difference enough. You certainly ought to know—to find out—what is the **quality** of the canned goods you are handling.

Your Customers Rely On You

to recommend something they will like, something that is healthy, at a moderate price.

Recommend Old Homestead Brand

and you will never regret it. The purity, the natural, well-preserved deliciousness of Old Homestead Brand will hold your customers unfailingly.

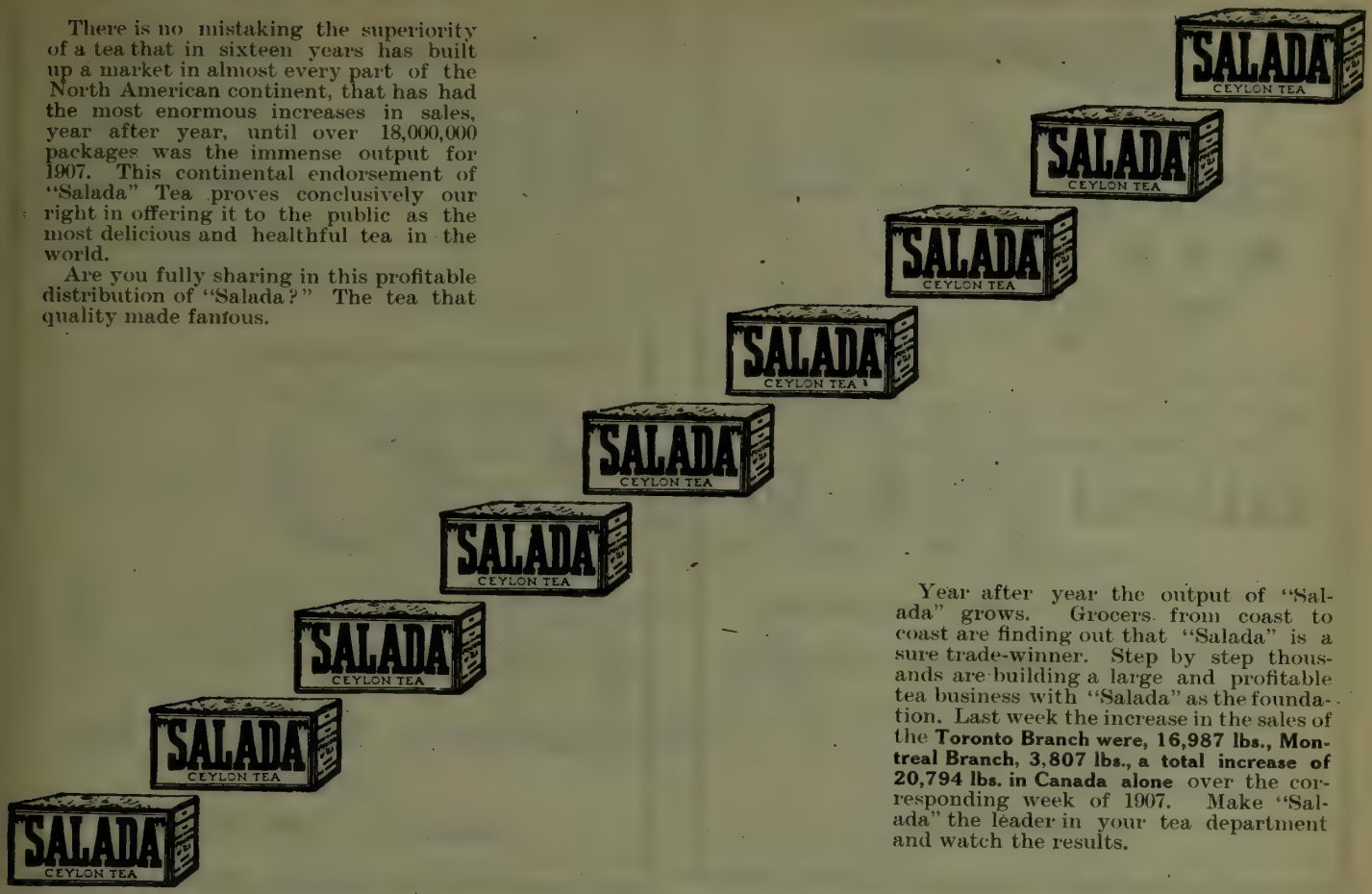
Ask Your Jobber for Old Homestead Brand—if he's a good jobber he has it.

The Old Homestead Canning Co.

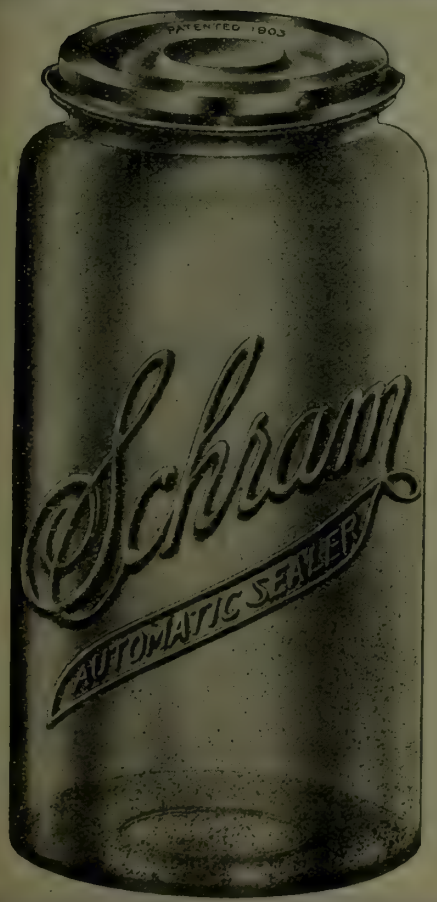
Picton, Ontario

There is no mistaking the superiority of a tea that in sixteen years has built up a market in almost every part of the North American continent, that has had the most enormous increases in sales, year after year, until over 18,000,000 packages was the immense output for 1907. This continental endorsement of "Salada" Tea proves conclusively our right in offering it to the public as the most delicious and healthful tea in the world.

Are you fully sharing in this profitable distribution of "Salada?" The tea that quality made famous.



Year after year the output of "Salada" grows. Grocers from coast to coast are finding out that "Salada" is a sure trade-winner. Step by step thousands are building a large and profitable tea business with "Salada" as the foundation. Last week the increase in the sales of the **Toronto Branch were, 16,987 lbs., Montreal Branch, 3,807 lbs., a total increase of 20,794 lbs. in Canada alone** over the corresponding week of 1907. Make "Salada" the leader in your tea department and watch the results.



Your Customers Will Buy

No other fruit jar when they hear about the

Schram Automatic Sealer

A fruit jar that is easy to seal---Easy to open---and an absolute perfect SEALER every time.

They are better made than other jars. Clear Glass---no sharp edges. Every one perfect. 8,200,000 Schram jars sold in 1907.

Ask your jobber, if he cannot supply you, write us.

"The Price is Right."

Schram Automatic Sealer Co.,
of Canada, Limited

WATERLOO, ONTARIO

886

To Seal—Merely place cap over jar and press gently into place—That's all.

To Open—Insert the blade of a knife and raise the edge—That's all.

Y. & S. SCUDDER M. & R.

STICK LICORICE

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENGES, ETC.,**

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.

Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street

Winnipeg Sales Agency—
Wiseman-Ashley Company.

St. John Sales Agent—
H. S. Daly.

Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis,	Quebec.	William Forbes,	Ottawa.
C. DeCarteret,	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Greening,	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited

Montreal and Toronto.

GENUINE MERIT

and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All grocers should sell it —if they don't they miss sales.

ROSE & LAFLAMME, LIMITED
Agents, Montreal and Toronto

TO THE TRADE:

You Should, in Selling

CEYLON TEA

Teach the Customer

How To Prepare It

The Superabundant Life and Vigor of the Ceylon Plant Give Its Leaves

ALL TEA PROPERTIES IN HIGH DEGREE

3 to 5 MINUTES' DRAWING

With Furiously Boiling Water, Suffices to Obtain the

Delicious Aroma, the Delicate Flavor and the Invigorating Tonic.

LEA'S

The Pickle with the Home-made Flavor

History of the Lea Pickle.

1901 For the last twenty years made by Mrs. Lea for her own table.

1902 Made by Mrs. Lea for sale in their store.

1903 Demanded by the outside consumer. A small factory started.

1904 Premises too small, moved into a larger place and unable to supply the demand.

1905 Factory used last year too small; unable, on account of accommodation, to supply the demand; another addition.

1906 Demand so large that stock was all sold in March, and large orders received through the balance of the pickle season were not filled.

1907 Formation of the Lea Pickling Co., to enlarge premises and carry on the business on a larger scale, with more up-to-date packages, using the same care in packing the goods, and processing done as before under the supervision of Mrs. Lea.

1908 April 15th, and we are again sold out of all bottle goods, after doubling last year's output, and preparation being made that we hope to be able to fill all orders received during the coming season, we are adding to our already large line a TID-BIT pickle that we think will be the finest goods ever offered to the Canadian trade, and at prices in reach of everybody. The fame of these goods is reaching from the Atlantic to the Pacific, and we are daily receiving inquiries from all parts of the Dominion, when you consider that these goods have not been formerly advertised and only now in a small way, that the HOME-MADE flavor must be popular with the consumer. If you will try a small quantity of these goods when they are again offered in August, you will be surprised that so home-like a pickle can be turned in a factory.

Packed By

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

UNEXCELLED FOR QUALITY

EVERY PACKAGE GUARANTEED

Box Calf Combination For Ladies' and Gents' Box Calf, Vici Kid and all Black Shoes.

Russet Combination For all kinds of Russet and Tan Boots and Shoes.

Ladies' Special For Ladies' and Children's Fine Boots and Shoes.

French Glycerine To retail at 10c. For Ladies' and Children's Shoes.

Black O A Black Liquid and Paste combined to retail at 10c.

Tan O A Tan Liquid and Paste combined to retail at 10c.

Patent Cream For polishing and keeping soft and pliable all kinds of Patent and Enamel Shoes.

Special Paste In Black and Tan for polishing Box Calf, Vici Kid or Russet Shoes of any kind.

FOR SALE BY

ALL WHOLESALE GROCERS
AND JOBBERS

MANUFACTURED BY

L. H. Packard & Co. Limited

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF
HIGH-CLASS

SHOE DRESSINGS

In Strength and Purity

Shirriff's Flavoring Extracts

Stand at the Top—Unequalled.

Let Shirriff quality increase your extract sales. Prices on Request.

Imperial Extract Co., 18-22 Church St., Toronto

WAGSTAFFE'S

Fine Old English

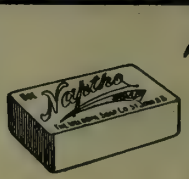
Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS



Naptho SOAP

MADE IN CANADA

NAPTHO SOAP

gives complete satisfaction wherever used, as evidenced by our rapidly expanding sales.

Try a sample order. It will pay you.

The Welcome Soap Co.
Limited
St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE:

The market in Japan is now open, and we shall be prepared to quote prices on high-grade New Season's in a few days.

We have a very few of last season's on hand. These are teas which cannot be duplicated until August next.

S. T. NISHIMURA & CO., Sole Agents. - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

WANT ANYTHING

1 CENT A WORD

Canadian Grocer Want Ads Bring Results.

They are read by the entire grocer trade.

1 CENT A WORD

USE WANT ADS

SUGAR SYRUP

2 lb. Tins. Retail 10c. This is a seller

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

This Week Only!

If you are interested, write for samples of our

NEW JAPAN TEA at 19c.

We solicit enquiries.

No trouble to submit prices.
We carry a large assortment.

S. J. CARTER & CO.
WHOLESALE GROCERS
58 McGILL ST., MONTREAL

They are
"Yours for More Trade."

"Laurier" and "Togo"

MATCHES

Grocers and general merchants in all parts of Canada have made money selling these brands.

We save you money in freight charges.

The Improved Match Co. Limited

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

STOVE POLISH

Always in use, and if you see that your customers are supplied with

James Dome Black Lead

you will always please them. The BEST STOVE POLISH on the market to-day.

W. G. A. LAMBE & CO., Canadian Agents

3000 Acres of Mother Earth

in the finest garden section of Prince Edward County, pay annual tribute to the unequalled quality of

FARMER BRAND

Canned Fruits and Vegetables

Right from the garden into the can with the least possible handling and what little handling there is, the most skilful. Farmer Brand preserves every speck of the pristine deliciousness of nature's gifts. Is it any wonder that grocers prefer handling Farmer Brand?

Farmers' Canning Co., Limited

Bloomfield, - Ontario

It is a known fact that

Sterling BRAND

MINT CHILI
WORCESTER

SAUCES

CANNOT BE BEATEN
FOR QUALITY

The T. A. Lytle Company, Limited
Toronto

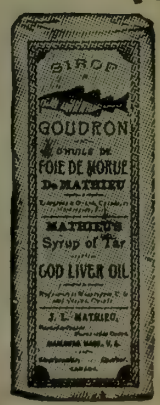
Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?



J. L. MATHIEU CO.
Proprietors SHERBROOKE, P.Q.
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

We Distribute from Three Points

From three centrally located warehouses, we distribute merchandise to all points throughout Western Canada.

The country is constantly growing, and we are growing with it.

We always keep our facilities abreast of the demand, therefore we are always able to properly take care of both consignors and customers.

We have room for a few more things.

If you want reliable, responsible agents to look after your interests in Western Canada, write us.

This territory is a big market now, and is growing bigger.

Write us, and make arrangements now. The business is worth looking after, and we can look after it better for you than you could look after it yourself.

Yours truly,

NICHOLSON & BAIN

Established 1882

CALGARY **WINNIPEG** **EDMONTON**

To Our Canadian Trade:

We want to call your attention to the extensive advertising we are doing on **"FORCE"** and **KORN-KINKS.** This will continue for many months. You are going to have such calls for these products as you never had before. Better see that your stock is in good shape.

"FORCE" the Standard Flaked Wheat Food—the best advertised product known—**Better than Ever.** It has always led and others have followed.

KORN-KINKS the **only malted** Corn Flakes on the market—made from best grade of white corn. A "winner" for you at 5c. per package to the consumer.

No Deals of any Kind—One Price to All.

"FORCE" per case of 36, - - - **$4.50**

KORN-KINKS per case of 72, - - **$2.85**

Anticipate Your Wants. We will be Pleased to Have Your Orders.

THE H.O. MILLS

HAMILTON, - ONTARIO

Diamond E Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for "**DIAMOND E**" Blend Coffee this brand has long since been tested by the public, and the verdict has been "**Perfect.**"

THIS MAKES IT A SAFE PROPOSITION

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Oso Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind $1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

Tartan

SIGN OF PURITY **BRAND**

Don't worry about **CANNED GOODS** for six months yet and remember we look after you and **TARTAN** will be up to its standard of quality.

In store, **New Brazil Nuts, New Maple Syrup and Sugar, New French Mushrooms.**

Headquarters, **Lea's Pickles, Leard's Whole Chicken all ready to use, Smith's Glass Lobsters, Wagstaffe's Jam and Marmalade.**

Wagstaffe special **New Seville Orange Jelly.** The finest yet to retail, 20 cents.

Mail orders carefully executed. PHONE 596 Free to Buyers.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

REINDEER condensed **COFFEE**

Hot Water Only — Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

New Maple Syrup

All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

There will be something doing next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE CANADA SUGAR REFINING CO.

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

Now is the Time

To place your orders for **Balmoral Marmalades** in 1 lb. and 2 lb. glass jars, and 5 lb. and 7 lb. tins.

ABSOLUTELY PURE

J. W. WINDSOR

Sole Agent for Canada

MONTREAL

GREENBANK

LYE and CHLORIDE OF LIME

For Spring Cleaning

Greenbank Solid Lye 1 lb. Tin..... .65 doz.

Red Heart Lye (Powdered) ½ lb. Tin..... .65
12 oz. " ..... .85 doz.

Caustic Potash 20 lb. Tin.....$2.50 each

CHLORIDE OF LIME

(Best Disinfectant Manufactured)

¼ lb. Tin..... .45 doz. ½ lb. Tin..... .70 doz. 1 lb. Tin.....$1.30 doz.

Sold by all Wholesale Grocers, Hardware Merchants and Druggists.

SPECIAL PRICE TO THE TRADE.

L. CHAPUT, FILS & CIE. - MONTREAL

Distributing Agents

ESTABLISHED 1840

The individual wrapper on the "Pansy Broom"

is a distinctive feature you will find on no other make, it keeps the broom in perfect condition until it reaches the consumer.

H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE
92 Adelaide Street West

TORONTO

FACTORY
15 to 21 Jarvis Street

BROOMS

We offer **the best** values.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

ENGLAND'S MOST POPULAR SAUCE

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H. P. Canadian Advertising is creating a demand for YOU to supply.

The name H. P. signifies "Houses of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices:

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

12

NOWADAYS

people put a grocer down as a back number if he can't supply them with

2 IN 1 STOVE POLISH

Consequently, all up-to-date grocers are pushing ***2 in 1*** and making good profits and satisfied customers.

THE F. F. DALLEY CO. LIMITED

HAMILTON, CANADA ***BUFFALO, U.S.A.***

12

12

12

SPRING IS THE CLEANING SEASON

BON AMI

Is the Best Cleaner

Bon Ami

Will do 50% more work, or last 50% longer than an equal weight of any other cleanser or polisher.

It is the cheapest.

Get One Case Now from Your Wholesaler

CAN BE HAD FROM ANY WHOLESALER
FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms : Net 30 days.

HUDON, HEBERT & CO., Limited

MONTREAL

The Most Liberally Managed Firm in Canada

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

FRUIT CANS

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE

Norton Manufacturing Co.

HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

Do Not Make the Mistake

of allowing your stock of

Brooms and Brushes

to run down.

This is the time when you will want a complete range and the **Keystone brand** is the line to buy.

ORDER NOW.

Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

We help the grocer **SELL JELL-O**

Advertising matter for store display and recipe books to give to customers sent prepaid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach, Cherry. Retails 10c. per package } 90c a doz.

JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. $1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.

E.D.S. Brand is the Open Door To Success in Jam Selling!

There is no getting over the fact that one of the most insistent demands of the day is for **absolute purity** in food stuffs.

E.D.S. Brand Jams and Jellies

caters honestly and most successfully to that demand. We have government documents which indisputably prove it.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

LIPTON'S

STRAWBERRY JAM AND ORANGE MARMALADE

Two of our leaders in 1 lb. Glass and 7 lb. Tins. Write for prices, they will interest you for immediate or future delivery.

EVERY POUND GUARANTEED **EVERY POUND GUARANTEED**

THOMAS J. LIPTON, - - 75 Front Street East, TORONTO

Good Coffee

costs but little more, if any, than poor Coffee, and people have twice or thrice the pleasure in drinking it. That's why some dealers have a big business. They build on High Grade Coffees such as Chase & Sanborn's.

CHASE & SANBORN

Importers MONTREAL

Seeded Raisins
to retail at 10c. pkg.

We are offering

MALAGA SEEDED RAISINS

Freshly Processed and
In Excellent Condition
——At a Popular Price——

The **Malaga Raisin** possesses the delicious flavor which is characteristic of all Spanish grown grapes. In use it cannot be surpassed. Those that we are now offering are the latest result of an entirely new process, and will give your trade entire satisfaction. Before ordering Seeded Raisins it will undoubtedly pay you to ask us for particulars and samples.

We will ship 5 case lots and over for account of wholesalers, ex. store, Montreal

Rose & Laflamme, Limited
Montreal Toronto

JAPAN TEAS

In the trade, it is well known that practically all the first and second crop Japan teas go to the United States and the third crop stuff (the poorest of the season) is shipped to Canada. The Japs value the Canadian market highly, as it affords a dumping ground for their refuse which they cannot sell elsewhere.

Isn't it time for a change ? I think so. Let the Japs drink their own third crop trash if they can't find anyone but Canadians to buy it. **Very easy to do.** If the lowest retail price was 30c. you could afford to buy second crop teas, and still make a fair profit, but at 25c. you must continue to buy the third crop rubbish. **Which will it be ?** I am so much in favor of selling only good teas I may be prejudiced but, really I think we can afford to use as good tea as our Yankee cousins. Your customers would say so—if they knew. About a dozen words of explanation will be enough to change them from 25c. to 30c. tea. **You know you could do it. Isn't it worth trying good and hard ?** Others will soon follow.

BE THE LEADER

TORONTO OFFICE, 3 Wellington St. E.
WINNIPEG OFFICE, 315 William Ave.

T. H. ESTABROOKS,
St. John, N.B.

STORAGE IN OTTAWA !

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

RAW SUGAR

Barbados, Jamaica Crystals

Car of each **IN STORE**

Warren Bros. & Co., Limited, - Toronto

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey. 108 Princess St.

Counter Check Books
The "Newear."

For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

Write for Sample.

The Carter-Crume Company Limited,
Toronto and Montreal

Mention this paper.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

I Offer

For Prompt Shipment

Several lots of very fine

Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 **Montreal**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

Hygienic Canned Goods

WE HAVE A LIMITED STOCK OF

Hygienic Strawberries
Hygienic Red Raspberries
Hygienic Peaches
Hygienic Whole Beets

These goods are packed from extra selected stock, in gold lacquer lined tins, without any soldering in top or bottom; in consequence they preserve their natural color and flavor as well as if packed in glass, and the risk of breakage in transit, the lighter weight saves in freight and there is no fermentation as in glass packages. Try a sample case of each.

JAMES TURNER & CO., Limited

Hamilton, Ont.

What the Canadian Trade is Doing

Letters From Our Corps of Grocer Correspondents From Coast to Coast—Interesting Happenings of the Week in the Various Towns and Cities—Discussion of Trade Problems.

BRACEBRIDGE.

May 5.—J. W. Reid, one of Hutchison Bros. successors, has been quite ill. We are pleased to note that he is feeling better again.

* * *

One of the hardest propositions the feed merchants have to contend with, is the bag question. D. T. Hodgson, of Hutchison Bros., has put forward a suggestion, which seems to provide a solution. The proposition is that merchants should have aluminum checks made and numbered from one to fifty, and that the purchaser should pay ten cents for each bag. If only one bag he pays ten cents and gets coupon marked one. For five bags he pays fifty cents and gets coupon marked five. The bags are to be returned within thirty days in good condition with the coupons, and he will receive his cash value. By doing this the purchaser cannot unload flour bags and old bags that he never paid for.

* * *

Our Easter window displays deserve special mention. Each merchant and staff vied with one another toward this end, and residents took pleasure in showing the holiday visitors the handsome displays.

BARRIE.

May 5.—H. Knight, who recently sold out the Iroquois Dining Hall, has purchased the stock and fixtures of D. H. Murchison's grocery.

* * *

Jas. Vair's stores were closed last Thursday and Friday owing to the death of Mrs. Vair's mother.

* * *

The market was fairly well attended last week for this time of the year, when the majority of the farmers are seeding or very busy with other work.

Butter was a little firmer, and sold at 26c to 27c. Eggs sold readily at 15c and 16c. Chickens were $1 a pair for medium sized, while old fowl sold at 8c. Maple syrup was very plentiful and sold at $1 to $1.15 a gallon, and a quantity of maple sugar sold at 12½c a pound.

* * *

Potatoes are scarce here just now and any that come in at all are grabbed up at a dollar a bag.

* * *

Trade here is brightening up quite a lot lately, especially in the stores who carry and push the sale of fresh fruits, although some of the merchants are making complaints of the Italian people cutting prices on these lines. A slump in pineapples last week and this week is causing quite a lot of cutting on these goods, some of which are being sold at from 50c a dozen to $2, a very unusual price at this time of year. Ripe tomatoes are now being sold at 10c a pound in some stores. Strawberries at 10c for a pint box, or 18c and 20c for the large boxes, while there are a lot of Florida vegetables, such as spinach, wax beans and cucumbers being disposed of.

* * *

The merchants who advertise and push the sale of farm and garden seeds are the men who at this time of year are making money, as there is no better paying proposition than this line.

* * *

J. M. Bothwell has installed a meat slicer for all kinds of boneless meats.

CHATHAM.

May 6.—A subject which the local retail merchant would do well to agitate is that of systematic house numbering. With more paved streets than any other city of its size in Canada, with plenty of handsome store fronts, with fine public buildings, good railway and water facilities and natural gas, it is still far and away behind the times in this one respect.

Speaking to The Grocer representative the other day, President Wm. Anderson, of the Retail Merchants' Association, expressed the opinion that house numbering was a subject which the R. M. A. could with propriety discuss. It will likely come up at the next regular meeting.

For several years past the question has come every January before the City Council, and has just as regularly been shelved on the ground of economy. Last year the Council went so far as to instruct the City Engineer to draw up a plan book of the city, on the understanding that the numbering would be proceeded with by this January. January it was ignominiously shelved.

Such a system would be particularly valuable to the retail merchants in facilitating deliveries. There can be little doubt that a systematic and persistent agitation would speedily accomplish definite results.

* * *

At the meeting of the Retail Merchants' Association held on Monday April 27, specific and clear-cut action was taken with reference to the vexed question of double cartage. Mr. Cunningham, for the committee who were appointed at the last meeting to consider the question, reported recommending the printing of 3,000 cards to be handed travelers and sent with mail orders. These cards contain the ultimatum of local retailers as follows:

"Notice.—We will in future require all goods purchased delivered free on board cars at point of shipment. We will pay no cartage charges. All shipping bills must be marked 'Not Carted.' Adopted by all sections of the Retail Merchants' Association, April 27, 1908."

The ultimatum was adopted, and 3,000 cards were ordered printed.

* * *

This meeting was the first held under the chairmanship of President W. Anderson. It was a very busy and businesslike session, quite a few matters of local interest being handled. The central delivery system was informally discussed; though, pending a visit of Chairman John McCorvie, of the grocers' section to Ann Arbor, for the purpose of investigating the system there, no action was taken. The outlook is good, however, for the inauguration of a local system.

The re-organization of the grocers' section for the present year will likely take place in the immediate future, when the delivery system will be, in all probability, taken up.

* * *

The Board of Trade Council held a well attended meeting last night. A couple of new industries are in sight for Chatham. The Board of Trade rooms, which are also the meeting rooms of the local R.M.A., are to be remodeled, to provide more accommodation. Prof. Shortt, of Kingston, is to be secured to deliver an address here on May 12.

WERE ANXIOUSLY AWAITED.

The following note from our Guelph correspondent this week is along the lines we like to read of. The Grocer is evidently popular in Guelph:

"There were quite a number of anxious enquiries for The Grocer this week, on account of it being one day late. It might be a good idea to miss us for a week sometime, just to see how big a fuss there would be. One of the mail carriers said he was being blamed for not looking after it at the post office, and said he was glad when he saw them arrive on Saturday."

Last week's issue was unavoidably held a day late on account of the large number of illustrations in the article descriptive of the Montreal Exhibition of Groceries.

*Contributions are invited from merchants, grocery travelers or clerks in places where there is not a regular correspondent of this paper.

The tobacco store formerly conducted by the late W. J. Bennett, has changed hands, being purchased by Andrew Crow.

* * *

Fish of the commoner kinds are reported plentiful in the Thames. One local fisherman caught 130 mullet in one day with hook and line.

* * *

Chairman John McCorvie, of the Grocers' Section R.M.A., was in Detroit last week attending the funeral of the late T. B. Rayl, a well-known merchant. Mr. McCorvie had intended visiting Ann Arbor to look into the workings of the central delivery system there, but could not find time. He intends to do so, however, at a later date.

* * *

The series of burglaries in rural and village stores still continues. Last week the general store of E. Desmarais, Stoney Point, was broken into, and Mr. Desmarais held up by two men at the point of the revolver. Last Wednesday Stuart & Howat's general store at Thamesville was entered, though the safe being empty, no money was secured. As yet, none of the culprits have been nabbed, and the general expectation is that none of them will be.

* * *

The prospects are that Petrolea will shortly secure a canning factory. Negotiations are now in progress with that end in view.

* * *

C. A. Jeffrey, formerly in the grocery business in Blenheim, will shortly open a general store at Kingsville in the Conklin Block.

* * *

Jos. Zakoor, of Amherstburg, has leased the store of D. Conklin, Kingsville, for a year and will open a general fruit business.

GUELPH.

May 5.—The brightest feature in the grocery trade this week was Geo. Williams' window, dressed by Robert Millar, which was quite an attraction. It consisted of French dainties, such as cherries, peas, sardines, etc., all neatly arranged and set off with neat little signs of Mr. Millar's own manufacture.

* * *

The Guelph Co-Operative Association held its regular quarterly meeting last Monday, and the reports presented showed the most successful quarter in the history of this association, the last week being particularly good. The meeting had before it a communication from Hamilton stating that the Co-operative Association there had opened a wholesale establishment. The Guelph Association decided, after considering the matter, to give the new wholesale establishment their business and support. Now what do you think of that?

* * *

Hugh Walker, of H. Walker & Son, accompanied by Mrs. Walker and their daughters, Mrs. Douglas and Miss Bella, leave this week for an extended trip to the Old Country. We wish them a very pleasant voyage.

* * *

W. H. Fielding has purchased a fancy driving mare at a high price, and may be seen in the matinees here this summer.

* * *

A. W. Tyson and J. and A. Tyson, who have been connected with the meat trade here for the past half-century, have disposed of their two stores and businesses to B. Hewes, late of Calgary, and J. Bell, of Arkell.

* * *

The pineapple season has started again and some of the largest we have ever seen are being displayed in the stores.

* * *

The many friends of Little & Costigan, grocers, will regret to hear of the death of Mrs. Costigan, mother of both partners, which occurred here on Friday morning.

* * *

The next move is cheap fruit. A firm of Italians have started a fruit store in Guelph for wholesale and retail business. They come to the stores and put up this proposition: You buy from us and we will not sell retail in your neighborhood, but if you don't we will sell all the houses right around you. Let them sell retail, but from the price the stores have been selling bananas, from 5c to 10c a dozen lately for choice fruit, the public are getting the advantage of some cheap fruit. It's up to the Italians to move on. We have had them in Guelph before and find we have not any room for this class of merchants, although the city council did put a license on the peanut vendors. This is a job for the Merchants' Association.

LONDON.

May 5.—A little improvement is noticeable in wholesale trade and payments continue fair. Prices of all staples are firm. Coffees show a trifling advance. Raisins and currants are quiet, wholesalers holding off, evidently in expectation of lower prices, of which brokers say there is at present no indication.

* * *

Retail trade is rather quiet just now. Dealers however appear quite satisfied with the outlook.

* * *

At a meeting of the Middlesex Bee-Keepers' Association, held in the city hall, on Saturday, reports presented showed that bees had wintered well and that the prospects for a good honey crop this year were excellent. The announcement was made that of 141 samples of Canadian honey tested last year only two were found to be adulterated.

* * *

The first meeting for 1908 of the London Dairymen's Exchange was held in the city hall on Saturday, when about fifty salesmen and buyers were present. Three small lots of new cheese sold at 11½c. to 11⅝c. The prospects for a big season's make were never better than at present. Speaking of the importance of the dairying industry in this district, Secretary Nelles told The Grocer that last season considerably more than a million dollars' worth of cheese was sold on this exchange for export. At 8 cents per pound there would be a snug profit for the producer, but when it is remembered that last year's price averaged at least 11 cents per pound, it will be seen what there is in the business. One of the exchange's rules provides that cheese must be paid for on delivery, except where other arrangements are made. This exception appears to have caused no end of trouble and to have made the rule practically a dead letter. The matter was pretty well threshed out and finally a committee of three salesmen and two buyers was appointed to consider the question and report. Secretary Hern, of the Western Ontario Dairymen's Association, was present and referred, in the course of an address, to friction caused by the conflicting opinions given of cheese in factories by instructors and inspectors. He also spoke favorably of the change in the law which increases the power of instructors. The following officers were elected: President, D. Smith, Thedford; vice-president, J. W. Scott, Sparta; secretary-treasurer, J. A. Nelles, London; directors, Wm. Elgie, Belton; W. Fitzpatrick, Belmont; W. S. Sifton, Cairngorm; Thos. Ballantyne, jr., Stratford, and J. R. Isaacs, London. Representatives to the Western Fair Board, J. A. Nelles and J. R. Isaacs.

MONTREAL.

A meeting of the Montreal Retail Grocers' Association was held on Tuesday evening, April 28, at 270 St. Catherine St. East. Among those present were A. Laniel, president; J. D. Boileau, J. A. Dore, vice-presidents; A. Sarrasin, secretary. The report of the delegation which went to Quebec to interview the Government regarding the license now placed on pedlers, was read. The Government has promised to consider their recommendation that the license of $50 be raised to $200, except that on fruit and vegetable vendors. Among other questions discussed was the disregard of the law shown by some grocers regarding Sunday closing. It is a deplorable fact that in some quarters of the city this regulation is flagrantly disregarded and the association passed a strong resolution requesting Chief of Police Campeau to rigidly enforce the law in this matter.

* * *

The question of the annual picnic came up for discussion, and after considerable talk the meeting finally considered two places as suitable for the event—Lanoraie and Lachute. On this matter the meeting was about evenly divided, consequently it was suggested that a committee be appointed which could report at the next meeting on the relative merits of these places, and it was agreed that their decision in the matter should be final. The committee was composed as follows: The president, A. Laniel; vice-president, J. A. Dore; V. Boileau and A. Malo.

* * *

The Westmount Grocery Company has opened for business at the corner of Grosvenor Avenue and Sherbrooke St. The proprietors are Messrs. Nordheimer

and Durocher, formerly of Dionne & Dionne, St. Catherine St., Westmount. Both members of the firm are practical, and they are hustlers. They should make good.

* * *

As a token of their keen appreciation of the efforts of J. A. Beaudry, secretary-manager of the Exhibition of Groceries, at the Arena, the exhibitors presented him with a handsome mission work chair, Wednesday evening, April 29. Mr. Beaudry, in a few well-chosen words, acknowledged the honor which had been done him.

VANCOUVER.

May 1.—Sugar from Scotland is being placed with the retailers this week. This will be in direct competition with the product of the B. C. Sugar Refining Company, which heretofore has had the market to itself. The price is ¼c per pound less, which is an inducement to the retailer to purchase. Generally, he does not secure much profit from fluctuation in prices, the refineries taking this to themselves, and the wholesaler getting his percentage also, secures a modicum. With the rise in the East in the price of sugar, it is not known just how the market will be affected here. With the imported article selling at lower than the present price, there is no room for an increase here. The new sugar is manufactured from West Indian cane, is finer, if anything, in the grain than the local, and comes from the Glebe Sugar Refining Company, Greenock. The wholesalers will be the most affected among the traders, if this business grows. When they receive an order it is sent to the refinery in the city here, which ships direct to the store. The jobber does not have to stock or bother much, yet receives his 8 per cent. on the business.

* * *

While living in this position on the Coast has the effect of bringing prices up to a high level, there is also the advantage of living within shipping distance of California. The point is that the fresh butter from California has brought local down five cents a month sooner than under ordinary conditions, and it is likely that another drop of five cents will be made, making it retail at 35c. If local creamery is jobbed at 30c, and fresh grass at that, it will not be profitable to bring in the butter from the South.

* * *

While butter is weakening, eggs are stiffening, so that cheaper living, measured in the aggregate, is not a big thing. However, with prime necessities, such as butter and sugar at least stationary, and eggs as low as 30c for the best, it is not too bad.

* * *

The advantage of living close to subtropical regions is shown further by the amount of early luxuries that are on the market. This week excellent shipments of tomatoes and asparagus are to hand, bringing down the price materially. Tomatoes are 20c and 25c per lb., good quality asparagus 15c. Strawberries are very high yet, but the later shipments will be to hand any time. New potatoes, 3 lbs. for 25c, are along. These will not sell particularly well, as old potatoes, in fine condition, are on the market in large quantities and at low prices. Last year, prices were high, and Ashcrofts could not be had. This year, farmers and others stocked in, and now that they have to come out, the market is almost flooded.

* * *

With the arrival of early apples from Australia in prospect, last fall's stocks are coming out. This is not so much the case with locals as those in Eastern Washington, which find a considerable market in Coast cities. In Seattle, the prices have been brought down by the quantities that have been unloaded, but here the effect has not been appreciable.

* * *

After the arrival of the steamer Corwin at Nome a month hence, the citizens there who is handed a lemon will be as proud as if he received a gold nugget. The Corwin will be about the first boat to reach this gold camp, which has been shut off from civilization since last October, and lemons and potatoes done up in tin foil, with oranges, apples, onions, asparagus, eggs, etc., were on board. These will bring very high prices, but despite this they will be snapped up, as they always are.

* * *

The members of the Retail Grocers' Association were the guests of the Vancouver Milling & Grain Company, the other night, and were shown over the company's flour mill, the only one in this city. About 150 members and their wives visited the plant, and were shown the different processes of manufacture. Refreshments were also served. The mill company intends to have Wednesday as visitors' day during the summer, beginning next Wednesday, when expert millers will be on hand to explain the system of turning wheat into high-grade flour.

* * *

Another effort is being made to revive the creamery at Armstrong, in the Okanagan, or rather to keep it going. This district is not a dairy section like the coast, where the winters are nil, and with much moisture. In the Okanagan, where the dry, warm weather brings along the fruit in fine style, the grass suffers, with the result that creameries are not the success that the promoters would wish.

It is different in the Lower Mainland and Vancouver Island districts. Here the creameries are thriving and are generally considering expansion. R. M. Palmer, Provincial Horticulture Commissioner, is of the opinion that the Provincial creameries as a whole are doing a splendid trade. He is convinced that imported butters are not finding as ready a market as in the past. He was at Cowichan the other day, a short distance out of Victoria, and reports that the creamery there has more orders than can be filled. The management of that institution is very careful in the selection of the cream, with the result that the article produced is unexcelled.

* * *

There is money for the man who will invent something to take the place of wood boxes as packages for fruit. With the growth of the fruit growing industry, the amount spent on boxes is very considerable, and this article is getting dearer all the time. One thing, the smaller timbers may be used in the construction of boxes, and with the greater demand for these small wares, lumber, which has formerly gone to the mill bonfire, will doubtless be turned into use for the manufacture of boxes.

* * *

A. McKillop, of McKillop & Company, Vancouver, was in Vernon last week, consulting with the Board of trade, and the Mayor. He will submit a proposition to the Vernon City Council regarding the establishment of a fruit cannery there. He will ask a free site, free water and exemption from taxation for a certain period. A box factory would also be connected with the plant.

* * *

General trade conditions are good, and merchants report a bigger volume of business than a year ago, though there is not such an inclination to large expenditures. Collections are fair. Flour and feed has had a normal amount of business with remarkable steadiness.

GALT.

May 4.—Travelers have been unusually numerous lately, and to have three or four call in one day was not unusual. In this connection, a prominent grocer remarked to your correspondent that the transaction of business between travelers and grocers had altered greatly during the past few years. "Time was," he said, "when a traveler would stand and argue the merits of his goods for half an hour, after he had been courteously informed that you were not in a position to give him an order. To-day the traveler comes in, tells you what he has and why he has it; if you want it he is only too pleased to take your order; if you don't, he takes his departure. And I think the grocery trade in general thinks considerably more of a traveler who recognizes the fact that a man in business is perfectly able to form an opinion of his own as to what he does and does not want." The day of the over-talkative traveler seems to have passed.

* * *

The regular spring movement for a half-holiday for the clerks during the summer months is again in progress. Would it not be well for both sides to come to a final decision regarding the matter. It is understood that the majority of the merchants are in favor of

a half-holiday during the summer months, but that two or three merchants are blocking the movement. One has been heard to remark that the Golden Rule might be profitably employed in the agitation for a half-holiday during summer. It is understood that if necessary the clerks, or at least a large portion of them would be willing to forego the half-day's pay if they were assured of the holiday. To one who has to remain cooped up in a store six days and a greater part of one night every week, the benefit of the half-holiday would be almost incalculable. Unfortunately, however, opinions differ widely.

* * *

One of our prominent grocers is shortly to foresake the rank of bachelorhood. He will have the congratulations of his bachelor friends, and the sympathy of his fellow-benedicts. At least, we presume so.

WINNIPEG.

May 2.—With favorable spring weather and an improved business outlook Winnipeg city grocers are finding conditions much better than they were. The best stores are all busy and report an increased business, as compared with last year. Collections are showing considerable improvement. Had it not been for the efficient service of the credit information department of their Retail Association the Winnipeg grocers would undoubtedly have fared much worse during recent months. This department furnished reliable information as to the standing of customers throughout the city and the retailers thus saved large amounts which would otherwise have been lost through the giving of credit.

* * *

John Bearns, Ltd., the Lucerna chocolate people, have removed their offices in Winnipeg from the Bank of Hamilton building to a warehouse on Princess Street, where they have ample storage accommodation.

* * *

H. Musham, of Holbrooks, Ltd., has been in Winnipeg for a fortnight conferring with the local agents of his company. He has been conducting an energetic demonstrating campaign throughout the west, and will shortly make Vancouver his permanent headquarters.

* * *

Geo. W. Prout, produce and commission merchant, Winnipeg, has opened a branch in Brandon, where he will have ample storage room and track accommodation for the handling of large quantities of butter and eggs. He has also removed from 182 Princess Street, Winnipeg, to a larger warehouse at 132 Princess Street, where he will have track facilities.

PERTH.

May 5.—The question of cartage charges at both ends being paid by the retailer, is, judging from your correspondence pages, a live question just now. It would, I think, pay wholesale houses in the larger centres to consider this matter. At present by buying from a wholesaler in one of our smaller cities, where there are no cartage charges, we save 12c on the shipment. It is true 12c is a small item on a lot of goods, but it will send half a dozen letters and will, I think, sometimes turn an order from the wholesale house in the large centre.

* * *

Perth has a branch of the R.M.A., but it cannot be said to be alive, as a meeting of the association is almost unknown.

* * *

A traveler for one of the large cereal mills stated that during the past week he had sold more rolled oats than during the previous six weeks. Why? Because the price is down. Five-pound packages, $4 a case; barrels, $5.60, delivered. Oats have not dropped. This looks like good buying.

* * *

The first 1908 cheese was offered this week. It is western Ontario make and the price is 11¾c.

* * *

Travelers are already booking orders for next fall's canned goods. Canned goods, we are told, will be lower this year. Tomatoes not over 95c. It seems strange that almost before the seed is planted we have the price of the canned article; but nowadays it is not always the size of the crop that puts the price on the product.

* * *

Application has been made to the town council for the exclusive franchise of supplying natural gas to the town for a term of years. Mr. Jamieson, the applicant, is drilling a well, and claims there is every indication that gas or oil will be struck.

* * *

Potatoes and butter are still on the scarce list. Eggs are plentiful, but the price is still high.

HAMILTON.

May 5.—Trade in grocery lines is picking up here. With prospects of a good wheat crop in the west, the merchants and manufacturers are looking for a revival of good business; not as good as last year, but an improvement on the first three months of this. Some of the factories and foundries have started again and the grocers are now expecting some payments on the accounts they have been carrying through the winter. Many a family has kept the wolf from the door through the kindness of the groceryman, and it is hoped that he will be repaid in full for his good acts, but very often the man who is ready to strike at a moment's notice when he thinks it serves his interest, will repudiate his grocer's account and transfer his custom elsewhere.

* * *

I see the grocers are up to the house-cleaning season. A number of window displays are in evidence drawing the attention of the ladies to the different lines that make the work lighter for this festive season.

* * *

Quite a discussion has been going on among some of the grocers here in regard to what they call our dog nuisance. It even went so far that some bad feeling arose between those who owned thoroughbreds and those who were prepared to ask the city council to remove all dogs, particularly from the public market. Now, have you or any of your correspondents any suggestions to offer on the dog question; that is, when a customer brings one into a store where food products are on sale?

I notice the bill allowing anyone to control the label on canned fish and fruits, without the name of the packer appearing on the label, has passed the third reading in the House of Commons and will now become law. Now, if I may be allowed a word, I think this question could have been discussed by a Provincial Association of Retail Grocers with profit. While some may think it is a piece of bad legislation, there are others who may view it in the opposite light, It seems to me that we are approaching the time when legislation will be sought, for the passing of a Pure Food Act, along the lines of the one now in force in the United States, and it strikes me that this label question will be a factor that will stand in the way when that question comes up.

* * *

Your Kingston correspondent does not want to know about John Jones' left arm being sprained, or where James Smith spent Sunday; he wants to know something new about groceries. More power to him. Maybe he will give us something refreshing himself.

* * *

The annual convention of the Wholesale Grocers' Guild opened in this city on Tuesday. As I am not invited, I am not in a position to give you any details, but from reports in circulation there is no doubt that the members enjoyed themselves thoroughly while the guests of the Hamilton wholesalers. If the others are as nice a lot of fellows as ours, they are all right.

* * *

Cutting prices goes merrily on here, some stores selling granulated sugar at 5c a pound, and all cereals that cost them $1 a dozen at three packages for 25c. The only cereal not cut in price is Shreaded Wheat, and this one the grocers are quietly recommending to their friends. It is not always the cut price that sells the most goods, and just here is a hint to the manufacturer.

* * *

It looks from here as if there would be something doing in the canned goods situation before many moons. The wise retailer should positively refuse to buy futures at either fixed or open prices.

PERSONAL NOTES.

A. F. Graham Montreal, has returned from a trip to Toronto and the West.

Robert Miller, head clerk for George Williams' grocery, Guelph, was in Toronto this week to hear Caruso and called on The Grocer.

Archie Langevin, for many years with the firm of Rowe & Rowe, Waterville, Que., has severed his connection with them to take a position with F. X. St. Charles & Co., of Montreal.

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TARIFFS OF THE WORLD.

The Department of Trade and Commerce has made a very useful addition to the work hitherto done in that Department by securing and keeping on file, with amendments to date, the tariffs of every country in the world. This step has been taken for the convenience of Canadian exporters, and should prove of great value to them. Information regarding tariff matters will be furnished on request to the Department.

A QUESTION FOR THE MOMENT.

Now that the political campaign in Ontario is with us and will shortly be in full swing, we may expect to have as our principal daily news the reports of political meetings held in various parts of the province. That the people, especially in rural communities, may be well informed on current matters of public interest it has become the custom of late years for the leaders of both Liberal and Conservative parties to make a tour of the political battleground, explaining their position regarding certain questions, and giving evidence of the political faith that is in them. Mr. MacKay has spoken, and is speaking at a number of places in the province, and Mr. Whitney has just begun. Very soon the Quebec leaders will be racing up and down that province.

While it is to the newspapers, and most particularly to the smaller dailies and country weeklies, the great majority of the voters look for information, all must approve of this plan of the political leaders touring the country and explaining the political situation as they see it. But cannot something be done for the comfort of the men who must sacrifice their time, their business and the pleasures of their home life for the extremely strenuous work of an election campaign?

Many of the meetings are held in the smaller centres and these always attract a crowd. It is a familiar fact that the hostelries in a great many of these smaller towns are unable to adequately provide the accommodation necessary for the convenience of a party of travelers such as would accompany these public speakers. For this the proprietors are not to blame. They do the best they can, but they are suddenly face to face with an unusual situation. What we wish to emphasize is the fact that our public men are forced to put up with food and lodging to which they have not been accustomed. It is hard enough to be compelled to make wearisome journeys in crowded cars, without the additional inconvenience of sleeping in an uncomfortable hotel at some crossroads station and eating hastily prepared food whenever an opportunity presents itself.

A plan that will no doubt commend itself to all reasonable men is suggested herewith: Let the railway companies provide private cars for the convenience of the leaders of both parties, while they are on tour, and allow these men to make them their home and their office such as is now the case, and rightly so, with railway officials. Our public men are surely of as much importance to the country as these railway men. In this way they would be reasonably sure of good food at regular hours, and suitable, if not comfortable, sleeping places. Let the tours be planned beforehand, so that the trips may conform to some sort of time schedule. If the railways are themselves unwilling to set aside a couple of cars for this purpose, surely some arrangement might be made whereby the political parties would see that this accommodation is provided for the men they have chosen to be their leaders.

Very probably there are people with comfortable homes in the centres where these public men speak, who would be only too glad to have them as their guests if the suggestion were made to them.

We know the inconveniences and worse than inconveniences that Mr. Borden had to contend with while on his tour of the west last summer, traveling in some cases by freight trains, to catch which he had to rise at unearthly hours; sleeping in beds in apologies for hotels, and eating his meals, if at all, at some wayside station restaurant, and we know how he came back completely worn out, with impaired health and a weakened constitution.

Sometimes in our conversation we speak lightly of politics and politicians, but we must recognize the fact that we placed these men in their positions, and that with very few exceptions they fill their places with credit, most faithfully and conscientiously, and among the leaders, with much self-sacrifice and often little reward. They are our representatives and we must look after their welfare while they are attending our business.

To do their best work and maintain health these men should have good food and comfortable resting places and to be able to have these the railways should provide private cars or the political parties should have these provided for them.

THE FLOUR SITUATION.

The small amount of wheat in sight at the present time has had its inevitable result on the market and millers announce an advance on their better lines of ten cents per barrel. This condition of affairs is due to the sharp decline in supplies, and the healthy demand displayed in both the American and Canadian markets. In addition to these influences the foreign demand is exceptionally good at advanced prices, and all these tendencies, taken into conjunction with the fact that there is a shortage in the wheat market of over 21,000,000 bushels, provides for some activity in flour.

COURTESY PAYS.

If there is one man on earth more than all others that the retailer cannot afford to offend it is the drummer, providing, of course, the latter is a man who knows his place and keeps it; if not his influence is nil and he will soon cease to be a drummer.

Aside from the value of the commercial man as a trade barometer and a source of information on new goods, he is meeting grocerymen, both wholesale and retail, constantly and has more influence with every branch of the trade in a day than the local dealer has in a life time. How easy then it is for him, consciously or otherwise, to communicate elsewhere certain personal impressions, and of course these would be most likely to come to mind at the places where they would be of the most interest, and where they would consequently do the most good or harm.

WHAT ABOUT TRAVELERS' HOLIDAYS?

It has been customary for a number of years for the grocery jobbing trade of central and western Ontario to arrange their travelers' holidays at a specified time. The reasons for this need not be mentioned here, but it is apparent that the arrangement has not been satisfactory to the majority of the traveling salesmen, nor can it be said to have benefitted the jobbing houses to any appreciable extent. Several of the wholesale grocers have taken the ground that it is not within their province to dictate when their salesmen should be compelled to take holidays. Circumstances in connection with the traveler's own personal affairs often make the taking of his holidays at the specified time, generally the end of July and first week in August, without benefit to the salesmen and only tend to dissatisfy him.

As one of the largest jobbers in Canada remarked to The Grocer in discussing this question the other day: "Why should I dictate to my travelers when they should take their holidays? They have rights and privileges as well as I have and they are loyal to me and my interests year in and year out, or they would not be on my staff very long. Their tastes, like the tastes of my fellow wholesale grocers, are varied. One delights in fishing, another prefers to take a trip to the south during the winter months, still another desires to take unto himself a wife, and an odd man may prefer to go hunting during the hunting season. Why should I compel all my men to take their holidays during the hot month of July or Augurt when their is no fishing, Florida is too hot, and July and August closed to wedding ceremonies and the law prohibits the shooting of deer and other game. No sir, I let my men choose their own time, leaving it to them to arrange their trips so as not to be detrimental to their connection or my trade, and the experience of my house has been that it pays us to follow this plan. It also seems to me that the plan regarding travelers' holidays is rather a sign of weakness on the part of the jobbing trade entering into this arrangement. It appears very much a matter of small jealousy on the part of individual houses in assuming that the withdrawal of their travelers from their ground for a few weeks will throw the business into the hands of their competitors. Surely this must certainly be very poor business that will turn so readily or the houses' hold on the customers' confidence must be very weak. I realize that I cannot, nor does my house wish, nor is it able to handle all the business obtainable and during the absence of any one of my travelers off his ground if my house loses a certain amount of business, I have always found that some time or other I will get it back again, so what's the difference, it all comes out the same in the long run and I have a satisfied staff of salesmen."

The jobber in question is recognized as one of the brightest minds and business men in the grocery trade in Canada, and the conduct of the business of his house on up-to-date liberal lines has placed it in the very forefront of the grocery trade.

Our object in referring editorially to the question of the travelers' holidays at this time is due to the fact that a number of travelers have mentioned the matter to The Grocer, asking for ventilation on the subject. Owing to the fact that the tercentenary of the founding of the City of Quebec will be celebrated in a most royal manner during the latter part of July, and also that the prevalence of low railway and steamboat rates is a foregone conclusion and the great fact that our central and western Ontario travelers, at least the majority of them, have never seen the ancient capital, and the still greater fact that a trip and visit to the French-Canadian cities of Quebec and Montreal and contact with their fellow travelers and their houses will tend to broaden their minds and views and cannot help but make better feeling not only in business but also generally. It would seem wise, in the opinion of The Grocer that the members to the agreement arranging for holidays be held during the usual term, namely the last few days in July and the two weeks in August, should consider this feature so as to permit travelers desiring to take advantage of the Quebec Jubilee to do so.

There is also another and a more direct effect on the trade of the houses by reason of this agreement and that is this: the holidays, as stated above, are usually arranged for the last few days in July and the early part of August, or the first two weeks in August. This arrangement keeps the traveler two weeks off his ground. He returns about the 15th or 16th of August, makes one call on his trade and then during the Canadian National Exhibition, the Western Exhibition at London, the Central Canada Exhibition at Ottawa, and other fairs, he is off again probably for another two weeks. This means that the customers upon whom he has called regularly every two or three weeks will not receive more than one call in seven weeks or two months. There may be a few exceptions to this, but from The Grocer's knowledge of the condition of the trade, we are convinced that we are not far wrong in suggesting that a change be made in this respect. The driving of intelligent men to conform to certain unwise rules and methods has never paid and is against all the principles of modern business ethics.

If houses who have arranged for this specific period for their travelers do not wish to leave the territory open they could very readily send out one of their sample room young men. Besides keeping the connection in this way it would be the best training for the substitute to know conditions as they actually are outside.

TO IMPROVE MONTREAL HARBOR.

Major Stephens, president of the Montreal Harbor Commissioners, has arrived in Montreal fresh from his trip abroad, where he went to inspect various harbors of Europe, with a view to obtaining information which might be employed in the proposed improvements in the port of Montreal. Major Stephens, after a close scrutiny of all the great shipping centres abroad, has come home full of enthusiasm for the future prospects of Montreal harbor, and will immediately lay a report of his investigations before the Minister of Marine and Fisheries, also a plan for the future development of the harbor, prepared by the eminent English engineer, R. C. Davison, M.I.C.I. This plan, when carried into effect, will make Montreal's port one of the most complete harbors in the world. At the present time the expenditure on this port has reached the sum of $10,000,000, as against $186,700,000 for London; $125,000,000 for Liverpool, and $90,000,000 for Manchester, whilst Glasgow, Bristol, Cardiff, Antwerp, Hamburg and Havre have each expended $30,000,000 or more on the development of their harbors. At present the channel from Montreal to the sea is 31 feet deep. It is proposed to increase this depth to 40 feet, and it is also deemed necessary to increase its width, which, at present, is 450 feet. At the present time there are boats lying in the harbor which draw 29 feet. Major Stephens compared Liverpool with Montreal, saying that her docks would reach from Victoria Bridge to Longue Pointe, so it will be seen the possibilities for development are equal to the large ports of Europe.

It is quite plain that if the proposed improvements are carried into effect, Montreal will have a chance of getting the Empresses, which at present, on account of their great draught, are not brought up to the city.

It will require many years to carry into effect the proposed plans, but it is thought they will make Montreal the great national port she should be.

NEWS OF THE ORGANIZED TRADE

Interesting Notes From Boards of Trade and Associations in Canada and Abroad.

At a recent general meeting of the Brighton and Hove (England) Grocers' Association, a discussion was opened on the decline and fall of the grocer. One speaker said there were two common foes—the multiple shop and the co-operative society—neither of which paid their share to the national exchequer. The trade done by one of these societies last year, if done by a trader, would mean an addition of £1,500 to the exchequer. This was one reason why men were falling in the trade. The Association was urged to take action to impel the railway companies, post office, and other employers of labor to see that their employes' time was not utilized in the cause of co-operation. It was deemed advisable that private traders should see that their premises were made attractive. Another speaker did not believe in the decline and fall of the grocer. The grocer of to-day was more intelligent than 36 years ago, he said, when he was a young man. The grocer to-day kept an emporium, was a man of brains, and was progressive, but he was a bad financier. Grocers must expect competition from company shops. The buying of coupon articles was denounced and the giving of credit was regarded as unjustified. One of the greatest secrets of success was ready money; and the company shops in selling for cash were wiser in their generation than the private trader. Many traders did not succeed, because they did not deserve to. The keeping open of stores to a late hour was denounced. Still another member combatted the opinion of the previous speaker. Trade was not as good as twenty years ago, and traders were only getting a living on goods not handled by company shops. The public should be educated in regard to this competition, for the company shops were selling only cheap grades of goods; and there should be an association of all traders to combat the company shops. The President closed the discussion by expressing the hope that something tangible might be done in the near future.

At the same meeting the following resolution was moved: "This association desires to enter a strong protest against the growing evil of clergy of all denominations appealing to manufacturers and retailers for goods to be supplied gratuitously, or at less than wholesale prices, in connection with bazaars and sales of work. The practice leads to an undesirable form of competition, inasmuch as the prices charged to the public are generally much below those of private traders, and, in the majority of instances, the supporters of places of worship are the sufferers by this system of trading. The hope is expressed that the clergy will discountenance any proposals for obtaining goods from the sources named when bazaars or sales of work are to be held in connection with their churches."

The majority of members thought this too drastic, but the feeling was general that traders should not be broached on the subject of bazaars by customers when paying bills. A conference of representatives of the trade and the heads of churches was suggested, and the President referred back the matter to the committee.

Foam Lake, Sask., has organized a Board of Trade. Mr. Craig is President; A. M. Sparrow, Secretary-Treasurer, and R. Cain, O. Peturson and Angus Robertson, Directors.

The Lindsay, Ont., Board of Trade has made a proposition to G. H. Woodward & Co., to move their biscuit factory from Cannington to Lindsay.

The Orangeville, Ont., Board of Trade at a recent meeting decided to start a weekly market at once, and a committee was appointed to secure suitable premises. The Board also has a proposition before it advocating the closing of all stores at six o'clock in the evening.

A pure food by-law is before the Victoria, B.C., City Council, and has already received endorsation, the civic authorities apparently being agreed as to its necessity. The measure provides for the appointment of one or more sanitary inspectors to enforce the civic health by-laws and act as inspectors of food, drugs and agricultural fertilizers. Dairies, milk shops, slaughter houses, etc., will be visited; and milk, cream, butter, cheese, meat, poultry, vegetables and other natural products offered for sale for human food or drink will be inspected. The officers are empowered to stop vehicles carrying these goods and destroy all articles unfit for use. A money penalty may also be imposed on offenders.

CANVASSING FOR ORDERS.

The question as to whether or not it is advisable for a grocer to solicit business by canvass outside the store is a very interesting one. A letter from our Guelph correspondent this week discusses the matter quite comprehensively and in an interesting manner as follows:

"Some firms believe in going after business with all their energy, while others not only believe it, but also do it. That is not the way to build up a successful business and there is no money in it,' said a prominent grocer the other day, in talking of going out after orders at private houses. 'You get the orders in some cases, but never get the money. It is hard work enough to get the money for what you sell in the store when they come with their orders, without going out begging for orders and then have to go and beg for your money.'

"This canvassing for trade is just the means of giving a number of people a chance to get into your books who never intend to pay. We lost more money in that way than in any other in connection with our large business,' said another former partner in a large grocery store. 'If I cannot get business without running after it, I will close up shop,' said another.

Having had some experience in this line your correspondent enjoyed it very much indeed, but could not agree with any of them. There are some bad pays, to be sure, also some who will tell you to your face when asked for money that you worried the heart out of them for an order and now you can whistle for your money till they get ready to pay you.

"Another man told a grocer he would pay him in hogs. 'Tut, man,' the grocer said, 'you have no hogs.' 'Well, if ever I get any hogs I will pay you.' Even at that there are only exceptions, and a clerk can easily detect in a few calls who intend to pay and who do not, and can avoid calling. Keep your eye **on** the doubtful customers. One firm who keeps a horse and rig on the road all the time getting orders, had no fault to find with bad accounts from this source. You can do a nice business by giving a clerk two half days a week, say Tuesday and Thursday mornings. The mornings are the best, for you get the buyers at home generally. Give the clerk about twenty-five calls each morning of customers living at a distance from your store, and whose trade you would not get if you did not go after it. This gives you a chance to split up the Saturday trade and to ease off this one big day's business each week. He can urge the people to have their orders ready for him and after getting what they have written down he can introduce a new line or two each week, and not lose much time at each place. Give him a book with their accounts each time he goes and see they are properly checked each week. There are a great many people who like to have a clerk call on them once a week and tell them of new things in stock, who will buy and also pay who never see your store from one year's end to another.

"Others like to have their orders called for during the week and like to call on Saturday and pay for it. Each store loses a great deal of trade that properly belongs to it, just because it is not looked after. There are no set rules to run any store, and if you can make any money out of calling for orders, by all means do so. But don't let the other fellow laugh you out of it because he lost some money and cannot see eye to eye with you. Dig right in and get the business that some of those tea pedlers are getting and that properly belongs to you."

ONTARIO GUILD ELECTS OFFICERS

At the afternoon session of the meeting of the Ontario Wholesale Grocers' Guild at Hamilton on Wednesday, the officers for the ensuing year were elected as follows: W. G. Craig, Kingston, president; Fred. T. Smye, Hamilton, vice-president. Committee on Costs—William Logan, Toronto; Samuel Vila, Hamilton; and John Dillon, London. Committee to confer with manufacturers—T. B. Escott, London; F. T. Smye, Hamilton; A. H. Paffard, Toronto; Thomas Kinnear, Toronto; W. G. Craig, Kingston, and H. C. Beckett, Hamilton. Legislation Committee—James Gilmour, Brockville; James Gow, Hamilton; John Garvey, London, and J. H. Simpson, Guelph.

The Guild have decided to provide for the travelers' holidays the last two weeks in July, instead of in August, as formerly. This will allow any of the travelers who desire to attend the Quebec Tercentenary.

EVOLUTION IN GROCERIES.

Reasons for the Growing Tendency to Attempt to Eliminate the Jobber.

The following article from a recent issue of the Tea and Coffee Trade Journal of New York, applies to a great extent to conditions existent in Canada, as well as in the United States, and will repay careful perusal by all branches of the trade :

"No jobber who takes time to think—and there are some who do—can fail to recognize in many of the trade movements which are now attracting attention the unmistakable signs of an evolution. Yet the great bulk of the trade fails fundamentally to appreciate the need for careful study and revision of methods and practices. Such firm and immovable problems as the chain store, the buying exchange, the co-operative store, the semi-jobber, the manufacturing jobber and the changing methods of manufacturers in merchandizing their goods, all betoken a trend which needs something more than mere contemplation. If the old factors in the process of feeding the nation are to prevail they must carefully study the facts and trim accordingly.

"Within a year or two the jobbers' associations have been awakening to this and their aggressiveness has passed the interest along the line to the manufacturer, who is now devoting more attention to the problem than most jobbers imagine. The writer has of late been making a somewhat extended visit among the leading grocery manufacturers and producers and was surprised to find how generally manufacturers are aroused to the need for meeting the changing conditions. As a rule they desire to recognize the jobber as their most desirable and effective distributor. They profess to prefer to use his agency rather than that of the retailer direct, but with singular unanimity they raise their voices in protest against practices which, they say, must be changed before any amicable plan of co-operation can be devised. If half they say be true, one of the wisest things the jobbers' organizations could do would be to indulge in a general house-cleaning and setting to rights of the disorders the manufacturer complains of.

A Growing Tendency.

"There is a growing tendency among the canners and manufacturers to refuse to sell their products under the buyer's label, and to maintain their own identity by an insistence on their own label, whoever markets the goods. The antagonism of certain jobbing interests to this demand is fast driving the manufacturer to seek a direct outlet through the retailer. But, aside from that, there are many concerns which claim to be selling direct from sheer force of necessity, due, they say, to the inability or unwillingness of the jobber to faithfully and loyally represent the manufacturer who relies upon him. Even those who solicit the retail trade direct yet bill through the jobber make complaint of this in most significant ways and there is much in what they say for the jobber to listen to.

" 'I would much prefer to market my goods through the jobber,' said one of the best-known manufacturers of the country the other day, 'and to pay him a handsome profit for his work, but there are circumstances about the situation which make it impossible for me to do so with safety to my own interests. I have been forced to solicit my own trade, although we bill through the jobbers and give them a margin practically for doing nothing. Our goods are of a kind which slowly deteriorate, and therefore need constant watching. Yet we found the jobber letting goods get old and shopworn and then trying to substitute his own brands, which he would watch more carefully. Our only salvation lay in organizing and maintaining a corps of our own salesmen, who look out for us and us only. That's the only reason we solicit direct sales. I'd be mighty glad if the jobbers would reform and let us discontinue such expensive distributive machinery.'

The Salesman's Responsibility.

"The above indicates strongly that one of the weaknesses in the present jobbing system is the salesman. If salesmen were ideal many of the prevailing woes of the jobber would be eliminated and he would enjoy a larger reputation as a merchant of broad calibre. As things are to-day, he is growing more and more an automaton, a mere bit of perfunctory mercantile machinery, whose sole aim in life is to buy for one dollar and sell for two with as little effort as possible. The process is particularly complicated because of the fact that salesmen of the average type follow the lines of least resistance, and fail totally to recognize the need for individual effort in harmony with the policy of the head of the house.

"There are two kinds of merchants : those who simply pass out what the trade may want, and those who seek to influence the trade to take up new lines and new articles on which there is a better chance for commercial gain. The salesman is the essential factor in the differentiation. A faithful salesman will aim to push those goods on which his employer can make a reasonable profit; the average will not take the time to do so. They are content to pass out whatever the customer may ask for. It is difficult for the jobber to guarantee the manufacturer a reasonable and aggressive pushing of his product unless he can have the co-operation of the salesmen. As a rule he prefers to reserve his pushing power for his own goods. In that event, what ground has a jobber left on which to stand in pressing his claims to the manufacturer for recognition ? If the manufacturer cannot safely and profitably leave his interests in the hands of the jobber, what reasonable objection can there be to his seeking a direct market ? In general fundamentals each has ample ground for his contention. But if harmony is to be restored, it is evident that both should investigate their own ranks as well as find fault with the other fellow. Else evolution must proceed uninterruptedly, whoever may fall by the wayside."

RESUME EARLY CLOSING.

Davidson & Hay, the Toronto wholesale house, resumed on Tuesday of this week their usual custom of early closing during the summer months. No matter how brisk business is, 5 o'clock sees an end to the day's work, and this innovation is continued from May to September. The early hour of closing is certainly greatly appreciated by the firm's employes.

BUILDING UP U.S. BUSINESS.

P. C. Larkin, of the Salada Tea Co., Toronto, has just returned from an extended visit to the firm's branches in Montreal, New York, Boston and Buffalo. Speaking to The Grocer, Mr. Larkin reports that trade in Montreal is excellent ; that branch which caters for the Provinces of Quebec, Nova Scotia, New Brunswick and Prince Edward Island, having shown an increase this year of over 20 per cent. over the corresponding period of 1907, and this, notwithstanding the raising of the 25c tea to 30c per pound to the consumer during the past three months.

In Boston, he reports that general trade throughout New England is very quiet, many of the larger manufacturing establishments being closed entirely and others working on half or quarter time. Notwithstanding this, the growth of this firm's business is most satisfactory, this being one of the most profitable branches.

New York, where Salada is now in its sixth year, is showing very satisfactory business, indeed. Over 4,000 grocers in the City of New York are now handling this tea, and it has established a very satisfactory reputation.

Mr. Larkin expressed surprise that more Canadian manufacturers did not go to the United States for business. They are received there, he says, with the same welcome that the American business man is here, and, if their goods have merit, the fact that they come from Canada is, if anything, in their favor. If the members of packet tea firms who have made strenuous attempts, often unsuccessfully for business in Canada for the past fifteen years, had devoted their energies and money to an exploitation of the American tea market, they would have met with better success. To be sure, there is not as much tea consumed per head of population, but neither is the tea trade looked after, nor understood as well by the American wholesale grocers and merchants, as in Canada. They understand coffee all right, but Ceylon tea to the average wholesaler is more or less a mystery.

Mr. Larkin says Ceylon and India teas are making wonderful progress. Last year 19 per cent. of the total imports into the United States were Ceylon and India teas, and he believes that in the long run these will displace all others in the United States, as they have, to a great extent, in Great Britain, Canada and Australia, and are now doing in Russia.

CLERKS ELECT OFFICERS.

The regular monthly meeting of the Toronto Grocery Clerks' Benefit Association was held in their rooms on Tuesday evening, April 28. Business of importance was dealt with, and disposed of, and the officers for the ensuing year were elected as follows: President, E. Mathews; Vice-President, G. L. Hiese; Corresponding Secretary, W. G. Bail; Recording Secretary, F. Turpin; Treasurer, R. H. Hudson.

The capital stock of Smellie Bros., general merchants, Russell, Man., has been increased from $100,000 to $200,000.

MEETING OF ONTARIO GUILD.

Wholesale Grocers of Province Enjoy Hospitality of Hamilton Trade—A Most Successful Meeting.

The annual meeting of the Ontario Wholesale Grocers' Guild was held in the Federal Life Building, Hamilton, on Tuesday and Wednesday, of this week. Members to the number of about forty were present from every city and branch of the Guild in the Province, and this meeting was from all appearances the best ever held by the Provincial Guild. President T. B. Escott, London, was in the chair.

On Tuesday morning, after the appointment of W. T. Armstrong as Recording Secretary, addresses of welcome were delivered by F. T. Smye, President of the Hamilton branch, and H. C. Beckett, President of the Dominion Guild. A Press Committee was appointed, consisting of Messrs. Smye and Beckett. Mr. Smye presented his report on legislation. The financial report was presented, showing a very satisfactory balance.

The President, in his address, in reviewing the work of the past year, was pleased to report very satisfactory progress in many matters affecting the interests of the trade. He stated also that other important matters were in the course of attention, and he hoped that these would shortly be brought to a successful issue. Mr. Beckett explained that the question of the suit that had been pending for nearly two years, and which had been decided for hearing sometime in June, was still in unsatisfactory and uncertain position. It was expected, however, that this question could not be very much longer postponed, and he hoped for a very favorable issue.

H. N. Kittson delivered a most eloquent and interesting address on "Know Thy Opportunity," full particulars of which will appear in next week's issue. After the conclusion of Mr. Kittson's address an adjournment was made to the Hamilton Club for luncheon, as the guests of the Canadian Canners, Ltd. After luncheon an automobile trip was tendered by the Canners to the delegates, and a very happy run was made to Grimsby and return.

The afternoon session on Tuesday was taken up by the discussion of the letter of recommendation from the Hamilton Board of Trade re the new Bill of Lading, flag station difficulties and settlement of claims by railway companies. There was also discussion on a letter prepared by the Dominion Wholesale Grocers' Guild, dealing with the relations between manufacturers and wholesalers. A paper was read by H. C. Beckett on "The Importance and Value of Trade Associations and Their Relations With the Government." This aroused the greatest interest, and discussion, and many flattering remarks were made commending Mr. Beckett on his presentation of the subject. The Canadian Grocer will reproduce Mr. Beckett's article in next week's issue.

Interesting discussion with reference to the payment of freight to non-competing points followed Mr. Beckett's paper, and was continued till adjournment to be resumed on Wednesday morning. At 6.30 the visiting delegates were entertained at the Hamilton Club by the Hamilton trade to an informal dinner. After dinner the members of the Guild adjourned to Bennett's Theatre, also as the guests of the Hamilton trade.

Some interesting papers and discussions were given during the Wednesday sessions and the visitors were entertained similarly to Tuesday. Unfortunately W. G. Craig, of Kingston, who was to have given a paper on Wednesday morning, was unavoidably absent through illness.

Owing to the importance and value to the Canadian trade of these meetings, The Canadian Grocer will publish in detail in its issue of the 15th, a full report of the proceedings of the Guild meeting.

NEW FISH DRIER.

Economical System Recently Invented in Newfoundland.

A recent letter from E. D. Arnaud, Canadian Trade Commissioner in Newfoundland, describes a system of fish-drying which has recently been used in St. Johns, and which should be of interest to fish packers generally. The letter says in part :

"Through the courtesy of Hon. John Harvey I have been afforded an opportunity to inspect a new style of fish drying apparatus that has recently been erected on the premises of Harvey & Co., and is now, I understand, patented by John Clouston, of St. John's, who constructed the drier under Mr. Harvey's directions.

"Mr. Harvey explained that while the initial cost of his plant was very much less than one of similar capacity operated by means of hot water, the consumption of fuel was by actual test from one-quarter to one-fifth less, and the result in the making of the fish was more satisfactory than by other methods. A brief description of Mr. Harvey's plant will probably be of interest to fish dealers in Canada, especially the Maritime Provinces and British Columbia, and may induce them to inquire into its merits. It may be roughly described as an oblong structure of close-fitting boards into which dry heated air is forced by means of an electrically driven fan through horizontal metal perforated piping between which the fish are spread on wire trays, the air after passing over which is conducted back through wood air-ducts to the furnace to be used over again. Ventilation is had by metal air-ducts opening close to the floor of the drier, and leading up through the roof, which removes any moisture evaporated from the fish. This drier is designed to spread 70 quintal of small or 90 quintal of large fish, and the furnace consumes one ton of hard coal a week. Mr. Harvey informed me that it has been in operation since December last, and has given very satisfactory results."

A VISITOR FROM BRAZIL.

Native From Centre of Santos Coffee Plantations Spends Few Days in Toronto.

Toronto had a visitor from South America last week in the person of M. Achilles Daunt, of Santos, Brazil, whose home is in the middle of the coffee plantations. Mr. Daunt is a cousin by marriage of General Campos Saltes, ex-President of Brazil. When interviewed regarding coffee growing and the prospects for Santos this year, he spoke in an interesting manner of his native country, comparing the importance of coffee production there with that of wheat growing in Canada. A year ago, Mr. Daunt says, the yield was unusually heavy, the total value of the crop being about $17,000,000. This year prospects are rather discouraging, and the outlook is for a light crop.

The importance of Brazil's coffee plantations is rapidly increasing, according to Mr. Daunt, and there is a steady stream of immigrants coming from Italy, Spain and Northern Africa, most of them with a view to securing employment on the coffee plantations. It will be interesting to note that the total number of immigrants arriving annually is between 200,000 and 300,000, about the same number as Canada is receiving.

TO STIMULATE FRUIT SALES.

Several grocers of Grand Forks, N. D., have combined in a scheme that should get business for the stores interested. A window of one of the stores will be filled with a mixture of various kinds of fruits, it being planned to put as many in as possible. During an entire week purchasers of groceries at any of the stores in the arrangement will have an opportunity of guessing the total number of pieces of fruit the window contains, and each grocer will reward the one who comes the nearest with a box of oranges. This plan should increase fruit sales at all of the stores.

COMES FROM PANAMA.

G. Jackson, a bright young man, who has spent the most of his life in the grocery trade, is in Toronto this week looking for a situation. Mr. Jackson grew up in the trade in England and for some time occupied a position as manager of one of Sir Thomas Lipton's stores. A couple of years ago he wandered down to Panama and until recently has been engaged as manager of one of the Government stores there. Feeling ill effects from the climate, Mr. Jackson started for colder weather and just reached Canada on Saturday. He intends settling in Toronto.

A. H. Mace & Co., Montreal, are meeting with good success in the placing of their ice cream freezers on the American market. Already a New York office has been opened, at 32 Broadway, under the style of M. B. Mace & Co. J. Egbert Peters, vice-president, is manager. The freezers supplied the Canadian trade are being manufactured in Montreal, in the company's own shop on Bleury Street.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

POINTERS—

RICE—Advance anticipated.

BEANS—Decline.

FLOUR—Advanced 10c.

COFFEE—Advance anticipated.

FISH—Declined.

Montreal, May 7, 1908.

The opening of navigation has already had an obvious effect on the markets, as there have been appreciable advances in many lines which it was contemplated this event would accomplish. One of the first boats to arrive in the port was the Thomson liner Tremona, with a cargo of oranges and lemons from Sorrento and Messina. Last week the flour market showed some activity, advancing in two lines ten cents, which is due to a more limited supply of wheat in sight at the present time as compared with this date one year ago. It is thought that this condition may affect the price still further, and other advances are expected. The egg market has displayed some stringency as regards supply, with the result that dealers have been forced to pay fancy prices to the country people in order to obtain sufficient quantities for storage purposes. However, this condition of affairs is expected to disappear as soon as the warm weather begins. The bean market has shown a slight decline, otherwise it displays no new features. Spices afford no opportunity for comment, remaining about the same as last week. Coffee dealers here are contemplating an advance owing to the falling off in Brazilian receipts and the continued strong condition of the European market. However, up to the present it has had no obvious effect on the local market, the prices remaining about the same as formerly. In dried fruits, prunes continue to exhibit an inclination to advance, owing to a previously mentioned condition of scarcity of the product on the Pacific Coast. The market for new crop Japan tea has opened and local dealers are looking forward to great activity in this commodity, as stocks of old are almost completely cleaned out, and the reports being received here state that the new crop is quite up to anything in the past in quality, and compares favorably in quantity. These conditions should offer considerable scope for healthy trading.

SUGAR—The sugar situation remains about the same as last week, though dealers report a slightly accelerated market owing more or less to the opening of navigation which has stimulated all branches of trade.

Granulated, bbls	4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 75
" " " 50 lbs	5 85
" " 25 lbs	6 05
Extra ground, bbls	5 30
" " 50-lb. boxes	5 50
" " 25-lb. boxes	5 70
Powdered, bbls	5 10
" 50-lb. boxes	5 30
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUP AND MOLASSES—The syrup and molasses markets were exceptionally good during Lent, which is credited to the fact that there is less meat used, and butter was exceptionally high, but, strange to say, this condition continues, even in spite of the fact that these apparent conditions are removed. Demand remains very good. Cable advices state that holders will not quote prices on new molasses at present, as they contemplate an advance.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Advices from the country say that the crop is unusually large this year (of both syrup and sugar). Prices are a little easier, if anything, although there is not a great change. Reports say there are heavy stocks held by the farmers and country storekeepers, which will be held for higher prices as soon as the heavy stocks held by the Montreal dealers are gotten rid of. Demand still remains good.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09½
Pure syrup, 8½lb. tin	0 60	0 65

TEA—The large importers are daily expecting advices regarding the new crop Japans, the market for which has been opened. Information already received states that the quality of the new crop is quite as good as any in the past, and dealers are looking forward to considerable activity as quickly as the new crop arrives. At present there is scarcely any of the old crop left, dealers having been almost completely cleaned out. Ceylons and Indians are normal.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS—The dried fruit market is steady with only a fair demand. Valencia raisins have had a little flutter, advancing about half a cent, as also prunes. The advance of the latter product is no doubt due to the scarcity of article among the Pacific Coast packers.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 07	0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 05½	0 06
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		
"Excelsior Windsor Clusters "		5 50
" " ½s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 11
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

RICE AND TAPIOCA—Rice market is firm, with a little better demand, and prices are likely to be upheld owing to reports of heavy rains in the East, which may make the rice coming forward to European markets stained. The result is that millers are covering their requirements.

Tapioca is firm, but slow of sale. Very little inquiry for forward shipments either in Canada or the United States is reported. Holders are firm, however, in their ideas, and there may be advance when demand springs up.

B rice in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 09
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06½

COFFEES—The small Brazilian receipts in conjunction with strong European conditions may cause a slight advance, but at present the market remains about the same as last week.

Jamaica	0 16 0 20
Java	0 20 0 30
Mocha	0 18½ 0 25
Rio No. 7	0 09 0 11
Santos	0 11½
Maracaibo	0 14 0 17
Roasted and ground 20 per cent. additional.	

BEANS—The bean market continues firm, with a continued good demand. There has been a slight falling off in prices in the last week; otherwise the market remains featureless.

Choice prime beans	1 70	1 85

EVAPORATED APPLES—There is an advance in this market of about half a cent, otherwise the market is very dull. The demand is fair, and with the exception of this slight increase there is no change in prices.

Evaporated apples	0 07	0 07½

CANNED GOODS

MONTREAL—There is a good demand for canned vegetables, and the canned fruit market is improving very rapidly and it is expected that this condition will continue until such a time as the fresh grown product becomes cheaper. Much interest is displayed in the future markets, which will be influenced by the new list prices expected shortly.

TORONTO—Demand seems to be a little more brisk this week in lines of both fruit and vegetables. Considerable interest is manifested among the trade in the outlook for this year's prices, which are commonly spoken of as likely to be considerably lower than last year's prices.

ONTARIO MARKETS.

Totonto, May 7, 1908.

The wholesale markets are quiet this week, a fact which no one who is in touch with trade will deny. Some of the jobbers attribute this condition to the fact that the farmers are busily engaged in seeding and other farm work and have not been getting out to town to do any buying. Others blame the general condition of trade for the result. Whatever it is, it is certainly being felt. Collections, too, are a little stiffer than they have been though the most optimistic jobbers say they have nothing to complain of.

The markets are quiet, too, from another standpoint, that of changes. Grocery staples are moving along pretty steadily and there is little new to report this week, either from local or foreign markets.

SUGAR—Local feeling continues firm and business fairly active. Some fair raws have been offered lately, but wholesalers seem to be pretty well stocked with this line.

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 20
St. Lawrence granulated, barrels	5 10
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phœnix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS—Business is quiet. For a time the demand for maple goods was brisk, but the public seems to have gone back again to fruits and less of this goods is passing out. Prices are as follows :

Syrup—		
Dark		
Medium	0 30	0 35
Bright	0 36	

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " " ½ "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 80
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEAS—Local markets continue firm but quiet. Wholesalers' stocks must be comparatively light, but little tendency to buy is evidenced. Reports from the foreign markets during the week indicate no notable features, and the situation seems to be quieter everywhere.

COFFEE—There is a firmer feeling in the better grades, but no noteworthy change in prices. Business, however, continues good.

DRIED FRUITS—The market continues on about the same basis as at last reports, with some call for prunes, but other lines quiet.

RICE AND TAPIOCA—Business is steady, though featureless at old prices.

BEANS—The market is stiffer this week on account of the presence of American buyers in Western Ontario, who, it is said, are laying in supplies for United States jobbers. It looks now as if the estimate given a local broker a few weeks ago that beans would reach the $2 mark this season, will be justified, as stocks are decidedly light. It seems likely that all the beans in the country will be pretty well cleaned up by the time the new crop comes in at the end of the summer.

Beans, hand picked, per bush	1 90	2 00
" prime No. 1 "	1 85	1 95
" Lima, per lb		0 07

EVAPORATED APPLES—The market is feeling a little firmer under a scarcity of really good stock. Quotations now run at 7½ to 8½ cents.

HIDES AND WOOL—There is little change in the situation, though a brighter tone is, perhaps, evident in some lines. After the wool sales next Tuesday something may be doing in that line.

Hides, inspected, cows and steers, No. 1		0 06
" " " No. 2		0 05
Country hides, green untrimmde, per lb.		0 04
County hides, cured		0 05
City Calf skins		0 11
Country Calf skins		0 09
Dekins		0 6
Sheep skins	0 70	0 80
Horse hides, No. 1		2 50
Rendered tallow, per lb	0 04½	0 05
Horse hair, per lb		0 23

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, May 7, 1908.)

The outlook continues to be very encouraging. Favorable spring weather and a largely increased area sceded in good time are responsible for a feeling of optimism as to this year's crop and business reflects this brighter outlook. Wholesale houses report an active spring business.

SUGAR—

Montreal and B.C. granulated, in bbls	5 50
" " in sacks	5 45
" yellow, in bbls	5 10
" " in sacks	5 15
Wallaceburg, in bbls	5 40
" in sacks	5 45
Berlin, granulated in bbls	5 30
" " " sacks	5 35
B.C. gunnies granulated, 5-18's to bale, per cwt	5 55
" " 5-2's " "	5 55
" hard pressed lump, 25's, per cwt	6 65
" " half bbls., per cwt	7 00
" icing	6 30
" bar sugar	6 10
Icing sugar in bbls	6 10
" " in boxes	6 30
" " in small quantities	6 70
Powdered sugar, in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 15
Lump, hard, in bbls	6 45
" " in ½-bbls	6 45
" " in 100-lb cases	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 70
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" 40 " " 80	2 95
" 20 " " 80	3 00
" 8 " " 80	3 30

CORNMEAL—Quoted at $1.90 per sack.

POT AND PEARL BARLEY — Pot barley, $3.60 per sack; pearl barley, $5 per sack, and $2.55 per half sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows :

Sugar 25 lb. boxes, ⅛s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	5 50
North Spies No. 2, "	5 00
do. No. 1 "	6 00
Oranges and Lemons—	
Washington navels, 96's, per case	3 25
" " 112's to 126's per case	3 50
" " 176's to 250's	3 75
California lemons, 300's, 360's, per case	5 00
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes kegs, per keg	5 50
Strawberries—per 2 doz. case	3 00
Pears—	
Fancy Columbia, "	4 00
" " half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" " per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03½
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb	0 02½
Cabbage (native), " " "	0 01½
Lettuce, 1½ doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

EVAPORATED APPLES—Quoted at 8¾c per lb.

The Adams Creamery Association, manufacturers of butter and cheese, of Adamsville, Que., has been registered.

Mr. Gordon, of McClure & Langley, is expected to arrive in Montreal on May 11th. Mr. Gordon has established a connection with several new English houses, which they will represent in America.

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use

Large size, per gross,

10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

For ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross

Med. size (blue tin boxes) per gross

Per doz. ¼ lb. boxes

Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination."

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE"
ELITE POLISH
BOX CALF
VICI KID AND ALL that is Fine BLACK DRY LEATHER
Whittemore Bros. & Co.
BOSTON U.S.A.

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross . .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross

Red Box, medium "

Per doz., 1-4 lb. tins . . .

Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET CAMBRIDGE, MASS, U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

Getting Holiday Business,
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Cleansing Cooling Healing

There are few as good —but none better.

Glycerine Pumice

"The Soap that Cleans."

For general Toilet uses—for the Bath —for Cooling, Healing, Cleansing Properties—there is nothing to equal Glycerine Pumice.

There is no other like it.

Made by

THE YOUNG-THOMAS SOAP CO., LTD.,

Regina, Canada.

Business Is On The Hog——

that is, business is hard on the well-fed young hogs from which is derived

HAM AND BACON

Just when these innocent animals, brought up in positive luxury—from a hog's standpoint—reach the heydey of youth, lo! the axe falls, and they are hogs no more!! But the great demand for the delicious Corona Brand continues apace, and hundreds more of the flower of Youthful Pigdom must be sacrificed.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
WE HAVE NO RETAIL STORES.

New Butter

Creamery or Dairy. Supplies are coming in more freely, and prices are lower.

New Cheese

are now on the market—not so good as old cheese, but lower in price.

New Hams and Bacon

Always new, because we keep no old stock.

F. W. Fearman Co.
Limited
Hamilton, Ont.

There are many reasons why you should stock

O'MARA'S BACON

Here are a few of them. It is undeniably the best. Your customers want it. It shows good profits.

Specialties

Breakfast Bacon
Pure Leaf Lard
Cooked Meats
Jellied Meats
and Sausages.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - - ONT.

Keep Your Door Open

to accommodate the extra run of customers who will pass through it into your store when they hear you are handling

Ryan's Short Roll Bacon

The first customer you sell will note the excellent flavor, and pretty soon her neighbors will be after some Ryan's Short Roll, too. It is really the cheapest meat on the market, it is so good. Made from carefully fed young hogs, and mild cured.

Send To-Day for Prices!

The WM. RYAN CO.
LIMITED
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Markets Are Quiet With No Particularly New Features—Hog Markets Easier a nd Exports Light—Overseas Demand for Cheese and Butter is Light—Prices Steady With V ery Light Receipts.

CHEESE AND BUTTER BULLETIN

Montreal, Ma·· 6, 1908.

Since the last bulletin there has not been much happening in the cheese and butter market to warrant comment, but the attitude of the English buyers is worthy of attention. It was thought that with the opening of navigation there would be considerable inquiry from England, but the volume of prospective business does not come up to expectations. This condition is thought to be only a transitory circumstance, and will disappear as soon as the prices on this side of the Atlantic come within what the Englishmen think is a reasonable range. This condition is the result of the fact that many dealers are holding out for high prices in order to dispose of their small stocks of old cheese at a profit.

The local market is very quiet at the present moment, but now that a period of comparatively warm weather seems to have set in the pasturage will improve rapidly, and this will result in dissipating whatever slight tension there may be existing in the market to-day. Receipts of new cheese have been very light so far, and there is no remarkable activity in old cheese, which is being quoted at from 15c to 15½c to the retailer, whilst the new stands at from 12¼c to 12½c.

A new organization has sprung into being in Ottawa, which is called the Ottawa Farmers' Exchange, and which will rival the Ottawa Cheese Board. It is thought that some interesting developments may be looked for owing to the birth of this new organization. It is said that the older institution has the sympathy of the buyers, owing to the fight which the exchange is putting up to have factory inspection of cheese, and pay at point of delivery. The new exchange has adopted the rules of the Cornwall Exchange, with a few changes.

There is not much new in the butter market, as everything remains about the same as last week. All the dealers are looking forward to an improvement now that comparatively warm weather seems to have set in and before long they anticipate the arrival of ample supplies. At the present shipments are arriving by express, which just about meets the local demand. Held creamery stocks are nearly exhausted. Prices continue steady around 28c to 30c to the retail trade. At the Farnham Cheese and Butter Board 10 factories offered 110 boxes of butter, and all but one factory sold at 28¼c, while one refused 28⅜c.

Reports make it pretty certain that the Canadian exporters are not in any danger of further competition from the New Zealanders, as their product seems to be pretty well cleaned out of the market. Local dealers are not much concerned over the attitude of the European buyers, for, as pointed out, it is only the result of local conditions, which will disappear suddenly, and then activity in trading between here and the Old Country is anticipated. However, in any case, there is not at present any anxiety over shipping facilities as many ships are now, and will continue to be, at their disposal as soon as the two markets come to satisfactory terms. The Board of Trade figures show a great falling off in weekly receipts as compared with the corresponding period for last year.

For the week ending May 2, the total receipts were 695 packages of butter, as compared with 1,607 for the same period in 1907, showing a deficit in the number of packages of 912. Cheese, likewise, displays the same symptoms. For the week ending May 2, the total weekly receipts were 4616 boxes, as against 11,094 for the corresponding week of last year, showing a falling off of 6478 boxes.

THE PROVISION SITUATION

Toronto, May 6, 1908.

Not a very great deal of activity has been evident among Canadian packers during the past week from the operation of two or three factors. First, the British market, which has been kept more than plentifully supplied for the last several weeks with Danish pork products, has not been demanding Canadian products with any degree of activity. During the week this market has just about kept its own and there are practically no features to report. with this condition prevalent, export business in Canadian hams and bacon could not but be anything but light.

The farmers are forcing a share in the situation also, by holding their hogs, evidently in the hope of higher prices later on, which seem almost sure to be realized before the summer is over. Whether they can hold and feed them at a profit is another question.

The Danish markets continue active, as in the past weeks, last week, and very heavy deliveries were made to the British market. American deliveries, on the other hand, were very light, in the face of conditions summarized below.

At time of writing Canadian packers were paying $5.90 f.o.b. for selects, though a tendency was noticeable to slide prices down to $5,75 to $5.80, on the general run of stock. The price offered for hogs off cars at factory was $6.25. Deliveries were comparatively light and an easier feeling was in evidence.

The New York Journal of Commerce notes the features in American markets as follows :

"The past week has witnessed no improvement in cash demand, and prices of spot hog products have weakened because of increasing stocks in spite of light receipts of hogs, because of decreasing consumption.

"In face of these conditions, however, packers bulled the options early week and ran in the shorts, helped by the scare in May shorts in wheat at Chicago. But after the shorts were run in the market has sagged back, as they were free sellers on the early strength, and continued to supply the lessening demand at declining prices to the close. Meantime there has been the smallest demand for cash stuff for consumption so far this season.

"Better receipts of hogs are expected when corn planting is over, and the packers have been taking hogs much less freely, leaving over a good number unsold daily in the packing centres to offset the small receipts, so that eastern cutters had to pay an advance the first half of the week to get enough to supply their current retail trade in fresh meats. At the same time their cured products have accumulated for want of demand, and prices have declined except for lard."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market remains about the same. The demand is good and prices will remain constant, it is thought, for some time. Trade in this line fairly good.

Lard, pure tierces	0 12½
" " 56-lb. tubs	0 13
" .....20-lb. pails, wood	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 13
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, compound, tierces, per lb.	0 08½ 0 09½
" " tubs	0 08½ 0 09½
" " 20-lb. pails, wood	0 09 0 09½
" " 20-lb. pails, tin	0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½ 0 10
" " " 5-lb. "	0 08½ 0 09½
" " " 3-lb. "	0 08½ 0 09½
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork	22 50
Canadian short cut clear	22 00
American fat back	23 00
Breakfast bacon, per lb	0 13 0 15
Hams	0 12½ 0 14½
Extra plate beef, per bbl.	13 00 14 50

BUTTER—The market remains about the same, and prices have not moved appreciably in either direction. All the dealers are looking forward to the warm weather improving the pasturage, and then they expect supplies will begin to pour in in ample quantities. At present shipments are arriving by express,

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

I GET HIGHEST PRICES
for
BUTTER : EGGS
SELLING DIRECT TO CONSUMER
Will handle your produce on commission —prompt returns
Correspondence Solicited
L. A. HEATH
332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

Yes, we certainly are
BUYING EGGS
If you have any to sell we want to hear from you no matter where you are. Write or 'phone.
EGG CASES SUPPLIED
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

which just about meet the local demand. Held creamery stocks are nearly exhausted. Prices continue steady around 28c to 30c.

Fresh Creamery	0 28	0 30
Dairy, tubs	0 23	0 24
Fresh large rolls	0 24	0 25

EGGS—Supplies during the last week have not been as large as usual for this time of the year, and dealers have been paying fancy prices in the country in order to obtain stock for storage purposes. The warm weather is expected to have a salutary effect on the market, and supplies will come in in greater quantities. Locally, the demand is very good, and prices show an increase of one cent.

New laid	0 17½	0 18½

HONEY—There is a great scarcity of this product, but, fortunately, the demand is very light at present. There are no changes in prices from last week.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 09	0 11
Clover, strained, bulk	0 10	0 11½

CHEESE—The cheese market exhibits no extraordinary features this week. Receipts of new cheese are small, and the export demand is light at present, consequently there is not much activity in this market. Old cheese is still in good demand around 15c to 15½c.

Cheese, old	0 15	0 15½
" new, large	0 12	0 12½
" " twins	0 12½	0 13½

TORONTO.

PROVISIONS—Business is quiet this week and but slightly improved over conditions of a week ago. There is, however, a hopeful feeling pervading the trade. Smoked breakfast bacon and hams are very slightly easier, and plate beef is up almost fifty cents a barrel. Lard (compounds) also has advanced from one-quarter cent to one and a quarter cents. The market prices of other goods are firm and unchanged. The farmers are still holding on to their hogs, and as the demand is light, very little is doing in this line.

Long clear bacon, per lb	0 10½	0 10¾
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb	0 10	0 10½
Small hams, per lb	0 14	0 15
Medium hams, per lb	0 13	0 14
Large hams per lb	0 12½	0 13½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		0 17
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	21 00	22 50
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "		0 12½
" compounds, per lb	0 09	0 10
Plate beef, per 200-lb. bbl	14 00	14 50
Dressed hogs	0 08½	0 09

BUTTER—"Easier" is the word that describes the butter market, and the prices have dropped a cent. There is an improved supply, but the demand also has increased, the dealers carrying but little stock over. The prospect is bright, however, now that grass is beginning to show itself and the tendency is toward a decline in prices.

	Per lb.	
Creamery prints	0 29	0 31
Creamery solids	0 28	0 29
Farmers' separator butter	0 27	0 28
Dairy prints, choice	0 26	0 27
" " ordinary	0 23	0 25
Baker's butter		0 21

EGGS—Prices are up again about a cent and the market is very firm. The supply is freer than a week ago, but not sufficient for the demand. From the packers' standpoint, prices will have to be considerably lowered before they do any buying, as it would be quite a bit better for them to pick up supplies as required, even at a high price, than to pack at anything near the present market price. The season is early, however, and the cool weather has kept back work on the farms. They will loosen up a bit with warmer days, and eg prices are expected to decline to a more reasonable figure.

Eggs, new laid		0 18

CHEESE—But little change is noted during the week, and, as reported last week, business is quiet. New cheese is being offered more freely, and the price of old is getting firmer, which was bound to be the case as the season advanced. A slight decline in price is noted for new cheese.

Cheese, large, prime old	0 14	0 14½
" " " new	0 11	0 12½
" twins, old	0 14	0 14½

HONEY—Demand is light and the supply is sufficient for all needs. Prices remain stationary.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 25
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Only an occasional lot of poultry is offering and both supply and demand are light. Prices remain unchanged. Very little business will be done before the end of the month.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

WINNIPEG.

BUTTER—For No. 1 dairy the Winnipeg produce houses are paying 22c per lb., and for No. 2 18c.

EGGS—Produce houses are paying 14c f.o.b. Winnipeg.

CHEESE—New Ontario cheese is selling at 14c per lb.

SITUATIONS WANTED.

YOUNG MAN of 24, with several years' experience as grocery manager, seeks situation. First class references. Apply to G. Jackson, 159 Sherbourne Street, Toronto. (19)

Saskatchewan Merchants!!
Get highest **CASH** prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

The sale of

CLARK'S MEATS

is absolutely guaranteed in advance.

Their reputation, from coast to coast, makes them the surest sellers in the trade.

If other meats are cheaper—if they allow a larger profit—something is wrong and some day a lost customer here and another there will tell what it is.

Isn't it worth considering — an assured sale and no lost customers.

WM. CLARK
Manufacturer
MONTREAL

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.
Windsor, Ont.

Are Your Customers Permanent?

Do they come back for the same thing twice? If not, maybe there is something wrong with some lines of your goods. Quality is the one sure thing on which to hold trade.

HEINZ 57 VARIETIES

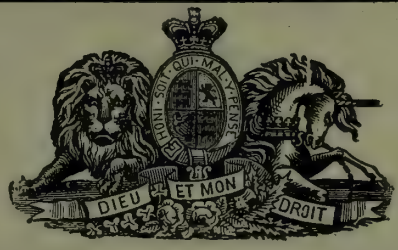
PURE FOOD PRODUCTS
(the kind that contain no preservatives)

bring customers back and they'll get you into no trouble with the food laws. Guaranteed pure and guaranteed to please or money refunded.

Anything that's "HEINZ" is Safe to Sell.

H. J. HEINZ COMPANY,
New York Pittsburg Chicago London

By Royal Warrant Purveyors



To H. M. King Edward VII

MESSRS. BOVRIL, LTD., also have the honour of the appointment of purveyors to H.M. the King of Spain and H.M. the King of the Belgians

There is only **one**

BOVRIL

The Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
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CANADIAN-ITALIAN SPAGHETTI.

Western Wheat Going to Spaghetti Manufacturers in Italy.

The fame of our great Northwest, upon which Canadians build so many fond hopes for the future, has penetrated to the remote corners of the earth, and now the inhabitants of Sunny Italy are looking to it as the salvation of their national dish, macaroni. Lately they have been experiencing some difficulty in obtaining the proper wheat from which this product could be manufactured. This fact having become known among the Canadian shippers, samples were sent to Italy, with the result that we find we have the wheat which meets all requirements, and at the present moment there lie in Montreal harbor three ships which will shortly sail for Italy with this wonderful product of our great Canadian West, and the hearts of Spaghetti consumers from Lombardy to Palermo will contribute their share towards the wealth of the last great West.

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS,
CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati O

BUTTERFLY BRAND
FUSSELL'S
'GREEN BUTTERFLY' MILK
BEST KNOWN—BEST LIKED.
being mechanically prepared without the addition of sugar or any preservative, is very easy of digestion, and has saved many lives all over the world, as it is retained where all other food is rejected. Insist on Fussell's.
Keep your Labels to get a Gold Watch Free
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CANADA: No better Country
MOTT'S DIAMOND CHOCOLATE
MOTT'S: No better Chocolate
To please the housewife should be every grocer's first thought.
In offering or recommending chocolate to your trade absolute safety lies in suggesting
Mott's
"Diamond" and "Elite"
brands of
Chocolate
It has pleased Canadian housekeepers for over a quarter of a century. It pleases them still—
FOR SALE BY ALL JOBBERS
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BUDA FLOUR
is "The Flour of Quality"
It is rapidly supplanting other lines where high quality at a reasonable price is desired. It is a high-grade Hungarian Patent, milled and blended from Eastern and Western wheat by millers whose experience covers half a century.
Straight or Assorted Car Lots a Specialty. Write or Wire To-day for Closest Mill Prices.
J. B. HARTY
PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Flour Advanced in Quebec, Firm in Ontario—High Prices on High Grades of Wheat Prevent Export Business.

The week has seen an advance in flour in Quebec markets to meet the former advance in Ontario. One or two firms still sell at the old prices, but the majority have followed the lead set a week ago. The milling companies attribute the advance to stronger wheat markets, both in Canada and the United States, and the sharp advance in values, coupled with the steady decrease in available supplies.

There has also been an improved demand from all foreign sources for spring wheat flour during the past few days, and prospects seem to point to the fact that this demand will be stimulated in the near future, while available supplies of wheat will decrease from now until the next crop is harvested.

For some time the bull element in the Canadian wheat market has maintained the higher grades at a higher level than any other market in America, and has kept the millers from doing practically any export business. The output has had to be curtailed on this account, when it exceeded domestic demand.

Cereal markets generally continue steady, with fairly brisk demand and supplies coming in freely.

MONTREAL.

FLOUR—Flour has advanced slightly. Royal Household now stands at $6.20, instead of $6.10, and Glenora has gone forward ten cents. The market is firm and there is a good demand. There may be another slight advance on some other lines.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 20
Glenora		5 70
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

ROLLED OATS—The market is about the same. A slight advance is anticipated, but not one of very alarming dimensions. Demand is still good.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		3 00
" 80-lb. bags	2 75	2 80
" bbls	5 85	6 00

FEED—Feed remains about the same as last week. The market is steady, with a fair demand.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	27 00
" bran	23 00	24 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market continues strong, with demand fair from local points. Local millers have had inquiries from Great Britain during the week, but at the present basis there is little likelihood of much export business being done. Prices are quoted on same basis as last week.

Manitoba Wheat.

80 per cent. patents	5 50	5 70
85 " "	5 30	5 50
Strong bakers	4 90	5 10

Winter Wheat.

Straight roller	4 50	4 60
Patents		4 60
Blended		5 00

CEREALS—The market continues steady with business fairly brisk. Demand from the retailers is quite active. Supplies of oats and wheat are both quite plentiful. Prices are on about the same basis as a week ago.

Rolled wheat in barrels, 100 lbs	2 90 3 00
" oats in bags, per bag 90 lbs	2 85
Oatmeal, standard and granulated, in bags 98 lbs.	3 00

OPENING DOWN TOWN OFFICE.

Wm. Moore & Son, grocers, 402 Spadina Avenue, have sold their business to W. M. Connor, recently of Saskatchewan.

With this item is connected an interesting story of progress. Almost everybody who has anything to do with fruit in Toronto knows Eugene Moore, who, with his father, has been for years at the head of the retail business on Spadina Avenue. Of recent years, however, Mr. Moore has become interested in handling fruit on a brokerage basis and has been so successful in this that this branch has become a good deal more important than the retail business. Feeling the call of the wholesale district, Mr. Moore last week disposed of the grocery business as noted above, and has this week opened an office for the more convenient carrying on of the brokerage business at 32 Church Street. Mr. Moore has the agency for several of the best-known fruit importing houses, such as Underdown & Creighton, J. B. Indereed & Co., Hills Bros., of New York, and, as he says with a smile, "thirteen others." Mr. Eugene will spend considerably more time among the trade under the new arrangement, and his father, Wm. Moore, will spend his time in the office.

RETURNED AFTER VISIT TO FRANCE.

Zeph. Hebert, of Hudon, Hebert & Co., Montreal, has returned to Canada, after a stay of five months in France. Mr. Hebert left Montreal on December 3 for a holiday, which he spent with his family in Paris, and returned on May 4, so that he was just a day over the five months absent. He brought his family home with him.

Mr. Hebert stated to The Grocer that affairs in France and on the continent were in good shape, and that business men there were looking forward to a prosperous year.

Listen To This!

His Wife's Wise Advice

Grocer's Better-3-4: Henry, I paid a social call on Mrs. Thompson this afternoon, and she told me that she never knew before that one soda biscuit could be better than another. She said that she borrowed a few from a neighbor who told her they were MOONEY'S; and they certainly were fine! She's going to buy some MOONEY'S from you next week. Hadn't you better lay in a stock, seeing they're so good? Grocer: By jove, I'll send in a 'phone order right away. He did! Go, thou and do likewise!!

(Here's the box; every cracker in it is just "Perfection.")

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

FIRST STEAMER FROM MEDITERRANEAN.

The steamer Fremona, of the Thomson line, arrived in Montreal on Saturday, May 2, with the largest cargo on record of oranges and lemons, reaching the extraordinary figure of 65,000 boxes. The Fremona loaded at Messina and Sorrento, and was, therefore, the first boat from the Mediterranean to arrive in port.

PLUCKY TORONTO GROCER.

Struggles Twenty Minutes With Hold-Up Man and Scares Him Off.

Allan G. Duncan, grocer, Toronto, had an encounter on the evening of Friday, May 1, with a thief who entered his store and demanded money at the point of a revolver. As Mr. Duncan was pretending to show where the money was, he knocked the weapon out of the man's hand, seized him in a desperate struggle and held him to the floor for twenty minutes. A couple of young men who came to Mr. Duncan's assistance were afraid to go for the police, owing to threats to "get even" made by the captive, who eventually escaped. The supposed thief has since been captured. This is not the first time Mr. Duncan has been held up.

TRADE NOTES.

The assets of L. Eug. Roy, grocer, Montreal, have been sold.

Allen Barr, Belmont, Ont., has sold his general store business.

Bigaouette & Frere, grocers, Montreal, are offering to compromise.

Edgar & Company, general merchants, Burk's Falls, Ont., have assigned.

Fred. Kohli, Hespeler, Ont., has purchased Klager's grocery business.

The T. S. Ford Co., Stratford, Ont., are enlarging their grocery department.

Sparrow & Mason, grocers, Toronto, have sold their business to Gifford C. Baker.

The Rennart & Moir Co., general merchants, Otterburne, Man., has been incorporated.

The general store of Eli Shilson, Snowflake, Man., was slightly damaged by fire recently.

The stock of the general store of Wm. Stone, Maidstone, Sask., has been sold to J. M. Montgomery.

J. T. Hannant and E. J. Wilson, Milton, Ont., have bought P. M. McKay's Sons grocery business.

The stock of the general store of the estate of P. Parenteau, St. Jean Baptiste, Man., is advertised for sale.

D. Cameron, formerly of Wiarton and White River, Ont., has purchased Kelly's "Star Grocery" business, Listowel.

Mr. Ellis has withdrawn from Ellis & Steward's department store company, Wolseley, Sask. The new firm, known as Steward & Co., consists of I. R. Strome, Brandon, Man., and H. O. Steward, Wolseley.

IMPERIAL SYRUP CO. MOVED.

The Imperial Syrup Co., Montreal, have removed from 88 Grey Nun Street to 29 and 31 Vitre Street, where they are in possession of a larger and more modern factory.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

NATION'S

Simply Delicious

In Packets and 4-oz. 8-oz. & 16-oz. Tins

Agents: GREEN & CO., 25 Front St., E. Toronto

CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND

THE DOMINION WAFER CO.

44 St. Vincent Street

MONTREAL

BISCUIT CUPS

a Specialty

Ice Pies,
Ice Cornets,
etc., etc.

Dealers in

Choice Ice Cream

TEL. MAIN 1310.

They Can't Use This Signature.

W. K. KELLOGG

on a package is your absolute protection in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Bannatyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and Victoria, B.C.

Kellogg's Sanitas

"It's All in the Shreds"

THE GROCER WHO MIXES BRAINS WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

A Good Profit for You, and a Satisfied Customer —What More Can You Ask?

The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

This is a Happy Land

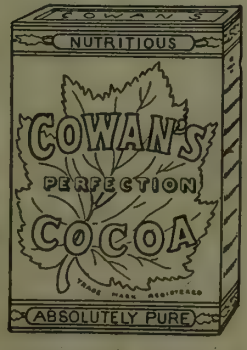
because most people in it have a working allowance of common sense. That's why most of them buy

COWAN'S

Cocoa and Chocolate

They know a good thing when they taste it.

If you want the briskest selling Cocoa, Chocolate and Chocolate Confections just stock Cowan's. They are IT!



The Cowan Co., Ltd.

Bakers and Confectioners

Our new department is well stocked, Shelled Nuts, Egg Savers, Icing and Marshmallow Powders, French Fruits, Oils and Flavorings, Dry and Liquid Colorings, Dragees, Currants, Raisins, Dates, Almond Pastes, Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything you need.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, Montreal

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson

MACE'S

Original Ice Cream Powder

This is a line which will bring you good profit. Quick seller. In steady demand. Makes a Perfect Ice Cream by simply adding boiling milk. ***The Original Ice Cream Powder.*** After first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

A. H. MACE & CO.

748 Notre Dame St. West, - MONTREAL

THE SITUATION IN THE WEST

The General Tone of Business is Better With Money Considerably Easier—Receipts of Wheat Small—Live Stock Trade Improving.

The Western Viewpoint, by our Special Winnipeg Correspondent.

The extremely fine seeding weather has been followed by a week of cold, that is a bit discouraging, though as a matter of fact it has done no harm and now the weather is turning warmer. The weight of moisture in the shape of both snow and rain, delayed the seeding in many districts, and, indeed, in the more northerly and westerly sections of the West, it has not yet been resumed, but all over the south and middle West the seeding of the balance of the wheat and the oats is being vigorously pushed.

Taken as a whole, conditions are quite as bright as they were a week ago so far as the present year's crop is concerned.

* * *

The wheat market has been strong all week and only moderately active, as present prices are decidedly out of line for export, though there has not been a day when there has not been inquiry for Western wheat. The amount of milling wheat still in the country is very small, and the proportion of contract wheat at the head of the lakes is also small, though the receipts of the past week have been more than half of them contract grade. However, the receipts of the week have been running as low as 40 cars a day, and the biggest day of the week was 88 cars, as against receipts of 225 to 250 cars daily last year. If receipts continue to shrink in the same proportion during May the business of the 1907 wheat crop will be all cleaned up long before the end of the crop year, as used to be the case in the old days, when much smaller crops were raised.

* * *

The flour market is a steady one, with a difference of ten cents per sack in the prices the two largest of the milling companies are asking for their flour. All mills report that there is very little export demand to Britain, but that they are doing a fair export trade to the Orient and that the domestic demand is improving daily. All the big mills are running full time, and expect to continue doing so.

* * *

The live stock trade is increasing in activity, and there is a decided improvement in both demand and price. A good deal of interest has been created by American buyers coming into Southern Manitoba for butchers' stock. These buyers have paid higher prices than the Winnipeg cattle firms, and, in addition, have to pay the 27½ duty. The producers are beginning to sit up and take notice, claiming that if American cattle men can afford to pay ½c to 1c more per pound, making no allowance for shrink, and also to pay the duty, the Winnipeg dealers must have been getting the long end of the stick. Several trains of cattle shipped this spring from Alberta to Chicago have made very satisfactory prices, the tops selling as high as $6.20 per cwt. and the bottoms for $4. The Winnipeg market has evidently been stimulated by these things and on Friday, May 1st, there was quite an influx of Eastern buyers, among them being A. Shortreed, of Fergus, Ontario; J. Wilson, of Maybee, Wilson & Hall, Toronto; Messrs. Isaac, J. Norris and Hector Thompson, of Markham Village, and Messrs. Roberts and Dohan, of Montreal. Bidding was lively and prices of anything like good stock ruled high. Winnipeg has no regular trading hours for cattle, such as pertain in grain and the early man gets the pick. The Eastern men thought they would be on the ground and give the Western men a run for their money. Street cars do not run in Winnipeg until six o'clock, and the stock yards are a mile and a quarter from the hotel section of the city. The cattle trains for the Friday market always the big one of the week, arrive about three or from three to four o'clock. Some of the Eastern men made a spurt and were up at the yards at 5.15, having walked the whole distance, but when they got there they found that the head of a certain big local concern had gone them one better and had been there before five o'clock, and he certainly secured the pick of the bunch for export. For these he paid from 5c to 5¼c and for the two prime bullocks of the bunch 5½c. These two bullocks weighed together made 3,400 pounds, and nothing better has shown on this market for a long time. Taking all classes of stock, cattle, sheep and hogs, there were 54 cars on the market, and the prices for cattle ran all the way from 2½c to 5½c, and the bullocks bought at the latter figure were cheap compared to the stock selling at 2½c.

Offerings of hogs were very liberal, but demand was keen and straight. 6c was paid for the bulk of the offerings. Offerings of sheep were small, being only some 200 for the week, but these were very choice yearlings, and brought 7c on the hoof, they were fed at Brandon. What was said along this line last week might well be emphasized. The sheep sold, giving far and away the best return to the producer, of any stock offered during the week. The Eastern men, though they evidently were unwilling to do anything to boost prices, admitted that there was a scarcity of good butchers' cattle in the East, and that there was likely to be a demand from there for tops all season.

Everything points to the growing need of union stock yards and public abattoirs in Winnipeg, and a regularly constituted live stock exchange. Winnipeg has all the facilities for handling an enormous cattle trade.

* * *

One of the most important events of the week from the Western standpoint, was the opening of the short line to Duluth from Fort Frances tapping the C.N.R. There is no doubt that the American capital interested see in this line a means of diverting the Western wheat to the Duluth elevators, which, in these days, are seldom full and represent an enormous outlay of capital. There is no manner of doubt, either, that if the Grain Growers' Association and their friends keep up their agitation about private companies not being allowed to control terminal elevators (in which there is almost entire agreement in the West), that the owners of private terminals, who are also owners of lines of interior elevators, will seek this outlet also for their wheat. In any case, it is an additional outlet for the wheat of the Canadian West, and cannot fail to be a matter of importance to every one interested in Western trade.

* * *

The real estate situation continues to develop steadily, and just now there is good sale for fruit farms in British Columbia. These sales are being made by companies that sell only to actual settlers going immediately on the land and the past week saw no less than 12 of these farms sold to men who were all practical fruit farmers and leaving immediately for their new ranches. There has also been a good sale of market garden plots near Winnipeg, running about five acres each, to men who will go to work on them this spring. The sale of house property in Winnipeg is good, and there continues to be heavy cash payments on these purchases. A feature of the building this year is the erection of no less than three costly buildings for charitable or beneficent purposes. Men familiar with trade and business conditions state that there is not surer guarantee of prosperity than this, as the funds for these buildings are practically all pledged before the erection commences.

* * *

There is no question that the whole money situation in the West is much easier than it was even a month ago. There is a general air of active business, and though there are still quite a number of unemployed men in the city, the first week of fine warm weather will see these practically all taken care of, that is if they are men who really want to work.

* * *

Taking the entire Western situation into account, conditions are better than they were a week ago, and are such as to confirm the general feeling of confidence that the West is entering on a season of prosperity, with the advantage of a sharp setback last winter to teach her wisdom and a more careful spending of money and a greater wisdom in incurring obligations than has been hers in the past.

H.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

Pineapples

are now coming in fine shape and are finding ready sale, it is now time for you to order.

Strawberries

arriving good, in fact the best in years.

Cabbage, Cucumbers, Beans, Beets, Carrots, New Potatoes, Bermuda and Egyptian Onions.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Look Here!

Some Interesting Prices

Large Bright Frozen Herring, per 100.	$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld. "	4.25
Cod Oil, a gallon	.40

Send us your order.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FRUITS, VEGETABLES AND FISH

Business Opening Well—Pineapples and Strawberries Arriving Freely—New Vegetables Brisk—Fish Quiet.

An improvement in business is noted all along the line this week and the dealers are getting busy. A little more sunshine and a few warm days and they would be jubilant. By the end of May it is expected they will have their hands full of orders. As it is, all the dealers are carrying larger stocks and great quantities of fruit and vegetables are going out to the retailers.

Bananas are slightly easier, and so are pineapples and strawberries. Carload lots of these two lines are quite usual. Oranges are firming up again, the California navel season being nearly over. Montreal reports the first fruit boat of the season from the Mediterranean, with the largest cargo on record. Lemons and oranges seem to be the bulk of the cargo.

Canadian greens are coming in more freely, and already we have lettuce, carrots, spinach and green onions. Most of the garden stuff on the Toronto market is from the Hamilton district, but quite a little is from the Toronto district, and the county of York. It is open-air stuff, too, except that the lettuce is grown under glass. The southern Atlantic States are sending great quantities of cabbage and tomatoes to Canadian points. In fact, these two lines, with pineapples and berries, are the features of the week. A number of price changes are noted.

Fish is quiet, but in a week or so the trade will open up again. Frozen lines and bulk oysters are off, and fresh-water fish are a little easier in price.

MONTREAL.

GREEN FRUITS—There is not much change in this market from last week. Lemons are a little lower, whilst oranges have advanced somewhat. The Fremona, the first fruit boat of the season, has arrived with the largest fruit cargo on record, which consisted chiefly of oranges and lemons from the Mediterranean.

Bananas, fine stalk	1 00	2 25
Cocoanuts, new, per bag		4 50
Lemons	2 00	2 25
Navel oranges	2 50	3 50
Florida oranges, box		3 50
Mexican oranges		2 50
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	4 00	5 50
Pineapples, case		5 50
Grape fruit, box		3 25
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	11 00	14 00
Cape Cod cranberries, frozen, bbb	4 00	5 00
Nova Scotia cranberries, bbl	6 00	7 00
Strawberries, qt	0 17	0 20
Apples	3 00	5 00
Bitter oranges		1 25
California Blood Oranges	3 00	4 25

VEGETABLES—Vegetables remain about the same as at last quotations, with the exception of lettuce, which has dropped from 85c and $1.10 to from 50c to 60c per dozen. New potatoes are now quoted at 6c per pound and cabbages have dropped from $3.25 to $2.75.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		1 00
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	2 00	2 50
Turnips, bag	0 75	0 95
Celery, doz	0 25	1 00
California celery, crate		5 50
Water cress, large bunches, per doz		0 75
Spinach, bbl	3 00	3 2
Green peppers, crate		3 50
Boston hot house cucumbers, doz		2 00
California asparagus bunch	0 60	0 75
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket		3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Tomatoes, Florida, crate	3 50	4 00
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	0 70	1 00
" " large crates		3 00
Canadian onions, lb		0 03
Egyptian Onions		0 03
Boston lettuce, hot house, per doz	0 50	0 60
Radishes, doz		0 50
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 45
Horse radish, per lb		0 12
Beans, green, basket	6 25	6 0
French beans, wax	6 25	6 50
Egg plant, doz		2 50
California cauliflowers, per crate of 16		8 00
New cabbage, crate		2 75
Florida Celery crate	2 75	3 00
New potatoes, per lb		0 06

FISH—The fish market is somewhat easier this week, owing largely to increased facilities, which the opening of navigation have afforded the shippers. Haddock, herring and flounders have eased off a cent. Standard oysters are up 10c a gallon.

Fresh and Frozen Fish.

Haddock, per lb		0 04½
Fresh halibut		0 09
Mackerel, "		0 08
Dore, "	0 07	0 08
Pike, lb	0 04	0 08
Whitefish, lb	0 05	0 08
Flounders lb		0 07
Bluefish lb		0 15
Shad, each		0 40
Stripe Bass, lb		0 12
B.C. salmon, lb		0 09
Qualla Salmon, lb		0 07
Smoked and Salted—		
Haddies, boxes, per lb		0 07½
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		0 90
Skinless cod, 100 lb. cases		5 25
Strictly boneless pure cod, 20 lb. boxes	0 08	0 13
Boneless cod, 20 lb. boxes		0 09½
Boneless fish, 20-lb. boxes, blocks		0 05½
Boneless fish, 25-lb., boxes, per lb.		0 01½
Oysters and Lobsters—		
Malpeques, bbl		6 00
Standards, bulk, per imp. gal		1 50
Standards quart tins, sealed		0 40
Paper pails, 10's, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl		3 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, large lb		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—Business is very good considering the chilly days we have been having of late, and is much better than during April. "Oh! if we only had some warm sunshine!" said one dealer, "business would then hum." As it is the prospects are very bright, and before the end of the month dealers are sure to be very busy. Pineapples are coming in in large quantities, and carload lots of strawberries are arriving almost daily, bringing down prices a little. Oranges are up and may go higher during the week. Other fruit prices remain unchanged.

Oranges, Navels	2 75	3 50
" Valencias	3 00	5 00
" Bahamas	2 00	2 25
Oranges, Blood		2 25
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messinas, new crop	2 50	2 75
Lemons, California new		3 25
Grape fruit, 54's 80's, 96's	5 75	6 25
Grape fruit Bahamas	3 00	4 00
Apples, No. 1 winter fruit	2 25	3 00
" No. 2 "	1 75	2 25
Apples, fancy spies	3 50	4 50
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Almeria grapes, per keg	5 50	7 00

Tangerines	3 00	4 00
Pineapples	3 25	3 75
Strawberries, qts	0 17	0 20
Rhubarb, per doz	1 25	1 35

VEGETABLES—Quite a few price changes are noted this week. Canadian carrots are down 10c, and Florida celery is up again. Asparagus is about 10 cents easier. Canadian greens are coming in pretty freely and already lettuce, spinach and green onions from the Hamilton district are on the market. Homegrown Canadian onions are off, only a few bags being left in stock. If the quality is first-class a good price can be obtained. Tomatoes and cabbage from the Atlantic States are arriving in quantities daily.

New Brunswick Delawares, per bag	1 05	1 10
Potatoes, Canadian, per bag	0 95	1 00
Potatoes, new, bbl		7 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Be mudas, per 50 lb. crate		2 25
" per bag	1 45	1 50
" green, per doz., Canadian	15	0 20
Onions, Egyptian, per sack	3 00	3 25
Cabbage, new, per crate	1 50	2 50
Carrots, Canadian, per bag	0 50	0 75
Carrots, new, per doz. bunches		0 85
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 75	0 85
Parsley, per doz		0 50
Celery, Florida, per crate	3 00	3 50
Celery, California, crate		4 75
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "	1 00	1 25
Lettuce, Canadian, doz	0 30	0 75
Cucumbers imported, per doz		1 75
Tomatoes, imported, per crate	2 50	3 25
Mushrooms, per lb		0 65
Radishes per doz., Canadian		0 50
Spinach, per hamper	0 90	1 00
Spinach, Canadian, bush		0 75
Asparagus, per bunch	0 50	0 65
Beets, dozen bch	0 50	1 00
Carrots, dozen bch	0 75	1 00
Parsley, dozen bch		0 50
Egg plant each		15 20

FISH—This is between seasons and the dealer is preparing his premises for coming trade. Oysters in bulk are practically off, and all the frozen and winter lines are also off the market. Fresh fish are down from one to two cents on the various lines of goods. The new arrivals are expected along by next week and some stir in the fish trade is anticipated.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb	0 11	0 12
Whitefish, winter caught, per lb	0 07½	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
Whitefish, Lake Erie	0 11	0 12½
Cod, fresh	0 08	0 09
Finnan Haddie		0 10
Trout, fresh, per lb		0 10
Ciscoes, per basket	1 15	1 25
Halibut, fresh caught		0 10
Shredded cod, per doz		0 90
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 13
" large		0 25
Flounders, per lb		0 04
Bloaters, Yarmouth, per box		1 10
Oysters, in shell, per 100		1 25
Haddock, fresh		0 07

SOME WESTERN CHANGES.

It will be remembered that a little more than a year ago an interesting experiment was tried by the various merchants in Cartwright, Man., who joined together to organize a joint stock company. The object was to eliminate destructive competition among themselves, to enable them to buy more cheaply and to provide a new means to fight mail order competition.

The experiment has been a success upon the whole, but the first break occurred recently when J. E. Cameron withdrew from the company, and in partnership with A. C. Lawson, started a general store under the firm name of Lawson & Cameron. All further developments will be watched with interest.

PINEAPPLES

Season is now at its height. Prices are low and quality fine.

Sizes, 18s, 24s, 30s and 46s. Perfectly ripened and sound.

CABBAGE, CUCUMBERS and TOMATOES

Full direct cars of the above are being received daily by us.

SEND US YOUR ORDERS

WHITE & CO., LIMITED
TORONTO AND HAMILTON

"ST. NICHOLAS" and "HOME GUARD"
November Cut Lemons

are what you could call the "FIRST SELECTION" of Italy's lemon crop. It will pay you to store a few boxes of this fruit.

W. B. Stringer & Co., Sole Agents, Toronto

FANCY RIPE

Pineapples, all sizes
Bananas, fat fruit

LOWER PRICES THIS WEEK
also
FLORIDA TOMATOES, Fine Quality
CAROLINA STRAWBERRIES, quart boxes

Send us your orders

HUGH WALKER & SON
GUELPH, ONT.

A. W. Parsons, formerly with R. Taylor, general merchant, of Indian Head, Man., has accepted a position with Whyte & Co., Moosomin, Sask.

Jas. G. Leslie, formerly of Pierson, Man., has transferred his entire stock to Gainsboro, Sask., where he will continue in the general store business.

THE MARKETS OF NOVA SCOTIA

Heavy Lobster Shipments to United States Slump Markets—Large Export Business With Southern Points—Grocers Successful in Municipal Elections.

(Special Correspondence to The Canadian Grocer.)

May 4.—The chief feature of the grocery markets here this week is an advance in the price of flour and beef, two very important commodities to the consumer. According to advices received here the Ontario millers have advanced flour twenty cents, and the local butchers have put into effect the summer prices for fresh beef. Scarcity of live stock is the cause assigned for the increase. The markets are in a very healthy condition and there is marked activity. in both wholesale and retail trade.

* * *

The fish business is quite active for the season of the year, though the stormy weather greatly interferes with the operations of the fresh fishermen along the coast. The supply of fresh fish at the present time is very limited.

* * *

Heavy lobster shipments continue to be made from Nova Scotia points to the United States. This week one thousand crates of live lobsters from this province reached the Boston market and caused a heavy slump in prices, as the market broke from $21 to $16 per crate. Still lower prices are predicted for future shipments.

According to advices received here from Vancouver, the shipment of live lobsters sent by the Government from Halifax, have arrived there in good condition, the loss being comparatively small.

* * *

The receipts of eggs this week were fair, but not by any means up to expectations. The price holds very firm at 16c for fresh laid stock. The demand is good.

* * *

Speaking to The Grocer the other day one of the leading retail dealers remarked on the great change that has been brought about in the tea trade in this city in recent years. There was a time, he said, when there was little or no demand for package teas, the consumers being somewhat suspicious as to the quality of the contents. The call was principally for bulk teas. The change has been most marked. Nearly everyone now buys package teas, and the sales are heavy. Old customers continue to use the bulk tea, but for one pound sold in this way, ten are sold in packages.

* * *

Fruits are in good supply and there are still some fine apples offered for sale. In fact, a lot of the apples are of better quality than it was possible to obtain months ago, and the price is within reason.

* * *

Heavy cargoes of foodstuffs left Halifax for the West Indies on the steamers Lobo and Boston, on their last trip. The Lobo, bound for Bermuda, the Leeward Islands, and Demerara, took 23,000 barrels and boxes of miscellaneous cargo, while the Boston had 400 casks of dry fish, and 2,500 casks of pickled fish for Jamaica, and 2,000 drums of dry fish and 2,000 barrels of potatoes for Cuba.

* * *

The Mexican line steamer Bornu, which sailed for Vera Cruz, was filled to the hatches with Canadian produce, the cargo being one of the largest ever taken away from this port. The trade with the southern ports this year has been unusually heavy.

* * *

The business of R. Urquhart & Son will be continued under the same name. The death of the junior member of the firm, Alex. Urquhart, was noted in a recent issue of The Grocer.

* * *

M. W. Davison has purchased the grocery business formerly conducted by Edwin Shaw, at Windsor, N.S. Mr. Davison has a good knowledge of the grocery business, having conducted a store for many years.

* * *

The civic elections were held in Halifax this week, and among the successful candidates for aldermanic honors were Andrew Hubley, grocer; Nelson Smith, of Smith & Procter, dealers in butter, eggs and cheese, and S. Y. Wilson, fish merchant. Constance Upham, grocer, was defeated in Ward Six by J. S. Edwards by seven votes.

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD

RICHMOND, - QUE.

TOMATOES CUCUMBERS

NEW CABBAGE PINEAPPLES

THE DAWSON COMMISSION CO., TORONTO

HAD A HOST OF GROCER FRIENDS

The Late Donald Morrison, One of the Best-known Figures in Western Ontario Trade.

The late Donald Morrison who died at his home in Windsor on Thursday, April 2nd, was one of the oldest and best-known grocery travelers in Western Ontario. He was born in Sutherlandshire, Scotland, in 1839, and at an early age came to this country with his parents. He made his first start in the grocery business with the old firm of Edward Adams & Co., London, with which he was connected for many years. On his leaving this firm his brother employes presented him with a silver service, which he always prized very highly. He then was employed with Alexander Harvey & Co., Hamilton, whom he represented on his old territory for over ten years, when he again entered the employ of Adams & Co., with whom

THE LATE DONALD MORRISON.

he remained until his removal to Windsor with his family.

Mr. Morrison was of a kindly disposition, and until his death was closely identified with the grocery business. Nearly every retail grocer west of London was numbered among his acquaintances, and some of them were lifelong friends. He saw active service in Windsor during the Fenian Raid in '66, as an officer in the 24th Regiment of Chatham. He was a lifelong Reformer and a staunch Presbyterian. Mrs. Morrison, two sons and two daughters survive him.

H. Heirman & Co., general merchants, Feversham, Ont. have assigned.

The stock of J. P. Durand, grocer, of London, Ont., is advertised for sale.

The assets of Jos. St Onge, general merchant, St. Onge, Ont., have been sold.

W. H. Whiting, general merchant, of Shepard, Alta. succeeds the Ellis Trading Co.

Brunswick Brand

we now offer

NEW PACK

Sardines

¼ Oil Sanitary
¼ Oil Hand
¼ Mustard
¾ Mustard

WRITE FOR SAMPLES

Connors Bros., Limited
Blaok's Harbor, N.B.

There is a lot in a name

This is particularly so in the matter of Sardines. The name of

"King Oscar"

Brand of

Sardines

is a guarantee to the buyer that the best Norwegian Sardines, packed in perfectly pure Olive Oil (not cotton seed oil) are contained in the tin.

This guarantee makes for easy and repeat selling by the dealer.

Ask for **"KING OSCAR" SARDINES** and you will get the **BEST.**

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

We Want Shipments

of all kinds of fruits, vegetables and produce. Best treatment and prices. Make enquiries of us. Best facilities in Ottawa Valley for handling your trade.

Also in a position to supply your wants at attractive figures in all imported lines.

DOMINION FRUIT EXCHANGE
52 Nicholas Street, OTTAWA

AUCTION 3 TIMES A WEEK.

Every live grocer should sell

Ridgways TEA

Established in King William St., London, England, in the reign of King William the Fourth. A prime favorite ever since. Commands the largest sale of any high grade tea in London.

Full particulars gladly
FURNISHED BY

Ridgways Ltd.

Vancouver, B.C.

MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication begins in the next issue of The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at $1.00. Of course regular subscribers get it without extra charge. We would appreciate very much our readers drawing the attention of commercial travellers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

A salesman of experience realizes that ideas —practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.

MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin $1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,
Subscription Department,
10 *Front St. E., Toronto:*

Please send me The Canadian Grocer regularly during the time you are running "Men Who Sell Things."

.....
Name.
.....
Street.
.....
Town.

Classified Advertising

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673. (19)

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

FOR SALE—Grocery store fittings. Up-to-date oak fittings, snap if bought at once. Write Box 1325, Regina, Sask. [19]

FOR SALE—$100 easy money. You can just save $100 on a new up-to-date National Cash Register used three months. Easy terms. A. M. McLaren, Guelph. [19]

FORTUNE SODA FOUNTAINS are for grocers and confectioners who do not wish to invest in an expensive fountain, or incur the trouble and expense of having cylinders charged. They take up small space and make large profits. Moderate price for cash or monthly instalments, or leased at five dollars for the season. Write for circular. R. McGregor, 99 Gladstone avenue, Toronto. (19)

SITUATIONS VACANT.

WANTED—Salesman for New Brunswick by leading wall paper manufacturer. Address Box No. 193 CANADIAN GROCER.

WANTED.

WANTED—A Multiple Drawer National Cash Register, second-hand. Apply to J. M., Whig Office, Kingston. (19)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

BUSINESS CHANCES.

FOR SALE—One of the best business propositions in the City of Toronto; includes large, solid brick store, with excellent dwelling, all up-to date conveniences; grocery and butcher business, which averages $60,000 per year. This can be verified. Stock, fixtures and chattels can be reduced to about $4500, if desired. This is an exceptional business opportunity. The owner is compelled to give up business because of ill-health, and remove, with his family, to California. Easy terms of payment can be arranged. Call or write us for full particulars. Rice, Kidney & Co., 16 Victoria Street, Toronto. (19)

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

MISCELLANEOUS.

MERCHANTS—Have you accounts hard to collect? Try our up-to-date system. It brings results, costs little, saves money and worry. Write for particulars to Imperial Collecting Agency, 315 McIntyre Block, Winnipeg, Man.

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

AUSTRALIA CONSIDERS COMMERCIAL TRAVELERS.

J. S. Larke, Canadian Commissioner, Sydney, Australia, writes the editor of The Canadian Grocer as follows:

Sir,—I notice that the commercial travelers of Canada seek to obtain an arrangement of election day that will enable them to be at home. In Australia election days are held upon a Saturday, as a rule, which enables their desire to be carried out. The extent of Canada makes the fixing of Saturday a greater difficulty than in Australia. The vote of commercial travelers is an important one, not so much for the numbers as for the general intelligence of its members, secured through their intimate knowledge of the condition of the large sections of the country, their opportunities in this respect being greatly beyond those of almost any other class of the population. Hence it is important that it should be registered.

Another arrangement that assists a commercial traveler in Australia is that Christmas and New Year are observed on the days on which they fall, but the other holidays of the year are held upon the Monday following their natural date. This enables the commercial traveler to spend these holidays with his family.

J. S. LARKE.

Sydney, Australia, March 11.

BLOW YOUR OWN HORN.

The man who blows his own horn is the man who succeeds. We used to look upon him with suspicion, but in these strenuous times unless you make yourself felt and heard you are apt to get lost in the crowd.

Whatever your business, you will have to blow, blow, blow. Tell folks what you have to sell, how much better it is than similar lines, in what particular points it excels, and so forth. If you don't tell the people about it, who will?

If you are looking for a position you must impress the prospective employer with the fact that you are better than the average. If you lack confidence in yourself you can hardly expect that any one else will trust you.

If you have nothing to "blow" about, then you had better keep quiet. Look around you and see how many people are filling good positions that you could fill just as well as they if you had the chance. In many cases it is because you have not the "nerve" and not having it you cannot impress other people with your ability.

Other things being equal, Jones who "blows" and can back it up has a hundred chances where Smith has one chance.

NEWS FROM NEW BRUNSWICK

Trade Increasing With Opening of Navigation—Province Suffers Disastrous Fires—Fredericton Fighting for Better Freight Rates.

Special Correspondence to The Canadian Grocer.

May 4.—There has been little change in grocery markets during the past week. Ontario flours advanced 10c a barrel, as was expected, making the price $5.-75, as it was a few weeks ago. Business has been very good with both retailers and jobbers. The former have had a big demand for seeds and some good-sized orders for general groceries have been shipped to the south shore of Nova Scotia and along the New Brunswick coast, in the various schooners and steamers that are now plying their usual summer routes.

* * *

A rather serious fire on Tuesday, 28th April, caused about $15,000 damage to the Sutherland building, Union Street, where a number of stores and small factories had their quarters. A. J. Russell's candy factory was burned out, with a loss of about $1,000, and the Archer Syrup Co. also suffered somewhat. The losses were all pretty well covered by insurance.

* * *

About $20,000 damage was done by a fire which occurred in Woodstock, N.B., on April 27. The firms affected included C. B. Snow, grocer. The loss was fairly covered by insurance.

* * *

Andrew J. Megarity has purchased the grocery business of Hugh Ryan, 256 Brussels Street, and will continue the business at the same stand. He has had years of experience and success for himself and satisfaction for his customers should result.

* * *

Merchants of Fredericton and vicinity are much interested in the outcome of an inquiry, which was commenced before the Railway Commission at Ottawa on April 23. The Board of Trade of Fredericton applied for an order to compel the C.P.R. and G.T.R. to remove the present differential freight rates against Fredericton and in favor of St. John. It was pointed out that the freight rates were the same between Montreal and Fredericton and Montreal and St. John. They had been the same from points west of Montreal until November 15, 1904, when the G.T.R. and C.P.R. established a differential rate against Fredericton ranging from 2½ to 8 cents per 100 pounds. E. Tiffin, general freight agent of the I.C.R., testified that the discrimination was unjust and should be removed. The C.P.R. and G.T.R. representatives defended their action because of water competition which they claimed may some day exist. No decision has yet been given.

* * *

Following the lead of Moncton, St. John, Fredericton and Chatham are now making an effort to secure the Dominion grant of $50,000 for an exhibition. Fredericton and Chatham propose to have the exhibition in 1909, but St. John wants it for 1910.

* * *

A disastrous fire visited Buctouche on Saturday, April 25, when McLaughlin's mills, probably the most important industry in the place, were totally destroyed. The burned property included a butter factory, flour, carding and sawmill and a general store. The loss is estimated at between $30,000 and $40,-000, with insurance of $12,000. It has not yet been decided whether the company will rebuild or not.

* * *

R. M. Weeks, of Millerton, is erecting a large building for a general store at that place.

TRADE NOTES.

Dickson & Fahy, grocers, Edmonton, Alta., have sold their business.

McDonnell & Thoroughman, general merchants, Alix, Alta., have assigned.

John A. McDougall, general merchant, Crossfield, Alta., has sold his business.

G. H. Rennie, accountant for the T. Kinnear Co., wholesale grocers, Toronto, has just evolved a new cost book, which is a model of convenience and neatness. The book is arranged on the loose-leaf system in a pliable leather cover, and is indexed and arranged to allow for very ready reference. The system of removal sheets provides for an easy way of making changes in lines where prices vary. The book is worth examining.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

GROCERY FACTS.

Interesting Information Regarding the Regular Lines Handled by Grocers.

NUTMEGS.

The genuine round nutmeg sold in the best shops is the kernel of the fruit of the tree known as Myristica moschata, or nutmeg tree. Some botanists call it Myristica fragrans.

It is a native of the Moluccas, and is grown extensively in Hainan, also in the Islands of Banda, East Indies, and in Africa. Nutmeg culture is also becoming a source of much profit in several of the West Indian Islands, especially in Grenada.

In size and foliage the trees resemble pear trees. They do not come into bearing till nine or ten years old. The fertile trees continue to produce fruit 70 to 80 years, and on an average each tree will yield ten pounds of nutmegs, with about one pound of mace, every year; but when thoroughly manured it is said they will produce ten times that amount. It takes nine months for the fruit to come to maturity.

The process of curing the nutmegs for the market is as follows. The ripe fruit containing the nutmeg is nearly a spherical droop, not unlike a round pear or common walnut, and of golden yellow color without and white within. These are gathered up from under the trees every day, except Sunday. The outer or fleshy part of the fruit is rather tough, something like candied lemon, and is in fact often preserved and used as a sweetmeat; but it readily splits in two like a pea, and inside this outer fruit is found a thin but very hard shiny brown shell, tightly wrapped in a bright red network or ligament known as mace. It is inside this shell that the ordinary nutmeg of commerce is found. The mace is peeled off and pressed flat between heavy rollers.

The female, or round nuts, are the best; they should be large, fresh, moist, heavy, of good smell, and yield oil readily when pricked and not be worm-eaten or corky.

If a quantity of nutmegs be found infested by insects they may be easily got rid of by exposing the nutmegs on sieves to the fumes of burning sulphur, in a close chamber or other suitable vessel.

HOW "GROCER" ORIGINATED.

The word "grocer" itself embalms a history. It is derived from the French, and means a wholesale merchant, or dealer in the gross, or in bulk. Taken in connection with the familiar qualification, "Italian grocery," it points to a business which collected commodities from distant parts in bulk and distributed the same to households according to the facilities of commerce and the demands of civilization. As distinct from provender, groceries were always connected with spices and other tropical products designed for the table and the stomach. The green-grocer, as his designation implies, dealt in fresh, not dried, fruits and vegetables.

TRADE NOTES.

Chas. Bate, cheese dealer, Brockville, died on April 30.

P. S. Brady is opening a grocery store in Waubaushene, Ont.

Thos. McCormick, grocer, Arnprior, Ont., has sold his business.

Barnet, Taylor & Co., grocers, Montreal, have been registered.

Henry Beauchamp, general merchant, Deux Rivieres, Ont., has assigned.

Mrs. A. Laberge, general merchant, Laurierville, Que., has assigned.

Parkes & Milgal have opened a grocery business in Waterford, Ont.

D. J. Rattray, of D. Rattray & Sons. Montreal, was in Toronto last week.

The assets of Henry Willie, general merchant, Stony Plain, Alta., have been sold.

McBeath Bros., general merchants, of Gleichen, Alta., have dissolved partnership.

Ouimette & Wright, general store, of Red Deer, Alta., are closing out their business.

The Ellis Trading Co., general merchants, Shepard, Alta., are succeeded by W. H. Whiting.

L. A. Purdy & Son, general merchants, Brighton Ont., have advertised their business for sale.

A. L. Gallow, son of the late Frank Gallow, who was one of the best known travelers among the trade in Ontario has established an agency and grocery commission business in Toronto. Mr. Gallow has secured the agency for several good lines, as, for instance, John G. Harvey's goods and the American Cold Distilling Co., and is open for a few other lines. His friends in the trade are wishing Mr. Gallow all success.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

McDOUGALL'S
CLAY PIPES
THE BEST IN THE WORLD.
D. McDOUGALL & CO., Glasgow, Scotland.

Established 1887
JOS. COTE, QUEBEC
I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.
JOS. COTE, Importer, QUEBEC
N.B.—Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

IT IS TIME TO PREPARE FOR SPRING

If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Keeping Books By Machinery

There was a time when the only way to harvest grain was by means of a hand sickle. Then came the cradle, and finally the self-binder.

Some firms still stick to the old-fashioned way of keeping their books; and this in spite of the fact that the

Allison Coupon System

works automatically and like a piece of machinery and is as much cheaper and better as is the self-binder and thresher better than the sickle and flail. Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

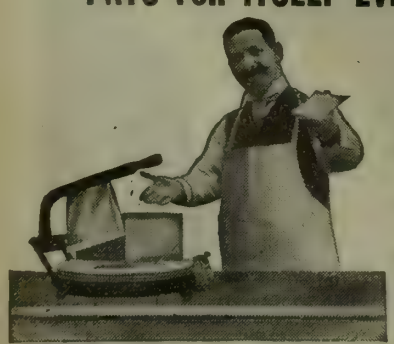
Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St.,
HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

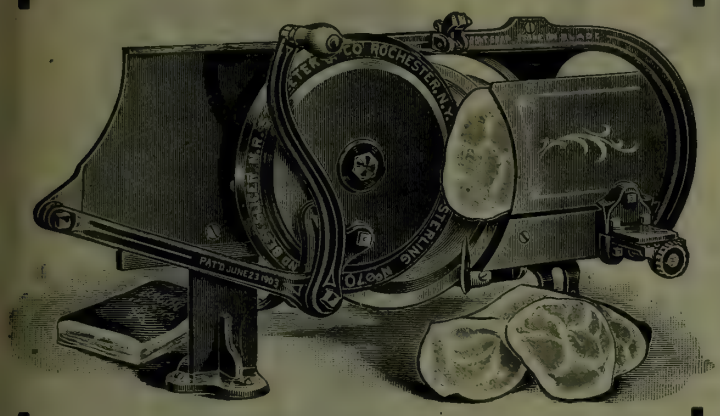
WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

THE STERLING

Equal to any slicer at any price at one quarter the cost.



Do your customers complain at their bacon being cut too thick or their cooked ham being haggled and uneven?

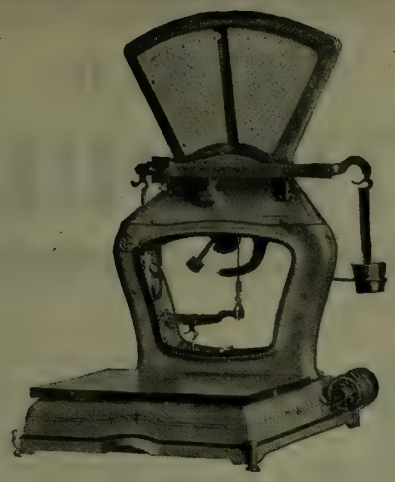
Do you complain at the loss of the ends and the waste which occurs in the old way of cutting with a knife?

THE STERLING cuts to the last slice.

Write us for illustrated booklet and full information.

HOWARD BROS. **Brantford**

CANADIAN AGENTS



NO. 70 MODEL

BEFORE YOU BUY A COMPUTING SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

Even with the best city fire department it is almost impossible to put out a gasolene fire. Are you letting poorly stored gasolene menace your property?

A Bowser Gasolene Tank

installed at your store will guarantee you absolutely safety.

Gasolene stored in a Bowser cannot possibly explode.

Safe outfits are described in Gasolene Catalog B. Sent free upon request.

S. F. BOWSER & CO., Limited
66-68 FRASER AVE., - - TORONTO, ONT.

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

FIXTURES, COUNTERS AND SHOW CASES

designed and made to suit your business at surprisingly moderate prices. before fitting up or making alterations, write or phone me

J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357. Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

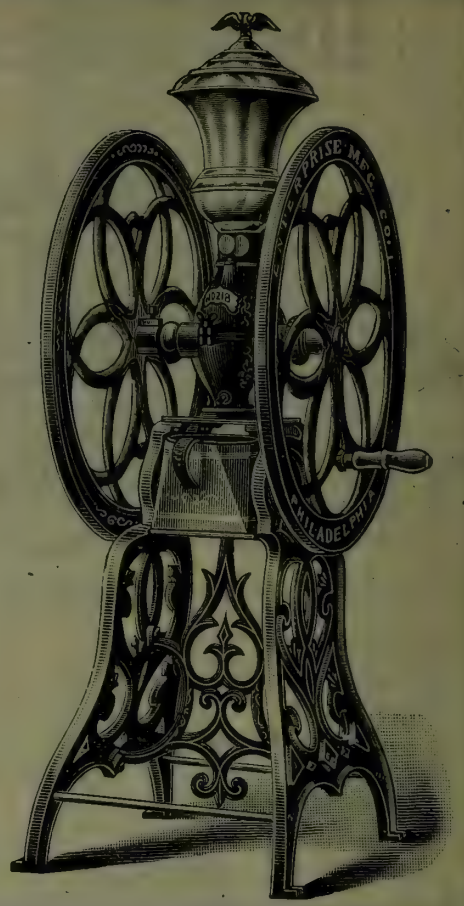
Don't forget to mention Canadian Grocer.

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.



—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

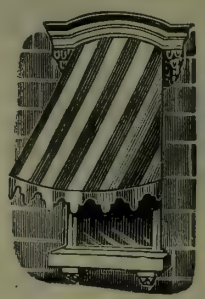
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.

JAS. F. SONNE, Proprietor and Manager

193 Commissioners Street, - Montreal

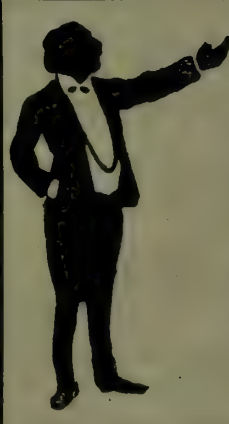
BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb.tins—3 doz. in case



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 8, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 55
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½lb.	1 40
" 6 oz.	1 95
" ½lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 20
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	3 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	
EBY, BLAIN CO. LTD.	
Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour, doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self rising Buckwheat Flour, per doz, $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz, $1.
White Swan Flaked Peas, per doz., $1.

CHOCOLATES AND COCOAS.

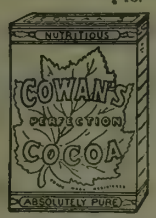
THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb	$1 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb.	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼s (for cooking), doz	0 90
Prepared cocoa, ½s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½s	0 42
" " " ¼s	0 42
" No. 1 chocolate, ½s	0 36
" Navy ½s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
1b. "	0 27
ib. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18½
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
5000 books to 10000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles			Case of		Per case
1-oz.,	case of	2 doz			$3 20
2 "	"	1 "			3 00
4 "	"	1 "			4 50
20 "	"	½ "			4 75
20 "	"	1 "			9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz.	$2.50
Chocolate (Straight)	Contains 2 doz.	$2.50
Vanilla (Straight)	Contains 2 doz.	$2.50
Strawberry (Straight)	Contains 2 doz.	$2.50
Lemon (Straight)	Contains 2 doz.	$2.50
Unflavored (Straight)	Contains 2 doz.	$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Another Store-keeper Sued for Damages

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts $15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. ***RISING SUN*** Stove Polish and ***SUN PASTE*** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

Springtime is inseparable from housecleaning

and

BOECKH'S

BRUSHES and BROOMS

are inseparable from good housecleaning

Are You Selling BOECKH'S?

UNITED FACTORIES, Limited

TORONTO ONTARIO

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07½
7 and 14-lb. wood pails.....per lb. 0 07½
30-lb. wood pails..... " 0 07½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb. 0 07½
30-lb. wood pails..... " 0 07½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Jelly Powders

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

IMPERIAL DESSERT JELLY

Cartons each 1 dozen, Cases each 12 cartons, per gross.....$10 50

Terms net 30 days, or 1 p.c. 10 days.

Flavors—Lemon, Orange, Vanilla, Pineapple, Raspberry, Strawberry, Red Currant, Cherry, Calves Foot.

MacLaren Imperial Cheese Co., Limited.

THE ROBERT GREIG

White Swan, 15 flavors.
1 doz. in handsome counter carton, p r doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....$0 09½	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 78
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz...	1 55	
2-lb. " " ..	2 80	
4-lb. tins, " ..	4 65	
7-lb. " " ..	7 35	
"Shredded"—		
1-lb. glass, doz.....	1 90	
2-lb. "	3 10	
7-lb. tins, "	8 25	

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins..... ... ...per doz.	$1 40
"	½-lb. tins ..... "	2 50
	1-lb. tins ..... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins .....per doz.	0 35
"	½-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—

Minerva,	qts. 12's	$5 75
"	pts. 24's	6 50
"	½-pts. 24's.....	35

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....		0 90
Pint " 3 doz.....		1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs. per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....			$2 75
No. 2, " 120 ½-lb. "			2 75
No. 3, "	80 1-lb. "	}	2 75
	60 ½-lb. "		

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	1 85
5 cases.....	9 25

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

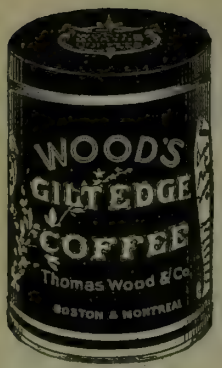
Maypole soap, colors .....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriole soap.....	"	12 00
Straw hat polish.....	"	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—		per lb
No. 1 White or blue,	4-lb. carton.	$0 07
No. 1 " "	1-lb. "	0 07

The Slogan of the Future



ESTABLISHED 1879

An expert in trade progress makes this bold statement:

"Each year it becomes more and more necessary for the retailer to confine his attention to goods of known value."

And on the firm and lasting foundation of merit and worth

WOOD'S COFFEES

stand forth. Their "known value" has been demonstrated for more than a quarter of a century.

The Grocer who "confines his attention" to them reaps his reward in profitable trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 05
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel...per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

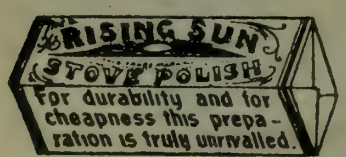
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	6 [illegible]
Barrels, 200 lb.	0 [illegible]
Kegs, 100 lb.	0 [illegible]
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 85
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½'s	$0 35	$0 50
Blue Label, 1-lb. and ½'s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½'s	0 20	0 25
japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

Cases, each 60 ½-lb	$0 35
" " 60 ¼-lb	0 35
" " 30 ½-lb	
" " 120 ⅛-lb	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½'s	0 70	1 00
" " ¼'s	0 55	0 80
" " ½'s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs,. ½s	0 30	0 40
" " ¼s		0 32
" " ⅛s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 22
Green Label " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 50c	0 42
Gold Label, " 80c	0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$ 110
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

...FOR...

Picnics, Camping, Yachting

ETC.

BATGER'S

LIME JUICE CORDIAL

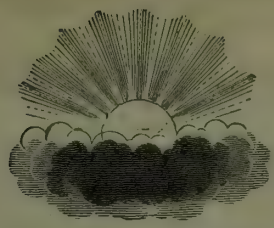
IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED

Montreal and Toronto



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.

—Guaranteed under the Pure Food Act.

—A substitute for Lard.

—The Quality of these Oils is their recommendation.

—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

55 ST. PAUL ST., - - MONTREAL

INDEX TO ADVERTISERS.

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Office of Publication 10 Front Street East, Toronto

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

QUEBEC.

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

GROCERY BROKERS
and Manufacturers' Agents
CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

S. C. RICHARDS
Wholesale Commission Merchant and Broker
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

AGENTS WANTED
to sell "TILBURY BRAND" canned goods on following territory. Montreal City and East, Eastern Ontario, Toronto City, Western Ontario, British Columbia. Our goods are strictly first-class and we want only first-class men to sell them.
The TILBURY CANNING COMPANY, Limited
TILBURY, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.
Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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—OFFICES IN CANADA—

CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

SOMETHING ABOUT PEAS

CANNED PEAS are sold in four grades or qualities—

Grade 1, known as Extra Fine Sifted Peas, or Petit Pois (Tresfins.)

Grade 2, Extra Sifted Peas, known as Sweet Wrinkle.

Grade 3, Double Sifted Peas, known as Early June.

Grade 4, Sifted Peas, known as Standards or Marrowfats.

Prices for these Peas vary according to Grade.

The brand is not an indication of the Grade. Make sure that you get the grade you pay for.

You cannot mistake **Aylmer Faultless Peas** as they have a **wrapper label.** These are the **finest Peas on the Market** at the price.

They will realize a **splendid margin of profit.** All you have to do is to call your customers' attention to them to make **quick sales.**

CANADIAN CANNERS, Limited

Doesn't it Stand To Reason

that when you sell a customer canned goods which are positively delicious in flavor and purity, she will want the same brand next time? No use talking, you can't be too particular in your selection of canned goods. To get the continuous trade of a customer you must sell her canned goods which have POSITIVE merit. The look and the taste must carry a conviction of outstanding excellence. That's the kind of canned goods which go into the cans of

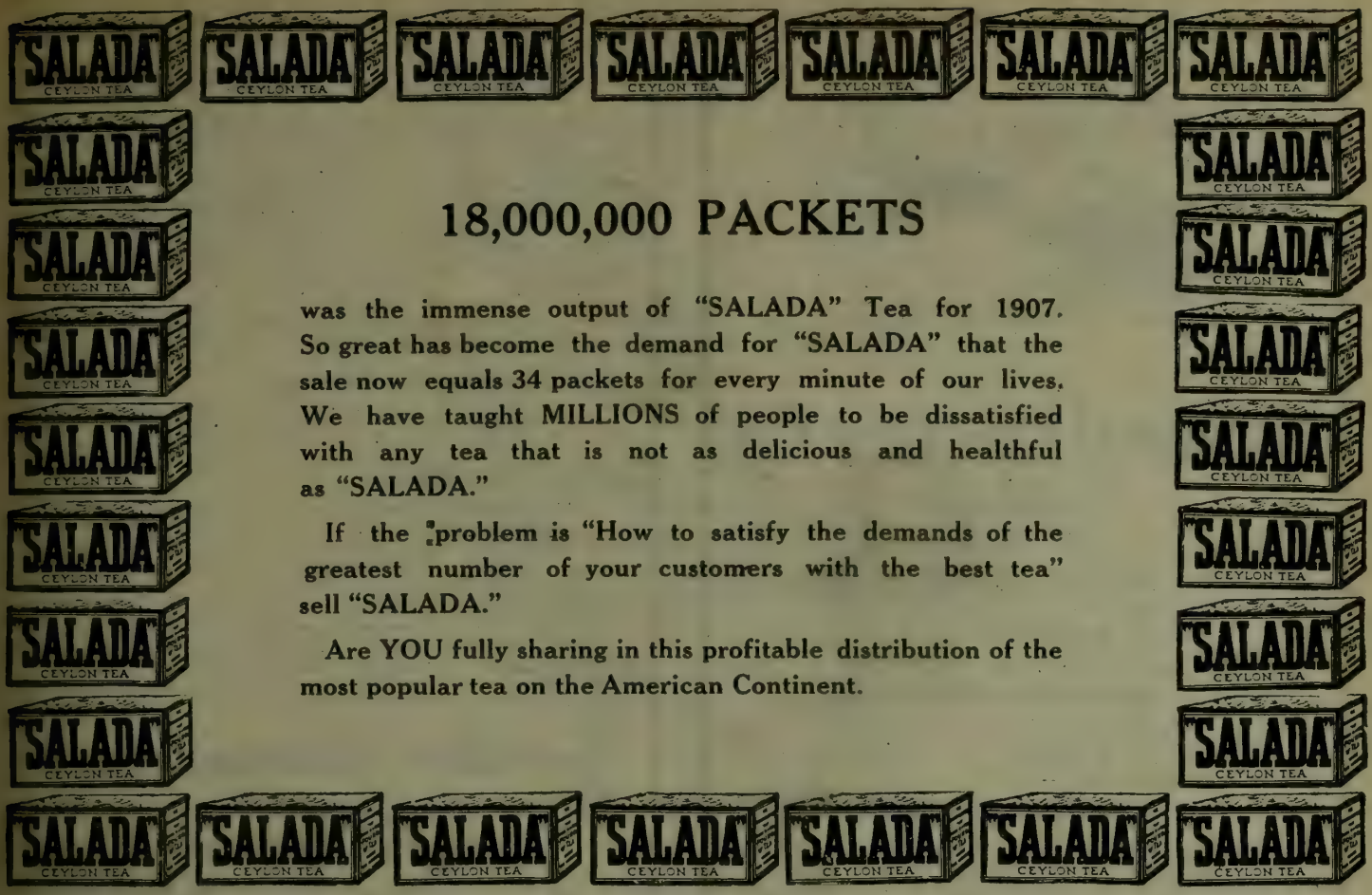
OLD HOMESTEAD BRAND

Clean, well-grown, juicy fruits and vegetables, preserved in cans, with all their delicious natural flavor absolutely unimpaired. Give your customers Old Homestead Brand, and you can positively rely on them coming back again and again for more of it.

Your jobber is anxious to supply you with Old Homestead Brand.

The Old Homestead Canning Co.

Picton, Ontario



18,000,000 PACKETS

was the immense output of "SALADA" Tea for 1907. So great has become the demand for "SALADA" that the sale now equals 34 packets for every minute of our lives. We have taught MILLIONS of people to be dissatisfied with any tea that is not as delicious and healthful as "SALADA."

If the problem is "How to satisfy the demands of the greatest number of your customers with the best tea" sell "SALADA."

Are YOU fully sharing in this profitable distribution of the most popular tea on the American Continent.

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis. - -	Quebec.	William Forbes, - -	Ottawa.
C. DeCarteret, - -	Kingston.	Geo. Musson & Co., -	Toronto.
J. W. Bickle & Greening, -	Hamilton.	G. H. Gillespie, - -	London
Carman Escott Co., -	Winnipeg.	R. S. Bedlington & Co., -	Calgary
Tees & Pearse, -	Edmonton.	Wilson & McIntosh, -	Vancouver

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited

Montreal and Toronto.

Cunningham's

Potted Meats and Fish

claim attention now, especially for picnic parties and camping outfits.

There are many combinations, such as Chicken and Ham, Turkey and Ham, Chicken and Tongue—in fact, twenty-five varieties, as well as a list of twelve fish.

Try them yourself at home or outdoors. You will find them most excellent.

Cunningham & Defourier Co., Limited
London, Eng.

ROSE & LAFLAMME, LIMITED, Montreal

TO THE TRADE:

Are You Stocking

CEYLON TEA

or some

Imitation Thereof ?

Experience teaches that whenever goods acquire the reputation of being the

Acme of Quality

Then they are sure to invite, and suffer from, counterfeiting.

LEA'S

The Pickle with the Home-made Flavor

When we say to you that we manufacture Pickles, we do not mean that we are the only firm in Canada Manufacturing Pickles, but that we are the only firm that are Manufacturing Pickles that have the **Home-Made Flavor,** the recipes of a woman who has spent her lifetime in perfecting them, our goods have not that Factory flavor so detrimental to all goods that endeavor to take the place of the kind that your Mother made. This is one point that we keep constantly before us, that the consumer to-day demands that the goods that they consume shall be as near as possible to the flavor that you think can be produced only in your own kitchen. This is the flavor that we manufacture, and that only.

Packed By

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

"Tilbury Brand"

means the Very Best in Canned Fruits and Vegetables

One of the best-equipped factories on the continent, situated in the heart of the best Tomato district in Canada—the garden of Ontario—assures the permanent superiority of this Brand.
Our present stock consists of Tomatoes, Pumpkin, Beans and Apples.

The Tilbury Canning Company, Limited, Tilbury, Ont.

You must have noticed a decidedly better demand for

OLIVES

during the past few years—

People are beginning to appreciate this healthy relish—

Rowat's Olives

are leaders in Canada and their sale is increasing with every season—Stock Rowat's Olives—Demand of your jobber.

Ontario & Quebec—Snowdon & Ebbitt, Montreal.
Halifax—Warren & Co.
St. John—F. H. Tippet.
Vancouver—Jarvis & Co.

A Daisy Seller

This is our famous **5c. Bank**
It is full of

CARPET TACKS

A great novelty. Sells steadily. Gold and silver finished package. The tacks are the most dependable.

SECURE A SUPPLY FROM

BAZIN MFG. CO.

94 Arago Street
QUEBEC

Earn the approval of the dainty housewife by supplying her with

Shirriff's Jelly Powders

They are the standard. Their use results in true-flavored, sparkling, appetizing jelly.

Imperial Extract Co., 18-22 Church St., Toronto

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

Naptho SOAP

MADE IN CANADA

NAPTHO SOAP

gives complete satisfaction wherever used, as evidenced by our rapidly expanding sales.

Try a sample order. It will pay you.

The Welcome Soap Co.

Limited

St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE:

We are now ready to quote on high grades and shall be pleased to hear from you promptly.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

WANT ADS THAT

1 CENT A WORD

Canadian Grocer Want Ads Bear The Stamp of Approval

They are read by the entire grocer trade.

1 CENT A WORD

BRING RESULTS

SUGAR SYRUP

2 lb. Tins. Retail 10c. This is a seller

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

WE ARE TELLING
YOUR CUSTOMERS
ABOUT

"2 IN 1"

SHOE POLISH

Uses the work of 4 Liquid & Paste Combinations
Combinación de Líquidos y Pasta
TWO IN ONE
SHOE 2 POLISH
DOS DENTRO UNO
BE TUN SUPERIOR
The F.F. DALLEY Co. Limited
NEW YORK & HAMILTON CAN
CONTAINS NO TURPENTINE OR ACIDS
CONTIENE ACIDE NI TERREBENTINE

We are giving them the facts about "2 in 1" in advertisements, both newspaper and billboard, so big that they compel attention.

These advertisements are selling "2 in 1" to your customers.

If you don't handle "2 in 1," then some other dealer is getting the benefit and making the profits.

Why don't you stock "2 in 1," the shoe polish that sells ?

THE F. F. DALLEY CO., Limited
Hamilton - Canada
Buffalo, N.Y., U.S.A.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair** st. **Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

From the Garden to the Can

with the least possible delay and the minimum of handling, accounts for the delicious purity and flavor of

FARMER BRAND

Canned Fruits and Vegetables

In the finest garden section of Prince Edward County there are 3,000 acres devoted to growing Farmer Brand fruits and vegetables. Stock Farmer Brand and your profit is sure and steady.

Farmers' Canning Co., Limited

Bloomfield, - Ontario

INCREASING DEMAND EVERY DAY

SWEET AND SOUR

Gherkins

Sterling BRAND

Pickles

MIXED SWEET AND CHOW

ADDS A GREAT DELICACY TO THE TABLE

The T. A. LYTLE Company Limited

TORONTO

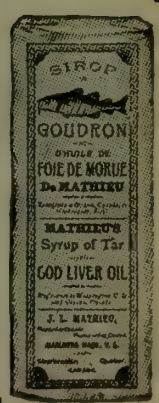
Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?



J. L. MATHIEU CO.

Proprietors SHERBROOKE, P.Q.

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BA

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

WHEN you think of **BULK TEA** you should think of **US** as we handle nothing but **TEA** and can give you an assortment to choose from at **PRICES** that cannot help to be of interest. Let us send you samples. Are **YOU** handling our famous package **Tea?**

MELAGAMA

It's the kind the people ask for with money in every package. Order on a 60 or 100-lb. box. We prepay freight.

MINTO BROS., - TORONTO

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.
LIMITED

GETTING READY FOR JUNE IN E. T.

We want to help you—grocers in the Eastern Townships—in your preparations for June trade. Just drop us a line and we will have our traveler call on you, if he is not already a visitor. He will assist you in making up your orders.

OUR PRICES WILL SURPRISE YOU

T. A. Bourque & Co., Reg., Sherbrooke, Que.
Wholesale Grocers

CORKS AND CAPSULES

We are in a position to supply manufacturers with all varieties grocery corks and capsules. Corks are made under our own supervision, as are the capsules, and we guarantee them. All sizes.

WRITE FOR PRICES

S. H. EWING & SONS

MONTREAL and TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling. Cures Lameness, Allays Pain, without laying the horse up. Does not blister, stain or remove the hair. $2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Synovitis, Weeping Sinew, Strains; Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD
RICHMOND, - QUE.

Tartan

SIGN OF PURITY **BRAND**

Don't worry about **CANNED GOODS** for six months yet and remember we look after you and **TARTAN** will be up to its standard of quality.

In store, **New Brazil Nuts, New Maple Syrup and Sugar, New French Mushrooms.**

Headquarters, **Lea's Pickles, Leard's Whole Chicken all ready to use, Smith's Glass Lobsters, Wagstaffe's Jam and Marmalade.**

Wagstaffe special **New Seville Orange Jelly.** The finest yet to retail, 20 cents.

Mail orders carefully executed. PHONE 596 Free to Buyers.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

REINDEER condensed **COFFEE**

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

New Maple Syrup

All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

There will be something doing next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in pack ing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - -	**$2.05**
QUAKER SALMON, talls, - -	**1.90**

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

"Balmoral" Rgd. Pure Jams and Marmalades

Write us about your wants in the above lines. We have the right goods, and our prices will be of interest to you. Absolutely the purest pre-serves ever on the market.

J. W. WINDSOR

MONTREAL

The strictest Government Analysis proved that E.D.S. Brand is Absolutely Pure

You may recommend

E.D.S. Brand Jams and Jellies

to your purity-demanding customers with absolute assurance that it will meet with their entire approval.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

ESTABLISHED 1840

THE QUALITY OF

"Pansy Brooms"

is their great strong point.

They are the correct size and weight for family use.

We can give you bigger brooms for less money if you want them, but a broom that tires the housekeeper's arm will not build up your broom trade.

Quality counts more than size.

H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE
92 Adelaide Street West

TORONTO

FACTORY
15 to 21 Jarvis Street

VINEGAR

White Wine and Cider **Best Makes** Imported English Malt

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

ENGLAND'S MOST POPULAR SAUCE

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H. P. Canadian Advertising is creating a demand for YOU to supply.

The name H. P. signifies "Houses of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

2,000,000

Packages of

LIPTON'S TEA

Are now sold **EACH WEEK**

and the sales are steadily increasing. This recommends to every jobber, every retail grocer and every consumer that **merit only** could have made **Lipton's Tea** the leading package tea in sales **all over the world.**

Sold only in air tight tins

THOMAS J. LIPTON

Canadian Office, 75 Front St. East, - - - TORONTO

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

TODHUNTER'S COFFEE BLENDS SOLD ONLY BY US

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

I Offer

For Prompt Shipment

Several lots of very fine

Smyrna Sultana Raisins

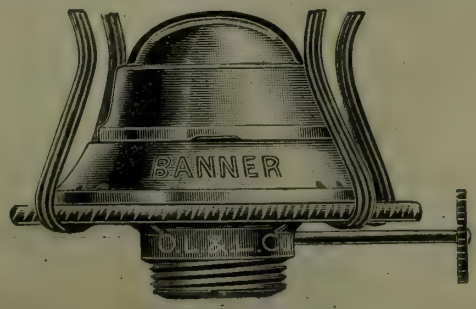
Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 **Montreal**

Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

FRUIT CANS

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE

Norton Manufacturing Co.

HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario. A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

From Top to Bottom

of this list, each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

CAN BE HAD FROM ANY WHOLESALER FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms : Net 30 days.

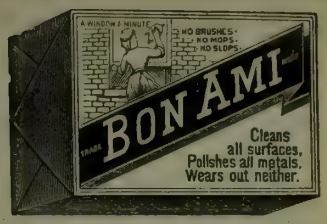
Agents in Canada

HUDON, HEBERT & CO.

LIMITED

Montreal.

The most liberally managed firm in Canada.



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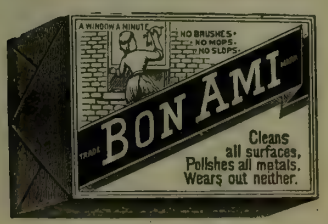

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

TIRED OF SUCH POOR 25c. TEA

She Went to His Competitor for Something Better

Do you know that while you are hunting for some kind of a tea to sell at 25c.—anything that "will do"—you are slowly but surely driving your trade into your wide-awake, up-to-date competitor's store? If you have no complaints, don't be too sure your customers are satisfied. It is easier to try another store.

A prominent grocer told the writer a few days ago that Mrs.———— (his competitor's customer) came to his store and said she did not like the 25c. tea she was getting from her grocer. He realized his opportunity and sold her a 30c. tea, and has sold her ever since.

Her grocer was anxious to please her by selling her a 25c. tea, even when he knew it was very inferior to what he had sold her in the past, and his competitor got his customer.

WHY DON'T YOU SELL A BETTER TEA?

Be honest with your customers: explain the advance in price: talk **quality instead of price,** and don't let your competitor sell your customers their tea.

When recommending Red Rose Tea or Estabrooks' Bulk Blends to your customers you can depend on them being the same high quality as in the past. **We could not afford to reduce the quality, so we raised the price.**

Just write a Post Card **to-day** for a case of tea or samples of any grade.

BRANCHES
TORONTO OFFICE, 3 Wellington St. E.
WINNIPEG OFFICE, 315 William Ave.

T. H. ESTABROOKS,
St. John, N.B.

Worcester Sauce

Write to us for samples. We hold recipe for fifty years, and our prices and quality cannot be beaten in America.

JOHN CASSON CO.
57 Front St. E. - TORONTO

DRY GOODS REVIEW
10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication begins in this issue of The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at $1.00. Of course regular subscribers get it without extra charge. We would appreciate very much our readers drawing the attention of commercial travellers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style. *See pages 51-52.*

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

A salesman of experience realizes that ideas —practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.

MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin $1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,
Subscription Department,
10 *Front St. E., Toronto:*

Please send me The Canadian Grocer regularly during the time you are running "Men Who Sell Things."

....
Name.
.....
Street.
....
Town.

Triangle Jelly Powders

Jelly Powder season will soon be here.
Will you be ready for it ?

Triangle is unsurpassed and shows the retailer a handsome margin.

JAMES TURNER & CO., Limited
Hamilton, Ont.

Counter Check Books
The "Newear."

For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

Write for Sample.

The Carter-Crume Company Limited,
Toronto and Montreal

Mention this paper.

It pays to have proper connections in
The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.
Storage, Warehousing and Distributing Agents
23 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warm Weather is Here, or Soon Will Be

Time to use the best summer cereal which agrees with the strong and weak alike.

WHITE SWAN FLAKED WHEAT

FLAKED WHEAT

is perfection itself, the flakes being large and thin and easily cooked. Made only from the choicest selected white wheat, put in barrels attractively lined with crinkled tissue paper, which insures freshness and cleanliness at all times.

You will appreciate White Swan Flaked Wheat because it will give absolute satisfaction to your customers.

Samples and quotations given on request.

The Robert Greig Co., Limited
WHITE SWAN MILLS, - TORONTO

Wholesalers Discuss Trade Problems

Annual Meeting of Provincial Wholesale Grocers' Guild at Hamilton Last Week One of Most Successful in Organizations History—Resume of Proceedings With Several of the Most Important Addresses—Notes of the Meeting.

The annual meeting of the Ontario Wholesale Grocers' Guild, a brief report of which was given in our last issue, was held in Hamilton on Tuesday and Wednesday, May 5th and 6th. The meetings were held in Room A10 Federal Life Building, James and Main Sts.

The attendance of members was very large, in fact, the best that has so far been registered. The following is a list of those who were present.

The Members Registered.

Jas. Gow, Macpherson, Glassco & Co., Hamilton; F. T. Smye, Balfour, Smye & Co., Hamilton; Samuel Vila, Jas. Turner & Co., Hamilton; J. T. Glassco, Macpherson, Glassco & Co., Hamilton; H. N. Kittson, W. H. Gillard & Co., Hamilton; C. H. McIlroy, Balfour, Smye & Co., Hamilton; Alex. Turner, Jas. Turner & Co., Hamilton; Geo. E. Bristol, Lucas, Steele & Bristol, Hamilton; Jas. T. Gillard, W. H. Gillard & Co., Hamilton; John. Ross, St. Catharines; J. H. Simpson, The Simpson Co., Guelph; R. J. Simpson, The Simpson Co., Guelph; W. T. Armstrong, A. J. Young, Limited, North Bay; M. S. Sutherland, Fenwick, Henry & Co., Kingston; J. H. Gilmour, Gilmour & Co., Brockville; R. J. Carson, Kingston; E. J. Masuret, M. Masuret & Co., London; Samuel Screaton, Ed. Adams & Co., London; John Dillon, A. M. Smith & Co., London; John Garvey, London; John Marr, Elliott, Marr & Co., London; W. P. Riley, Riley, Ramsey & Co., Port Arthur; O. E. Truesdale, Geo. Watts & Co., Brantford; A. G. Olive, Geo. Foster & Sons, Brantford; J. F. Smythe, J. F. Smythe & Co., Windsor; F. W. Humphrey, F. W. Humphrey, Toronto; Hugh Blain, Eby-Blain, Limited, Toronto; Wm. Logan, The Davidson & Hay, Limited, Toronto; Frank H. Sloan, John Sloan & Co., Toronto; T. Kinnear, T. Kinnear & Co., Toronto; A. H. Pafford, The Davidson & Hay, Limited, Toronto; F. F. Telfer, Telfer Bros., Collingwood; M. P. Byrnes, T. Long & Bros., Collingwood; W. H. Sparling, Sparling & Adams, Lindsay; A. McIlhargey, Stratford Wholesale Grocery Co., Stratford.

The following gentlemen were also present: A. P. Murray, sales manager Edwardsburg Starch Co.; Jos. Ruddy, Brantford Starch Co.; R. L. Innes, sec.-treas. Canadian Canners, Limited; T. A. Nairn, president Canadian Canners, Limited; W. R. Drynan, Canadian Canners, Limited; Col. J. B. MacLean, president MacLean Publishing Co.; W. H. Seyler, The Canadian Grocer.

The proceedings were conducted according to printed program arranged for stipulated time discussions of the various subjects and adhered to very satisfactorily.

The Opening Session.

The meeting was called to order promptly at 10 o'clock Tuesday, by the president, T. B. Escott. After the appointment of Mr. Armstrong as recording secretary for the sessions and the selection of a press committee of H. C. Beckett and F. T. Smye, the chairman of the Hamilton Guild, F. T. Smye, in a very happy speech, extended a hearty welcome to the visiting delegates and congratulated the Hamilton Board on the large turnout of members from all parts of the province. He hoped

W. G. CRAIG.
Of W. G. Craig & Co., Kingston, the Guild's New President.

every member would take an active part in the discussion of the very important questions before them and guaranteed them all a pleasant time after the conclusion of their labors. He regretted, however, that vice-president, W. G. Craig, of Kingston, was unable through illness to be present. W. Roos, of Randall & Roos, Berlin, was also ill and sent his regrets for non-attendance.

The minutes of the last meetings of the Guild were presented and taken as read.

F. T. Smye read his report on legislation and touched upon the very satisfactory result of their efforts in securing the passage of the bill regarding canned goods labelling and in doing so paid worthy compliments to Adam Zimmerman, M.P. for Hamilton, for his strenuous and good work in connection with the bill.

Mr. Beckett, in a few words, explained that the bill amending the Criminal Code was receiving close attention in the House and it was hoped that the trade, both wholesale and retail, would shortly see the objectionable and restrictive clause eliminated from the act. Honore Gervais, M.P. for West Montreal, was interesting himself in the bill and doing good work as also was E. M. Trowern, the secretary of the Retail Merchants' Association. Mr. Beckett also reported that the suit in connection with the action originated two years ago had been set down for a hearing on June 3rd.

T. B. Escott, president, then presented his address.

THE PRESIDENT'S ADDRESS.

"It is a pleasure to join our Hamilton friends in extending to the visitors a hearty welcome to this, the fifth annual meeting of the Ontario Wholesale Grocers' Guild. Let us hope that the short time we spend together may prove pleasant and profitable. Nearly a year has gone by since our last gathering in London and it is some satisfaction to recall the advancement that has been made since then. Many manufacturers have complied with our request for more liberal treatment. All this has been brought about by your committees, supported by the unanimous voice of the trade.

"The legislation committee has made progress during the year, notably in securing an amendment to the Pure Foods Act, securing to owners of private labels the right to use these labels. It is hoped and expected also that the desired amendment to the Criminal Code will be adopted before parliament rises, the injustice of the present law, as it now stands, being apparent to all. The committee regret that they have been unable to bring sufficient influence to bear upon the government to induce them to establish a bureau of Inland Trade and Commerce although the need is very great and it is hoped the committee will continue to press the matter upon the attention of the proper authorities.

The Guild Suit.

The unsettled Guild Suit has continued to block our best efforts, the Crown having postponed from time to time the date of hearing, thus preventing the case coming before the court up to the present, but the date for the trial is now fixed for June 3.

Five Years' Progress.

"It is encouraging to review the progress we have made during the short period of five years, when this Ontario Guild was born. That year the travel-

ers' midsummer holidays were adopted. The following year the agreement withdrawing travelers from the road at Xmas was adopted. But more important than all has been the constant education going on among ourselves. When we consider where we started, and observe the progress we have made, the lack of intelligence that existed then as to the cost of selling goods, the general expenses of doing business, and the more general knowledge that exists now along these lines, we take courage. We are sometimes discouraged because we have not made more rapid strides, forgetting that large bodies move slowly, that we cannot advance faster than the most conservative of our number may deem wise. Meetings like this where we can meet together and talk over our needs is one of the very best forms of education. Unfortunately those who require this help most think they need it the least and fail to attend, and even think it a waste of time to read literature sent to them. We must be patient, however, remembering that we cannot as a body move faster than the slowest member. It is usually the ill-informed merchant who makes many of the prices on goods which prove so unremunerative to himself and the rest of the trade. If all could see the advantage of making a sacrifice of the smaller for the greater our aims would be achieved.

"We can view the future with hope, feeling assured that organization will bring good results. The present is a critical time in the history of the grocery trade and will require courage, sacrifice and good judgment to bring about the best results for both wholesalers and retailers whose interests are identical."

The financial report was laid before the members and after brief discussion of a few minor points, adopted.

H. N. Kittson delivered a most interesting address on the subject of "Know Thy Opportunity," which is reproduced herewith.

H. N. KITTSON'S ADDRESS.

Some two thousand five hundred years ago, Pittacus, known to school boys as one of the seven wise men of Greece, coined, among other precepts, the well-known maxin, "Know thy opportunity." The lapse of time has in no degree weakened the force, or impaired the significance of this aphorism. It appeals to us to-day as an utterance pregnant with wisdom, and attesting the philosopher's shrewd powers of observation, as it no doubt appealed to his hearers when it first issued fron his mouth.

The greatest intellect of our own race crystallizes the same idea into words when he makes Brutus declare: "There is a tide in the affairs of men which, taken at the flood, leads on to fortune; omitted all the voyage of their life is bound in shallows and in miseries."

"On such a full sea are we now afloat, and we must take the current while it serves, or lose our ventures." In deed, if we were to search for a definition for success, we probably could not reduce it to a simpler or more accurate formula than this, "Opportunities turned to best advantage."

Volume of Canadian Trade.

I propose to ask the Grocers' Guild the simple question, "Do they know their opportunity?" Do they know that opportunities are present to-day which, if turned to advantage, would make for the substantial betterment of the conditions of the wholesale grocery trade? There are in the Dominion of Canada upwards of 152 firms or corporations carrying on a wholesale grocery business. The aggregate capital of these firms and corporations, according to Dun and Bradstreet, is $19,043,000. If we multiply this by six times to arrive at the total volume of trade of these firms and corporations we have the enormous total annual output of $114,258,000. If we divide this by 6,500,000, the present population of Canada, you will see that this is equal to about $17.50 per head of the population. Surely this is a very moderate estimate of the total annual output of the wholesale grocery trade; but suppose, to make assurance doubly sure, that we are not over-estimating the total trade volume, we knock off $44,258,000, we still have the enormous total of $70,000,000 as the annual output or selling power of these firms and corporations.

FRED T. SMYE.
Of Balfour, Smye & Co., Hamilton, the Newly Elected Vice-President.

Does the Guild, do the several firms comprising it, realize what this fact means? I do not mean, do they simply apprehend that this is a fact, but do they realize what is behind and what is involved in this fact?

What This Fact Involves.

It means that the wholesale grocery trade have something in their control, at their disposition, which manufacturers are anxious to get, to acquire which they can be made to pay a reasonable price; that is, if the wholesale trade want an adequate equivalent for the service they render the manufacturer as their chief distributors.

It can surely be assumed that the trade do want an adequate equivalent—but have the trade the courage, the patience, the resolution to take hold of the fact, that this enormous selling power is a negotiable instrument which can be converted into increased profits by following a persistent, intelligent, and united policy as regards the manufacturers.

It is a notorious fact that buying syndicates in the retail trade and departmental stores buy some lines from manufacturers as close as wholesale houses do. Their ability to do this is possible only by reason of the apathy of the wholesale trade; is possible only by reason of the fact that so many members of the trade, while they theoretically believe in the effectiveness of united action in practice, want to plow their lonely furrow, or paddle their own canoe.

Manufacturer and Wholesaler.

The manufacturer understands the weaknesses and jealousies of wholesale grocers, and he trades on their fears. He tells one firm, "If you don't handle my goods, A. B. will handle them, and he will steal your trade, and although I do not provide you with a reasonable profit, yet you must keep the goods in stock, or lose your trade to your rival." He defeats every house in detail, just as Napoleon deafeted the armies opposed to him by preventing their united action. If buying syndicates, by reason of working together, even in their restricted operations, are able to obtain important concessions from manufacturers, and practically buy as cheaply as the wholesale trade in some instances, does it not follow that if the wholesale grocery trade, in dealing with manufacturers, would deal as one man and adopt a uniform policy, a persistent, resolute course, they would be able to bring such a tremendous pressure upon the manufacturers as would compel them, in fixing their prices, to provide a reasonable profit for the wholesale trade. If one man owned the 152 houses doing business in Canada, do you suppose he would look at a manufacturer who offered him a wretched 7½ per cent. as his payment for selling and distributing his goods and taking the risk of bad debts? Why, he would laugh at it. He would tell the manufacturer that he had either to pay him adequately for the service of marketing his goods, or he could distribute them himself. The manufacturer knows quite well, that on economic grounds, and on other grounds, that distribution through the wholesale trade is the most satisfactory way of marketing his goods.

A Remedy Proposed.

Now, why cannot the trade adopt a policy that will put them in as advantageous position to deal with manufacturers as they would be if this large output to which I have referred were controlled by one man. There is no insuperable difficulty about it. When it is considered that trade unions, by reason of united action, in the face of grave difficulties, in the face of inexperience in organization, in the absence of reserve capital, have been able to improve their position in such a marked degree; have been able to obtain a fairer compensation for their work; it ought to be an object lesson to the wholesale trade; it ought to be clear that the problems they are called to solve are not so complex or so difficult as those which have been solved and are being solved by the trade unions. If the wholesale trade would exhibit a similar spirit; if they were willing to submit to a little temporary inconvenience; to forego a little temporary profit to mave a much larger

gain, it is difficult to estimate to what extent it would better the conditions of the trade.

Co-operative Effort Necessary.

The one difficulty that presents itself to me is to find some way of bringing home to each individual firm a real live belief that co-operation with other firms in endeavoring to secure that which cannot be attained by individual effort, is just as important a part of the business of each individual firm as any other detail of its business. Once this idea gains a solid hold on the trade each individual firm will take as keen an interest in the Guild as in the details of their own business. The collective thinking machinery of the firms comprising the Guild will be available to find solutions for the problems which arise from time to time with the ever-changing conditions of trade. The Guild will act as one man, and the tremendous power of the united trade will be able to bring home to manufacturers the fact that their own best interests will be best promoted by making the wholesale trade the exclusive distributors; or that when it is found necessary to market products in part through the retail trade, they will at least be made to provide a reasonable margin of profit in the difference between the price to the wholesale merchant and the price to the retail trade.

It must not be inferred from any argument that has been advanced in this paper that there is hostility on the part of the trade to manufacturers; on the contrary, it is frankly admitted that some manufacturers have given the wholesale trade sympathetic and substantial support in their endeavors to put the trade on a better basis. It is largely due to the fact that the wholesale trade are either divided in their opinions, or too apathetic in bringing their united views to bear upon the manufacturers generally, that manufacturers have not been more anxious to co-operate with the wholesale trade.

There has been a reluctance among some people to lend support to any form of co-operative effort. There are some people whose hair would stand on end if it were proclaimed that competition is no longer the life of trade. But the fact cannot be ignored that the spirit of co-operation is in the air. It will, to quote a prominent American writer, be the next great form of business development and progress.

This paper suggests an idea. The means of carrying out that idea will discover themselves under patient and persevering effort.

Success-bringing Maxims.

A prominent figure in American politics, who has been marvellously successful in every enterprise upon which he entered, had two maxims which guided his whole life. These were printed in large letters and were hung over his bed so he could see them as he rose in the morning, and as he retired at night. The maxims were:

1st. When you want a thing go out and get it.

2nd. Bring it home with you.

A large manufacturer whom I met on the train a day or two ago, told me confidentially if the trade would act together as one man they could prevail upon the manufacturer to give them whatever they wanted.

The whole question is, do the wholesale trade want a better profit? Will they go out and get it? And will they bring it home with them?

I conclude this brief paper with the axiom with which I began it, "Know thy opportunity."

Important Questions Discussed.

Various important matters were discussed, among them the establishment by the Federal Government of a Bureau of Trade and Commerce, quantity price, rebating, prepayment of freight to non-competing points, proper railway bill of lading.

A Luncheon and Auto Trip.

At the conclusion of the Tuesday morning session the delegates were entertained to a luncheon at the Hamilton Club by the Canadian Canners. After luncheon the hosts took their guests on an automobile trip through the fruit belt of Canada—a trip to Grimsby and return—and it is needless to say it was much enjoyed by all despite the dry and dusty roads.

T. B. ESCOTT.

Of T. B. Escott & Co., London, the Retiring President.

Tuesday Afternoon's Session.

The afternoon session opened with a discussion of the letter of recommendation from the Hamilton Board of Trade regarding a new bill of lading, flag station difficulties and settlement of claims by railway companies. Messrs. Beckett, Escott and Kinnear were appointed a committee to appear before the Toronto Board of Trade on May 20th to present the views of the Guild before the railway authorities and shippers.

A discussion followed on the paper prepared by the Dominion Wholesale Grocers' Guild dealing with the relations between manufacturers and wholesalers.

H. C. Beckett's paper on "The Importance and Value of Trade Associations and Their Relations With the Government" was an able and carefully prepared one and at its conclusion it was decided to have it published in The Canadian Grocer and also printed and circulated among the members and others directly interested. A hearty vote of thanks was tendered Mr. Beckett for his work in placing the position of business conditions so clearly before the trade.

MR. BECKETT'S ADDRESS.

In submitting for your consideration and discussion a subject of vital interest, viz., "The importance and value of trade associations and their relations with the Government," it is with the firm conviction and a feeling of confidence that the time is coming when the difficulties under which the trade and commerce of this country have labored in the past, will be largely minimized by progressive, intelligent measures so much needed in view of the changed conditions of trade.

In dealing with a matter so important might we not profitably consider the reasons for our many difficulties?

Briefly then, trade associations, their value and importance as a factor in promoting and bettering trade conditions have not been thoroughly understood or appreciated by the average merchant, the press, the public generally, and particularly by our federal and provincial governments.

Associations Not Understood.

Trade associations have been misrepresented, have been regarded with suspicion, have been looked upon as combinations pure and simple. It has not been fully realized, and is not yet fully realized, that trade associations are absolutely necessary to promote healthy and honorable trade conditions. Without them how can we successfully wrestle with the complex problems that confront every business man and every business community? If there are evils in business, united effort is the only practical remedy. Individual effort is barely noticed. Organized effort means power and will be noticed sooner or later.

When a great many concerns or units are engaged in the manufacture and sale of goods of similar character, order, system, and recognized business customs are necessary to prevent confusion and disaster. The reasonable, sensible, businesslike and only practical way to deal with all problems that confront and endanger any line of trade is through an association.

The Keynote of Progress.

The keynote of progress is clearly and unmistakably organization and unity of effort, and the things so far accomplished by trade associations, in spite of hasty and narrow-gauged opposition, are too pronounced to be doubted.

Take our own business, to those who will study the grocery trade on broad lines, and remember what has been accomplished in the past. You must admit that it would be fatal to halt in the march of advance. No matter how imperfect we appear in each other's eyes it must be clear to you that the work should progress until we reach that state when retailer, wholesaler and manufacturer will realize the benefits of co-operation on lines of mutual fair dealing. It should not be assumed that

these three interests are antagonistic, but it should be our constant effort to work out lines along which the three classes can harmonize.

If education is necessary for the young, is it not equally necessary in business? Have we not dishonesty to contend with in business? Should dishonest travelers and dishonest merchants be permitted to pursue their nefarious and demoralizing methods unchecked and unhindered? What will the next generation of business men be like? Things have come to a pretty pass when honest men, and men with honest inclinations, are to be discouraged in any efforts they may make to put the merchandising and manufacturing of goods on a higher scale than has existed recently.

That progress in association work has been slow is largely due to blind self interest, prejudice, suspicion and jealousy of a competitor. It has perhaps not occurred to all that a remedy for the evils which exist in business should, and must, sooner or later, be exercised in accordance with honest, sound principles, and under government regulation.

Some Peculiar Ideas.

Sometimes we find people in business with peculiar ideas. They imagine they can continue selling goods that cost them 107 for 105 and still pay their creditors. Such people are a menace to the trade, as they are damaging to the manufacturers, and their license to do harm is not in the interests of healthy trade conditions. To such we should turn our attention and be able by reasonable methods to prevent the spread of this disease.

To anyone familiar with present day conditions it seems incomprehensible that there are men in business who belittle and underestimate the value and importance of trade associations. But there are such people and to them can, in a great measure, be attributed present day evils. They are mean enough to take advantage of what others have done for their benefit, but, either through fear or meanness of heart, will take no part in the work themselves.

There must be some recognized, legally-sanctioned security in business to prevent serious conditions with respect to the investment of capital. Failure in legitimate business is not lesirable, and any effort to bring about a better condition than at present exists among merchants and manufacturers should be encouraged and intelligently investigated.

The Government's Antagonistic Attitude.

Now what has been the attitude of both our Federal and Provincial Governments in respect to trade associations? In a word—antagonistic. And why this antagonism? A prominent Canadian banker quite recently gave a reason which I am firmly convinced is true, viz., an irresponsible press. If a country is honeycombed with agitators who are opposed to capital and to corporations or associations generally, why do politicians and cabinet ministers listen to and heed the false and erroneous statements which so frequently appear in an irresponsible press and stand ready to shape their course by what they foolishly imagine to be a popular cry? The answer is easy—it is a question of votes. Thousands of dollars are spent annually to maintain a labor bureau, to catch the labor vote, and it is to the credit of the labor unions that they have succeeded in impressing the governments with their numerical importance, even if they are in the minority. Will the long-suffering merchants and manufacturers of the Dominion have to show their power at the ballot to get a proper recognition at the hands of indifferent cabinet ministers?

It is deplorable that more thought and attention is not given by those who are placed in authority, to find out the actual commercial needs of our country. Those who would give careful attention would see signs of the times which ought to be heeded. That evolution is in progress in the conditions of trade cannot be denied by any thoughtful and intelligent representatives of the people. The wonder is that the necessity for safeguarding the commercial interests of Canada is treated so lightly and indifferently, and that practically the only

H. C. BECKETT.
Of W. H. Gillard & Co., Hamilton.

attention given to trade associations is to regard them as a menace to the commercial prosperity of our country, rather than a medium for good and all that stands for honor in business.

Should Look to Business Men.

It is to business men as a whole, those who are engaged in the great service of carrying on the operations of trade throughout the length of this great Dominion, that a government should look for opinion and advice to bear upon legislation affecting business interests which are interlaced with the interests of all. Let the voice of business men be heard and a wise government will adopt progressive measures.

Agitation is an aid to redress and the more the importance of trade associations is discussed, the more thought will be applied to them, the more attention will be given to them, so that ultimately trade opinion will evolve a plan that will minimize, if it does not completely cure, the unsatisfactory conditions which at present prevail.

Should Protect Legitimate Business.

In the interests of good government there should reside somewhere the power to protect the legitimate merchants and manufacturers of the country against waste and wrong. Such power should reside with the government if trade associations cannot be trusted to stop at the proper limit. Personal interest may not yet have acquired the necessary intelligence and sensitiveness to stop at the point where it begins to invade people's rights, and as good government should protect the people's rights, trade associations should be recognized. Although suggestions were made to the Ottawa authorities months ago, and promises made that enquiry would be instituted with a view to progressive measures, nothing has been done. It has already been suggested that the trade and commerce department should wake up and enquire into the commercial needs of our country; it has been suggested that a Bureau of Internal Trade and Commerce be established, with power to pass upon agreements between merchants and manufacturers, and to perform such other work as would safeguard the interests of the people. Our neighbors across the line have received the promise of their president that something must be done to prevent the senseless and vindictive attacks upon necessary business methods. Why should the trade of our fair country be persecuted and intimidated? Is there any sensible reason that can be given for it? The importance of the matter requires immediate attention. Promises so long delayed look like insincerity. It is not a position to inspire confidence. Can merchants and manufacturers expect anything for the future? Let us hope so.

It should be the law of the land that no legislation be enacted, affecting the trade of the country, without first getting the opinion of trade associations through such associations' accredited representatives. No man with a fad should be allowed to quietly get the ear of parliament and then railroad through some legislation hurtful to the interests of sound business, as has been done in the past. The things our legislature do to hurt business frequently indicate a complete lack of knowledge and grasp of the subject dealt with. What may have taken years to build up is destroyed in a night. At present there is no government mehtod to safeguard the business man, and it is necessary and desirable that there should be.

Suggestions Regarding Methods.

In the first place, a complete and accurate record of the names and the officers of every trade association should be on fyle with the Department of Trade and Commerce. This record would be of benefit in enabling the governments to get in touch with the trade of this country. The trade should be consulted. The governments should get at what would be best for the general good, based on sound business. They should consult business associations, not individuals, on questions concerning the business welfare of this country. No bill should be allowed to pass its second reading without first sending a copy of it to the accredited representatives of every trade association in Canada. Under the present system no provision is made to keep the trade in-

formed of what is going on. It is only after it is too late that the trade discovers some new regulation seriously damaging business without being of any benefit to the consumer. Thousands of dollars are spent annually in huge deputations to Ottawa protesting against unfair legislation. The business men of this country are put to enormous expense when this might be avoided if reasonable and businesslike methods and regulations were adopted.

I would suggest that steps be taken by this Guild to bring the attention of parliament to the present unsatisfactory and out-of-date methods, with a view to the adoption of progressive measures so much needed under the changed business conditions.

The prejudice against associations must gradually but surely disappear. We must join in a cry for higher standards of ethics in the conduct of business. The change will not only be beneficial to the business men of to-day, but will have a good and necessary influence on the thought and conduct of the young generation soon to shape the commercial future of our nation.

It was moved by M. P. Byrnes (T. Long. & Bro., Collingwood), seconded by F. T. Smye (Balfour, Smye & Co., Hamilton), and carried unanimously: "That the members of the Ontario Wholesale Grocers' Guild place on record and desire to express their hearty appreciation of the kindly offices of Mr. Adam Zimmerman, M.P. for Hamilton, in connection with the Canned Goods Act and other matters important to the commercial trade of this country and for so strongly and ably endorsing, supporting and advocating a measure of justice to the wholesale trade."

An interesting discussion regarding payment of freight to non-competing points was opened by Geo. E. Bristol (Lucas, Steele & Bristol), and the present tobacco situation was also discussed. This closed the business proceedings of the first day's session.

Entertained by the Hamilton Trade.

At 6.45 the members were the guests of the Hamilton trade at an informal dinner at the Hamilton Club and afterward to a theatre party at Bennett's new theatre. The Hamilton trade's courtesies were much appreciated by the delegates and the royal entertainment offered at the dinner certainly put a new construction on the word "informal," but as one member remarked. "It was always so in Hamilton—they know how to entertain."

Wednesday Morning Session.

The Wednesday session opened at 9 a.m. by the reading of communications.

The important question of summer and winter holidays for traveling salesmen evoked interest and lively discussion. It has been the custom for some years for the trade of Toronto and points west and north to have all travelers off their territories during the first two weeks in August, but this year, owing to the Quebec Tercentenary falling in the end of July it was thought well to place the holidays two weeks earlier in order to permit those salesmen desiring to attend the festivities to do so. Messrs. J. Dillon, A. M. Smith & Co., London, and H. Blain (Eby, Blain, Toronto) were movers and seconders, respectively, of the following resolution:

"Whereas, at a meeting of the Ontario Wholesale Grocers' Guild, held in Hamilton May 5 and 6, 1908, it was unanimously agreed by those present that travelers' summer and Christmas holidays are necessary and desirable,

"And whereas, for the purpose of properly acquainting every firm with the particulars as to territory and date, and thus avoiding mistakes and misunderstandings, it is proper that a memorandum should be signed in duplicate each year, agreeing to same,

"Now this memorandum witnesseth that we, thw undersigned, agree that we will withdraw all our travelers in the district west of but not including Toronto; as far north as, but not including, North Bay; and as far west as, and including, Windsor, from the 18th day of July, 1908, till the first day of August, 1908, both days inclusive, and that during that time we will not send out a substitute to cover such territory or solicit business by personal canvass or telephone. We also agree that each succeeding year we will withdraw all travelers in the above-named district for a holiday season of two weeks commencing the early part of August or the latter end of July, the exact date to be fixed at each annual meeting of the Ontario Guild, and also that we will withdraw our travelers for one week, viz., from the 25th of December to the 1st of January, both days inclusive, this and each succeeding year until this resolution is rescinded."

Vice-President W. G. Craig's paper was not presented, owing to Mr. Craig's absence through illness.

The Cost of Doing Business.

F. T. Smye, chairman of the Hamilton section, presented a most important subject for discussion, "The Cost of Doing Business." Mr. Smye emphatically stated that it was his opinion that the individual members of the Guild as well as jobbers generally did not go into the cost question closely enough and this was the cause of a vast amount of cutting and dissatisfaction. It was a most important question and he felt that every member should seriously look into this question for not only his individual satisfaction and comfort, but also for the general good of the trade. This discussion, which was participated in by a goodly number of the members, brought out many valuable points. Mr. Logan, of Davidson & Hay, Ltd., T. Kinnear, Hugh Blain, H. C. Beckett, John Garvey, London, J. H. Simpson, Guelph, W. P. Riley, of Riley, Ramsay & Co., Port Arthur, presented many strong arguments for serious consideration of this important question. On motion of H. Blain, seconded by T. Kinnear, the president was instructed to appoint a committee to inquire into the cost of goods and report to the next annual meeting of the Guild.

The Year's Canned Goods Policy.

A discussion on the canned goods policy for 1908 was an important feature of the session. The position of the canned goods question was very ably presented by H. C. Beckett and the retrospect he gave of the jobbers' position in the days before the trade was protected at least a margin over cost was borne out by the commendatory applause he received from the members. Mr. Beckett held no retainer from the Canadian Canners, nor was he there to speak for them, but his firm's experience, and no doubt that of every member present, had been that this very important branch of the wholesale grocery business had never been on a more satisfactory basis than during the working of the present plans, and he for one felt that, looking to at least a margin on this branch of the business, to say nothing about a profit, it was the duty of every member to adhere to the present arrangement and strengthen the hands of the canners in their efforts to put up guaranteed goods at reasonable prices and profits. R. L. Innes, sec-treas. of the Canadian Canners, who was present, addressed the meeting and briefly explained the position of the canned goods industry and the satisfactory working of their plans for the best handling of this important business. Like every business, there was here and there a seeming anomoly in the working of the plans, but with every season the faults were being remedied and if the trade were united on the question it would not be many years before a mutually satisfactory arrangement would be working for the benefit of all interests, the packer, the jobber, the retailer and the consumer.

Something About Profits.

The claim that big profits were made by canners is a fallacious one, There were at present six canneries to his knowledge that were for sale, and others working along at no profit. Only lately one well-equipped canning factory that had cost its promoters and owners $20,000, was sold for $5,750. If profits were so good this would not occur. It was the question of consolidation that saved many of the present packers from ruin. Mr. Innes said the question of doing business with the Canadian Canners was one that rested entirely with the wholesale trade. As far as the company was concerned the jobbers were assured of proper and satisfactory treatment.

An adjournment was made for luncheon at the Commercial Club, where the members were entertained as guests of the Hamilton trade. After luncheon E. M. Trowern, secretary of the Retail Merchants' Association of Canada, read a very ably-prepared and comprehensively explicit paper on "The Evil Effect of Co-operative Societies if Introduced into Canada." Mr. Trowern's remarks were closely followed and a very hearty vote of thanks tendered him. The Grocer regrets that owing to its great length it is unable to publish the address complete, but takes pleasure in presenting the leading features herewith.

MR. TROWERN'S ADDRESS.

In making this preliminary comment on the subject matter of this address, I have done so with a view to preparing the way to the discussion of this subject, which is not, I am sorry to say, as well understood as it should be, and for this reason I have called your special attention to the importance of the preservation of individualism in

trade and commerce, especially as one of the main planks set forth by co-operative society advocates is "To eliminate the principle of individualism from trade and commerce" and they claim also that the present system of the distribution of merchandise is obsolete, expensive and inconvenient, and they lay great stress on the fact that with their system all who purchase from them share in the profits and that the private trader is doing for them what they should do for themselves.

Spread of Co-operation in England.

The co-operative system of retailing started in England over forty years ago and through the indifference of the merchants and by their lack of proper organization the system spread until it has made serious inroads on the private enterprise of the country. The methods that are adopted by these concerns for promoting their enterprise are of the most delusive character that could perhaps be foisted upon the great unthinking masses of the people. In addition to their socialistic doctrines, in which they state that the individual trader must be destroyed, they put forth extensive philanthropic pretensions, by claiming that they hand back to the consumers and members, dividends which represent their savings, whereas the amounts which are handed back are simply the amounts which they have filched and overcharged, these poor unsuspecting persons, who have been captured through the guise of fraud and misrepresentation. They also surround themselves invariably with what they term "Educational Committee" which in simple language means an "advertising committee." The duty of these committees is to visit the women's guilds, the young men and women's associations, hold meetings in parish churches and they have processions of children, and social gatherings all proclaiming the great advantages that these co-operative stores have over the individual merchant.

The Dividend Promise.

This sophistry has had the desired effect, and as they dangle the promise of dividends before the eyes of their poor deluded dupes, they announce that all this money has been taken from them in the past by what they term "private traders" In operation the scheme is a twin brother to the old trading stamp fraud, that through the efforts of our association I am pleased to say has been banished from our Canadian shores, and I hope that if the co-operative society plan of doing business ever raises its head in this Dominion, that it will receive the same fate its fellow comrade received.

A Duty to Countrymen.

Let us not, however, rest content and believe that because we have not in the past had to contend with this delusive monster, that we will not be called upon in the future to defend our rights as merchants of this country. Nor should we be rocked into slumber by those who tell us that to talk about these stores and to point out their deceptive practice is only to advertise them, and that if we leave them alone they will die a natural death. As fair-minded, fair dealing and honorable citizens of this country and as merchants who should know the pitfalls and sloughs in commercial transactions, we owe a duty to our fellow countrymen to protect those who are unfamiliar with the tricks of trade and to place upon every hole in the roadway of commerce of this character a red light, pointing out the danger and thus preventing the wayfarer from being injured or entrapped.

Some Peculiar Methods.

Chief among the methods these promoters adopt in baiting their hook to catch the unsuspecting, is that of securing persons of high rank and social standing and associating their names on the directorate of these companies. As an example of that, we find that His Excellency the Governor-General of Canada, Lord Grey, is president of the International Co-operative Alliance, and not content with occupying this position in Europe and receiving the appointment of representative of His Majesty the King in this new land, we find that this worthy person has brought with him those old-land errors, and that he is endeavoring to prepare the soil and plant the seed for this dangerous weed in this our beloved land. Every true Canadian heart beats with pride when we know that we are part of the great British Empire. We fear God, we love our country and we honor our King, but we must frankly confess that we are not by any means pleased when our King's representative departs from the duty that has been assigned for him to do, and endeavors to promote a scheme in this country, that is eating into and destroying the very heart and marrow of that great army of shopkeepers of which England for centuries has been so proud, and if still further attempts are made to influence our legislators in the direction of securing special legislation to promote these societies here, I will feel it my duty to call public attention to this fact and to ask that he be recalled and returned to the land from whence he came. We have considered briefly the moral effect that these stores have on the business and consuming community, now let us see to what extent they have been able through their tactics to displace trade out of its legitimate channels.

Statistics Regarding Co-operation.

During the year 1905 up to Jan. 1906, the Wholesale Co-operative Society of England located in Manchester, Newcastle, and London, had a turnover of $91,890,720. This society is composed of 1,138 retail societies, which form a membership of 1,635,527 members. They have 16,116 employes. In addition to this they have formed manufacturing industries which supply these wholesale houses. They manufacture biscuits, preserves, soap, flannel, corsets, woolen goods, drapery, boots and shoes, furniture, brushes, shirts, and they have a printing plant and flour mill.

The Wholesale Co-operative Society of Scotland is composed of 280 retail societies with a membership of 374,402 members. The turnover of this society for 1905 was $33,310,742. They employ 6,892 persons.

Among the retail co-operative societies of Scotland, the Society of St. Cuthbert, Edinburgh, is one of the most flourishing. It is composed of about 35,000 members. For a period of six months ending September 4, 1906, their turnover was $3,373,473.60, with gross profits of $1,033,248, and this will give you some idea of how this plausible proposition has eaten its way into the very heart of the commerce of the old land.

Those familiar with the strange channels into which trade sometimes flows, these enormous figures which represent such a large volume of trade, are not surprising. We have all seen the rise and fall of many institutions which were able to capture the trade by all sorts of strange and misleading devices. At one time in the City of Toronto, the Wholesale Grange bid well to be a dangerous rival, and in the field of finance perhaps we can point to no greater competitor and disturber of the legitimate loan company business than that of the York County Loan and Savings Company. But where are they to-day? Strange devices will always attract strange and curious people, and if the giving of dividends on the purchases were discontinued by these co-operative societies, and they were compelled to do business without pretence, and without giving bribes, and upon fair, honest and legitimate grounds, they would soon cease their operations, and the great body of honest business men would raise no objection.

Given Special Privileges.

In reviewing the summary of the evidence that was laid by the Traders' Defence Association of Scotland before the Royal Commission of Labor, we find that these stores in England and Scotland have secured special government privileges by not being called upon to pay the income tax that is demanded from the ordinary merchant and manufacturer, and the loss is estimated at one hundred thousand pounds sterling per annum. For purposes also of further deceiving the public and clothing themselves in philanthropic garments, they are only required to register under the Industrial and Provident Societies Act, as friendly societies, whereas they are trading for profit, and competing with skilled merchants in all lines of trade. Another deceptive feature that they add to their already great list of crimes is that of stating that their system enables the poor man to save and that it is conducive to thrift. Like many other concerns whose love of gain is greater than their regard for the truth, they sell at what they term the "regular price" which is supposed to infer, that they are the prices quoted by the regular legitimate trade, and from off these prices they hand back what they term to be a dividend, which is supposed to be what they have saved the poor man, whereas they have entrapped him into their net

by false pretences and pharisaical methods, and then they endeavor to hold him there by bribing him with what they have already taken from him through trickery and deception.

A Few Comparisons.

To prove the truthfulness of our statement—goods were purchased in a grocery store in Scotland of a regular, legitimate dealer, and also in one of the most pretentious of these so-called Co-operative Stores, and it must be remembered that they always pave the way to the homes of the people by starting in the grocery and provision business first, and they endeavor always to keep groceries as near as possible to cost price, and make up their average profit on other lines, so as to be able to pay their bribes or dividends quarterly or half yearly. The prices quoted were as follows :

	Co-operative Store Price	Regular Dealer
1 lb. of tea	1s.	1s.
2 lbs. of sugar	4½d.	4d.
½ peck of flour	5½d.	5d.
½ peck of oatmeal	5½d.	5d.
1 lb. of pres. ginger	7d.	6d.
1 lb. pot of barley	2d.	1½d.
7 lbs. wash. soda	1d.	3½d.
1 cake Pears soap	4d.	3½d.
1 doz. Rickets Blue	9d.	6½d.

It is quite unnecessary for me to make any further comment on this as the prices speak for themselves.

Some Questionable Features.

Around all this glamor and pretence, they boastingly assert that their object is to help the poor man and that these stores were started by men who are devoting their lives to the alleviating and abolition of poverty, and the encouragement of thrift, and they state that they give no credit, only to those who have shares or stocks in these societies, and in order to secure credit they must deposit their share or stocks as security, and they allow them to obtain credit up to a certain margin of the value of their stocks. If a poor man who is honest and respectable, and who had dealt with them for years, but who had no stock in these societies, but who through sickness or loss of work, and who perhaps was struggling hard to raise and educate a family, asked for credit, they would be appalled at his insolence and he would be pointed to the door, and perhaps told that he might be able to get credit across the way at the corner grocery store, where it can be said to their credit, that if it was not for the wisdom, the good judgment and the true Christian souls of some of these noble-minded retail grocers of ours and other countries, hundreds, yea, thousands of poor and well deserving men would be compelled to beg bread, and their little families would have to be taken care of and raised by the state.

Instead, then, of being the poor man's friend, these stores are the poor man's enemy. In justification of this statement all we need to do is to visit the great army of brokers in the old land who live on the profits that are secured by advancing money on what is known in street parlance as "Co-op Checks," or the immatured dividends or bribes that are given with every purchase, a system that is both demoralizing and degrading.

A Local Example.

Not alone are they satisfied with inducing the public to purchase at their stores, but they have a pretentious system also of inducing the public to invest their money in shares, which range all the way from one shilling upwards. In the city of Toronto there has recently been started one of these co-operative societies. The capital stock of the concern is placed at $40,000. In their prospectus they offer 9.875 shares of stock for sale at $2 per share to the public, which is equal to $19,750. Ten thousand shares, which is equal to $20,000, is given to the promoters for their services, and the directors have subscribed for the balance. Out of every $2 share subscribed and paid for by the poor working man, whose friend these concerns claim to be, 40c is given to the promoter, or 20 per cent of the capital, which is the poor man's money, is given away to induce him to invest in a company in which they claim in their prospectus that tens of thousands of working men will derive the benefit of the profits, which otherwise would go to swell the pockets of the few individual traders.

They state that 50 per cent of the profits will be divided as "bonus" among the members according and in proportion to the amount of their purchases. Twenty per cent of the profit will be paid in dividend on the capital stock, and the remaining 30 per cent. of the profit will be applied to create a fund to be used in the further extension of the business.

This concern has already started operations in the northwest part of the city of Toronto, and I am pleased to be able to state that our association has not been asleep. Meetings have already been held in the district and all preparations are made to let the searchlight in on this promoters' scheme, which, like its parent across in the old land, has captured the word "co-operation," one of the most beautiful words in the English language, and one which Webster says means, "a concurrent effort of labor," and with the use of this word it may be said, "they have stolen the livery of heaven to serve the devil in."

Further Considerations.

With the figures that have just been quoted from their own prospectus, showing the disposition of the capital stock and the cost of the promotion, can it be expected that these stores can save money for the purchasers ? Not at all, unless they charge high prices for their goods, and then their continued existence largely depends upon the amount of new capital in the shape of new shares that they can induce workingmen who are not familiar with trade to invest in them. Over eight hundred failures have occurred in these societies in England and Scotland in the past twenty years, and the actual financial condition of a great many others can never be learned until possibly they are placed under the close inspection and scrutiny of the assignee.

A Message to the Wholesalers.

Wholesale merchants you have a duty to perform, you are a strong link in the great chain of commerce, you have met here to-day and some of you have been reflecting why every wholesale merchant in Ontario was not present. Why some do not enter your ranks. Let me tell you, that your movement, like the movement that I have the honor to represent, is an educational one. Because the other merchant does not see and feel just yet that someone must stand guard on the portals of commerce is no reason why you should forsake your duty. You are doing a grand and noble work, and I hope you will continue in it.

In closing, let me say, I wish you all success in your good work, and as a representative of the retail trade of Canada, I desire to extend to you the hand of good fellowship, and hope that in the future our interests may be more closely wedded together than they have been in the past.

We are two great armies moving along in the same direction, both organized for the same purpose. We are handing out the goods, as you are gathering them up from the factory and from the mill, each endeavoring to do their part, and following out our natural and divinely ordained purpose, and thus demonstrating in a practical way the true spirit of co-operation.

Some Votes of Thanks.

A vote of thanks was moved by H. Blain and W. Logan to the Hamilton trade for the splendid manner in which they had entertained the members of the Guild.

A vote of thanks was also moved by H. C. Beckett and F. T. Smye to the officers of the Federal Life Co. for their kindness in granting the use of their meeting room to the O.W.G. Guild.

O. E. Truesdale, Brantford, and A. McIlhargey, Stratford, also moved a vote of thanks to the Canadian Canners, Ltd., for their hospitable entertainment.

The thanks of the Guild were also tendered to the American Tobacco Co. for their thoughtful remembrance.

The Election of Officers.

The nominating committee for the election of officers for the 1908-9 consisted of Messrs. Smye, Beckett, Kinnear and Marr, and the following officers and committees were elected :

President—W. G. Craig, Kingston.

Vice-President—Fred. T. Smye, Balfour, Smye & Co., Hamilton.

Committee on costs—Wm. Logan, of Davidson & Hay, Toronto ; Samuel Vila, of James Turner & Co., Hamilton ; John Dillon, of A. M. Smith & Co., London.

Committee to confer with manufacturers—T. B. Escott, London ; F. T. Smye, Hamilton ; A. H. Pofford, of Davidson & Hay, Toronto ; Thos. Kinnear, Toronto ; W. G. Craig, Kingston ; H. C. Beckett, Hamilton.

Committee on legislation—Jas. Gilmour, Brockville ; James Gow, of McPherson, Glassco & Co., Hamilton ; John Garvey, London ; J. H. Simpson, Guelph.

A hearty vote of thanks was tendered the retiring president, T. B. Escott, for his close and conscientious labors during the past year ; also for the very efficient manner in which he had conducted the proceedings of the present sessions.

The time and place of the next meeting of the Guild was left to the dis-

cretion of the president-elect, W. G. Craig.

Mountain Echoes.

That automobile trip to Grimsby was full of excitement and dust—principally dust. There ought to be little sand in strawberries this year—the delegates picked up most of it.

* * *

My ! Grimsby is an awful dry town—even the pump wasn't working.

* * *

If J. H. Gilmour and R. J. Carson are as good in picking up "yellow dust" as they were in collaring the King's highway at Grimsby they are to be envied.

* * *

That broken auto got home finally. The occupants took the trolley in.

* * *

"The King's Inn, 1794," was the only oasis in the desert of dust. It is well to have a posted driver.

* * *

The table and working arrangements at the meeting room were most convenient. The flowers, so thoughtfully provided, were a pleasant idea on the part of the committee.

* * *

What a working quintette, Messrs. Smye, Beckett, Bristol, Gow and Vila! How those Hamilton jobbers work together ! Wake up, Toronto !

* * *

The London trade was well represented, every house having a member present.

* * *

The Messrs. Simpson, of Guelph, though a young house, were right in it with the old war horses.

* * *

It was Mr. Riley's first visit to a Guild meeting in Canada, and no more interested member registered. Port Arthur and New Ontario's interests will not suffer if he can help it. He has the "hustling air."

* * *

Fred Smye kept things on the move in the meetings.

* * *

The courtesies extended by the Canadian Canners, Limited, were highly appreciated by all.

* * *

The automobile ride through the "banana belt" while enjoyable, would have been a veritable treat a few weeks later when the peach, cherry and apple trees will be in bloom.

* * *

The great fact is "These Guild meetings bring the trade closer together and a better understanding of each other's business methods and trade news is the result. We meet, we learn and we profit."

REMOVING TO LARGER QUARTERS

The head offices of the Queen City Oil Co., Toronto, have been removed to the third floor of the Ogilvie building, 63 Bay street, southeast corner of Wellington street. For the past ten years the executive offices of this busy house have occupied the whole of the fourth floor in the Lawlor building, but these premises had become entirely inadequate to give the necessary working space for the executive trade and accounting staff of this constantly growing business. By securing the entire third floor in the new Ogilvie building, where up-to-date offices have been fitted up, nearly double the floor space affords ample accommodation in the centre of the wholesale district.

THE RETURN OF "SUNNY JIM."

A Breezy Story of His Recent Rejuvenation.

"Sunny Jim" is with us again. His sunny face again greets the youngsters who have been patiently awaiting his return after an absence of several years. Thousands have missed his happy countenance and have sorrowed over his demise—but he has not demised. He has bobbed up again as he did six years ago, when his name was a household word and his face adorned the pages of magazines and newspapers in this and other lands. He is welcomed home as a long lost and almost forgotten sojourner in strange lands.

In other words, "Sunny Jim" has been rejuvenated, regalvanized, resusticated.

Of course you have heard of "Sunny Jim." You have heard of him unless you have been living on the sandy slopes of Patagonia or in the caves of the South Sea Islands—but the probabilities are that the famous "Sunny Jim" has penetrated even these remote corners of the earth; for he is a national character almost as well known as Jack Canuck. Originally introduced to show the healthful and helpful effects of a well known breakfast food upon the human temperament, "Sunny Jim" became recognized as a natural expression of that type of good-natured, wholesome healthfulness with which all are familiar. Many rhymsters have embalmed him in poetry and song and his name became a byword on the stage. Thousands of happy-go-lucky swains in villages and towns were nicknamed "Sunny Jim." His sunny face was "benevolently assimilated" by other advertisers of all kinds of commodities. Thousands of letters were received by the H-O. Company merely addressed to "Sunny Jim," Buffalo, N.Y. "Sunny Jim" indeed was the most widely known character that ever came down the dusty highways of twentieth century publicity.

Many who knew "Sunny Jim" have perhaps forgotten the popular breakfast food with which his smiling countenance was identified. They remember "Sunny Jim" but they may have forgotten "Force." His reappearance in the public press is merely an effort on the part of the H-O. Company to reclaim this popular evangel of good health and good living, and to re-establish him in the affections of the people. "Sunny Jim" is the personification of sunshine and happiness, but he isn't half so sunny as the boy or girl who eats his famous breakfast food every day in the year.

THE COST OF ECONOMY.

By Rev. G. C. Peck, New York.

"And King David said to Ornan, Nay; but I will buy it of thee for the full price.—I. Chronicles, xxi., 24."

Thus did one man decline to take advantage of what the world would call a "bargain." Such refusal, however, might be little better than quixotic. One needs a good reason when he persists in making things costly to himself. David evidently thought he had such reason.

He had gone up to Ornan's threshing floor for the purpose of there erecting an altar at his own expense. The shame of his recent crime was so keen that he was willing to pay any reasonable price for expiation. Judge then his surprise to be offered the property without cost to himself. What a chance to economize !

But David knew a thing that we sometimes forget. The soul's processes can never be cheapened. To shave the cost of one's altar is to cheat oneself. Life has no real short cuts to triumph. God appoints no bargain days on which the shrewd trader may enrich himself at the expense of the Almighty. To attempt the payment of one's spiritual debts in the property of another, to offer the sacrifices of a contrite heart without personal drain, is a specious fraud.

What is the "spoiling" of a child ? What but the payment by parents of the price which the child ought to pay ? "My child does not know the meaning of self-denial," said a mother overfond. Pity such a child ! Missing the meaning of self-denial, he will miss all the real prizes of life. I knew a young man who made a "hit" at his first public venture. But that first hit was his last; he has never found the range since. Easy success ruined him. The short cut was a blind alley. The sorriest thing that ever happened to Coleridge was when his friends guaranteed him against a rainy day. His muse sickened with the absence of bracing airs. Hardship had kept his soul awake, but ease drugged him. Oh, the cheats we practice against ourselves by our economies !

The last place for a man to save money is on his gifts. Let him wear the old overcoat another season, if need be; let him reduce the length of his bill of fare, but let him not shave the cost of those altars which love builds. The dearest economies we ever practice are those which touch our benefactions. Our loss is greater than that of the cause we refuse to help. Charity can better stand my withholding of help than I can stand withholding it. To let another do my giving is to let him have my blessing. If Ornan builds my altar for me he also takes my joy.

That man who asks how much he must give up in order to be a good man has gotten hold of the wrong end of the matter. The question rather is how good he wants to be. A disciple who finds that his path includes no crosses may well pause to ask which master he is following. Life's real altars represent the shedding of blood. To repeat, then, David's great renunciation at Ornan's threshing floor, to hold bravely to the sacrificial quality of human life at its best, to refuse all ignoble lightening of loads, to bleed that we may bless—in spite of all complacent voices to the contrary—this is one of the rich truths of life.

*What the Canadian Trade is Doing

Letters From Our Corps of Grocer Correspondents From Coast to Coast—Interesting Happenings of the Week in the Various Towns and Cities—Discussion of Trade Problems.

CHATHAM.

May 11.—During the past week the series of rural and village burglaries in this vicinity has continued without intermission. On Tuesday night two armed men broke into J. A. Halliday's general store and Arthur Smith's jewelry store at Merlin, and later tried to enter the Molsons Bank there, being driven off by a clerk named Munro. Thursday night H. J. Merritt's grocery at Louisville was entered, and $100 worth of goods and $15 in cash taken. The same night burglars visited Ridgetown, entering the Leitch Veneer and Basket Works, Newman & Co.'s bean office and R. Watt & Son's Machine Works. In practically every case, except the Louisville robbery, the amounts obtained were small. The announcement on Monday that four suspects had been arrested at Stoney Point after a hot chase by Provincial detectives, was a source of general relief.

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The annual meeting of the Wallaceburg Sugar Company was held last week, the old Board of Directors being unanimously re-elected. The reports presented at the meeting made a good showing for the past year. The prospects are that the beet acreage this year will be a large one.

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Geo. R. Bradley, of St. Catharines, was in the city last week, in the interests of the local branch of Bradley & Son.

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Harry Keeley, who has been conducting a meat business on King Street, has moved to Fifth Street, adjoining the bridge. His new premises have been handsomely fitted up.

* * *

D. B. McDonald, formerly in the meat business in Tilbury, in partnership with Jas. McHardy, has moved to Chatham, and taken a position with W. J. Easton.

* * *

City merchants have an awkward handicap to contend with in handling the egg and butter trade. Several rural merchants in this vicinity are accustomed to send out rigs, which tour the country for miles around, buying up eggs. Each rig carries a big stock of groceries, and as the buyers offer one cent per dozen more in trade than in cash, the housekeepers naturally stock up with groceries. The buyers take only eggs, which are readily turned over, and do not take butter. When the farm wives bring their butter to town, the grocers find that they have already stocked up with groceries and expect to be paid for their butter in cash. Some local grocers are urging that a definite understanding be arrived at with reference to the prices paid for butter, and that a decided difference be made between cash and trade prices.

* * *

Miss Nettie Collins, for the past three years a valued member of the grocery staff of John McCorvie & Son, on Saturday severed her connection with that firm. It is understood that Miss Collins, who has made many friends, alike for the firm and for herself, has a better situation in view.

* * *

Chatham is apparently up against a meat famine. Last week prices on choice cuts were raised from two to three cents per pound; though for inferior grades of meat prices were left at the old level. Butchers state that meat was never so scarce; that there are practically no cattle in the country fit to kill. Owing to the high prices of feed last fall, farmers sold off their stock rather than carry it over the winter. During the past week pork prices have shown a slump; but this condition is considered only temporary, and a rise is daily expected.

* * *

A. J. Barassin, Harry Andrew's chief clerk, was down town Friday for the first time after a five weeks' illness. His many friends were glad to see him once more. Mr. Barassin expects to resume his duties this week.

* * *

Merlin was visited by a bad fire Monday morning, five stores being destroyed. The total loss approximates $50,000. Among the sufferers was R. Abram, grocer. Mr. Abram, however, succeeded in saving a good share of his stock. The plate glass windows of J. N. Halliday's grocery were smashed by the heat.

* * *

Albert Owens has resigned his position at H. A. Andrew's grocery and will shortly leave for Mount Clemens.

INGERSOLL.

May 11.—The buoyant spirits so noticeable amongst the grocers and merchants in general in the first days of spring were conspicuous by their absence last week. "It never rains but it pours" was the thought that gave adequate expression to their sentiments. A week good spirits whether one is in or out of of rainy weather is not conducive to business. However, the hopeful ones are never weary of looking for the cloud with the silver lining and when business does "pick up" the increase will no doubt atone for the comparative dullness that has reigned for the past couple of weeks. The backward weather has had its effect on everyone. The farmers are behind with their work, in fact, the season seems to be from two to three weeks later than formerly. In grocery circles great preparations have been made for a busy summer. The stocks are large and much attention is being given to displaying all seasonable lines, such as fruits and vegetables.

* * *

A few seasons ago the merchants and their clerks used to have a weekly half-holiday during the warm months. Much emphasis was laid on the fact that recreation had its beneficial influences and with picnics and other pleasant outings the season was spent in a very enjoyable way. Last year practically no attention was paid to the half holiday and just now a great many clerks are beginning to wonder if there will be a return this year to the good old days when keys were turned in the doors once a week and for a few short hours everyone left their cares behind them.

* * *

It is only reasonable to suppose that there will not be the usual summer demand for maple syrup this season, and particularly that of foreign manufacture. This is due to the unusually large production in the immediate vicinity and the fact that many citizens stocked up when the price dropped considerably below that of former years.

* * *

Practically all the merchants report a good demand for early vegetables. These, of coures, require no little attention if they are to be kept fresh, but they are something for which there is a good demand. Some of the merchants are decidedly particular as to the manner in which they are displayed and those who have studied the peculiarities of their customers know how necessary this is. "Are these fresh," is invariably the question which the grocer has to answer and if he has kept them well supplied with water he can usually answer truthfully "They are."

* * *

Victoria Day will be celebrated here on the 25th with a monster celebration under the auspices of the Caledonia

*Contributions are invited from merchants, grocery travelers or clerks in places where there is not a regular correspondent of this paper.

Society. The merchants in general have shown a commendable spirit in connection with the preliminary details and with such earnest co-operation it is expected the event will be the biggest red letter day in the history of the town.

NEWCASTLE, N.B.

The M. McLaughlin Co., of Buctouche, on the 25th April lost their flour mill, butter factory and general store by fire. The loss is about $30,000, with insurance of $12,500. This was one of Kent county's most important industries.

* * *

Richibucto merchants have decided to close at 6 p.m. every Monday, Wednesday and Friday.

* * *

Dennis D. Goguen, of Rogerville, N. B., has assigned.

VANCOUVER.

May 9.—The local market is almost entirely devoid of the popular brands of condensed milk and cream manufactured in Canada, namely, the St. Charles brand and the Reindeer. For a couple of days it was impossible to secure any, but during the last day or so a very limited amount has been passed around to the retailers. These two brands enjoy a large sale and practically hold the market, because of quality and price. There are some imported creams which are a little higher, but the sale of the others is not anything compared to the two mentioned. The scarcity is, no doubt, due to the opening of railway and mining camps, and the outgoing of large numbers to out-of-the-way portions of the country, when condensed goods form a staple part of the provision outfit. The Dawson spring trade is also about to open, and this will take a large amount.

* * *

Mooney's biscuits, made at Stratford, are taking a good hold in Vancouver. They retail at the same price as the local, and with steady pushing on the part of the local agent, Harry McKelvie, the increase in business is very encouraging. Mooney's sweet goods, however, are not as popular as their sodas, falling a little behind Perrin's and Christie's. These older and better known goods are giving way in the sodas to the newer arrival.

* * *

Some of the importers will be caught with California butter on their hands. A large consignment is on the way here from the south, the jobbing price being 32½c. When local creamery jobbed at 35c, the California product had the preference, but local has now dropped to 30c, retailing at 35c, and those who have the California coming will have to drop it to make it acceptable to the retailer.

* * *

Chilliwack is about to have a branch of the B. C. Retail Merchants' Association established there. W. Ladoux, secretary of the provincial association, has been in the town for a few days interesting the retailers with the result that a majority of them have signified their intention of becoming members, the object of the association being to safeguard the interests of the retail men in all sections of the trade. A committee consisting of G. H. W. Ashwell and B. F. Malcolm, were appointed to take charge of the organization work. It is expected that officers will be elected at the next meeting.

* * *

A. H. Napper and Mrs. Napper have left Greenwood to again reside in Grand Forks. For nine years, Mr. Napper has been with the Hunter-Kendrick Co., Ltd, in their general stores at Grand Forks and Greenwood, and went to the latter place when the firm sold out its Grand Forks business one and a half years ago. He is returning to Grand Forks to go in with John Donaldson, who has purchased the Columbia branch of Jeff Davis & Co.'s business.

* * *

The organization is announced of the Coldstream Valley Fruit Packing Company, a company formed in Vernon to take over the business of buying and packing fruit formerly handled by the branch of the Oscar Brown Company, of Vancouver, in that city.

* * *

L. Acton, for many years bookkeeper in Fell & Co.'s grocery store, Victoria, has entered the business of his brother, William Acton, who has a similar establishment on Yates street, as partner. The premises of the latter business will be enlarged to meet the increasing demands of trade.

* * *

Victoria retail grocers celebrated the first half holiday of the season on Saturday. From now on during the summer an afternoon a week will be taken off.

* * *

Rowland Machin, of Victoria, who returned some time ago from a trip to Mexico, made to ascertain the possible trade relations with British Columbia, has received a communication from Kendal & Co., dealing largely with the organization of a large departmental store in the city of Mexico. Most of the capital will be subscribed in England, but $25,000 will be allotted to capitalists in this country, a similar amount being raised in Mexico.

* * *

Arthur Kidman, of Sydney, Australia, who controls the refrigerator space on the steamers plying between British Columbia and Australia, left this week for the east. He will visit Toronto, Ottawa, Montreal, Boston and New York before leaving for the Old Country. He will attend a convention in France of those interested in refrigerator carriage, returning here in August. The trade in which he is engaged with this port has increased wonderfully. In 1905, only 600 carcasses of frozen mutton were shipped here, but during the past year the figure was 40,000. These were all used in the province. Three thousand cases, (56 lbs.) were also sent over from Australia. These arrive here in what might be called the off season and find ready sale. The establishment of a preferential tariff would greatly foster traffic in such lines as this, as well as fruit, as the seasons between Canada and Australia are just opposite, and the goods would reach here when wanted the most.

EDMONTON.

May 7.—Business in every line is booming in Edmonton at present, and the grocers as well as others are feeling the good times and are profiting thereby. The promise of good crops, the sale of the city debentures, the railroad construction work near the city, the civic improvements being carried out, the establishment of new industries in the city, and the prosecution of various private business enterprises all combine to counteract the effect of the partial crop failure and the money stringency, and to put new life in the trade. According to present indications trade in Edmonton for the balance of the present year should surpass all previous records.

* * *

The Retail Clerks' Protective Association held a meeting in Pythian Hall on Wednesday evening last to discuss the early closing question and to make arrangements, if possible, for the weekly half holiday in the retail stores. T. C. McRae, president of the association, occupied the chair. Many retail merchants in the city have expressed a wish that arrangements could be made for a weekly half holiday in the stores during the summer months and suggested that the Clerks' Association should take the matter up. The members of the association were very much in favor of the plan and a committee composed of Messrs. La Riche of Gariepy & Lessard, Berkman of A. Cristalls, and Forsyth of Ross Bros., was appointed to circulate petitions for the signatures of the merchants. One petition will ask for the closing of all retail stores in the city every Wednesday afternoon during the months of June, July and August. The other petition will ask for the closing of all retail stores at six o'clock, except on Saturdays and days before holidays.

* * *

According to present conditions there is every probability that there will be an early harvest this year, and a larger acreage and larger yield per acre of grain in the province of Alberta than in any previous year. The fall and spring wheat is now practically all sown, and it is estimated that the acreage is considerably larger than last year. Farmers are now preparing for oat sowing, and it is expected that the acreage of both oats and barley sown this year will be greater than in the past. Seeding is fully one month earlier than last year, and with good growing weather the harvest should be early enough to preclude all danger of frost. With these facts before them, is it any wonder that the farmers of Alberta are optimistic?

Hugh McDonald, of Edmonton, has purchased the cheesemaking plant that was installed at Erskine and will soon have it in full swing. Mr. McDonald is a thoroughly experienced cheesemaker and feels satisfied that everything points to the enterprise being entirely successful.

* * *

A baseball club has been organized by the employes of Revillon Bros. Judg-

ing by the interest shown by everyone of the large number present, Revillon's will be a force to be reckoned with all the time in the struggle for the amateur championship of the city.

A very successful advertising fair was held at Little's grocery, corner of Third Street and Jasper Avenue last week.

GALT.

May 12.—The condition of the trade in Galt remains about the same, and the grocers unhesitatingly admit that while they are not complaining, trade is not increasing in volume as rapidly as might be the case.

* * *

The pineapple season is in full swing, and local grocers advise the public to buy this fruit now, as the price will undoubtedly increase later on in the season. The fruit this year is somewhat larger than usual, but prices are about the same.

* * *

Fresh strawberries have arrived, and a small quantity is finding a ready sale at 25c per box. Green vegetables have been on sale for some time, in fact, one grocer has been able to supply his customers with fresh lettuce practically all winter.

* * *

The efforts to increase the Galt market are already producing good results and the attendance the past two weeks has included farmers who, for years have made it a practice of attending other markets. They find that the prices in Galt are fully as good, if not better, than in other places, and have announced their intention of coming here regularly in the future. On Saturday butter was 30c per pound, and eggs 15 cents per dozen.

* * *

Your correspondent dropped into a large grocery store the other day, and met a gentleman coming out. "Did you see that man?" asked a member of the firm. "Yes, what has he been doing?" "Well," said the grocer, "he is just one of many who make a practice of dropping into a grocery store and picking up an apple, orange, or, in fact, anything which happens to be lying round. You have no idea of the amount which is annually lost to grocers in this way. Suppose three men dropped in every day and helped themselves to an apple each. In two weeks they would do away with over a peck of apples. With apples at 20 cents a peck this would mean a loss of $5 per year in apples alone. Do you think that these same men would think of going into a book store and picking up a post card or a paper, talk a few minutes and walk out? On the contrary, they would be brought up with a short turn by the proprietor of the store. Why it is that the grocers suffer in this manner is hard to understand. And, to use the popular expression, we are 'up against it' when it comes to stopping it, for some of the offenders are our best customers. One man, however, frequently comes in and makes his mid-day lunch at our expense. We have, as a last resort, placed everything eatable out of reach, and find that this has been of some good, although a number on the free list have nerve enough to reach around behind the counter and get what they want without as much as thanking us." That everything eatable had been placed out of reach was easily to be seen, and The Grocer correspondent was forced to walk into the back shop to get his daily apple.

* * *

The agitation for a half-holiday during the summer months is gaining strength, and it now looks as if the desired end might be obtained. Concerted action is the secret of success in this agitation.

GUELPH.

May 11.—R. J. E. McCrae, of J. A. McCrae & Son, left on Tuesday morning for an extended trip to the West. Bob earns his holidays. He is continually on the rush and certainly comes under the head of fellows who do it. May he have a pleasant trip and come back bigger and just as good looking is the prayer of several of our young ladies and the only fear is he may get picked up out West and then there will be wailing and grinding of teeth.

* * *

A complimentary banquet given by the Canadian Shredded Wheat Co. under auspices of Dutton St. Methodist Church Ladies' Society was held last Tuesday evening in the church and was a success. The company's representative also made business good in their line by giving several of the merchants special window decorations which was used to good advantage.

* * *

E. J. Moore, editor of The Canadian Grocer, spent a couple of hours on Saturday afternoon in the city and got acquainted with a number of the grocers.

* * *

The bogus check artist has been doing business in our city again and as usual the grocers were easy money at first but afterward got after their man had him arrested and got squared. Now as one who has been bitten, though not in this instance, why don't the grocers make it a point at these meetings to draw up an agreement among themselves not to cash any checks, not even for regular customers except in some special cases. Are we all so anxious for business that for fear of our opposition getting a piece of it we never stop to consider whose check we are taking except that the name seems familiar. "We make it a rule to cash no checks," said a grocer to me to-night and I laughed at him for he happened to be caught some years ago and when I mentioned the fact to him he said, "Don't tell anyone now for they have all forgotten about that." We learned our lesson then, why cannot all grocers learn the lesson now. Stop and think every time you get a check presented for an order. We don't mean a check from a responsible party. It is all in those two words, stop and think, when you get the check, not after your man has gone.

* * *

The Kingston correspondent wants us to talk wagons. I wonder if he doesn't like to forget some of the day's worries when he picks up The Grocer, come to Guelph to the old boys reunion for a week and we will give you free board, a good time and show you some of the best wagons and where they are made and all you will have to do is to keep sober.

* * *

The people are all glad to see the price of rolled oats and biscuits getting back to the regular basis. It has not been such a snap to get 30 cents for an ordinary 25-cent package as it looked to be at first.

* * *

Most of the seedsmen and grocers around here have dropped money on Dutch Sets and potato onions this year on account of the general good crop last year on these lines.

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Potatoes were scarce for a few days last week and the price got up to $1.10 a bag but that was all that was necessary to bring them out. 85 cents is again the ruling price.

KINGSTON.

May 11.—The Board of Trade held its annual meeting lately and by a unaminous vote Harry W. Richardson was made president. The Richardsons are amongst the largest handlers of grain on the continent, having elevators all over. Discussions followed regarding schemes for Kingston's future prospects, and the general feeling was that Kingston was going ahead.

* * *

Kingston feels proud to think that the wholesalers were wise enough to elect Alderman W. G. Craig president of the Ontario Wholesale Grocers' Guild. He is worthy of the honor.

* * *

What about soap? Does it pay to get a bar, say a 12 oz. one of your own that you may control and push and make a better profit on, or sell the kinds advertised so much. If you buy a line of your own for say $3.25, and have to pay $3.65 for the advertised soap, who pays for the advertising?

* * *

And now that spring has actually come the subject of early closing is up for discussion. One way to get at it is for a couple of clerks, say lady clerks, to go round with a petition and ask the grocers to close at 6 o'clock sharp excepting Fridays and Saturdays. May it come quickly.

* * *

On account of the incessant rain our markets have been well attended. Farmers, not being able to do any work on the land, hitch up and bring in surplus produce. Potatoes are getting quite scarce and prices jumped up to $1.15 a bag. A grocer bought a big load of

potatoes from a small farmer last week and after Mr. Farmer had gone, weighed the lot and was two bags out. Many of the bags were sugar sacks. The sugar men should use a larger sack, and fold the top and then sew it. The small sacks are a nuisance to grocers, but a bonanza to mean farmers.

* * *

I asked a grocer the other day if it paid to handle crockery and chinaware. He said, "It may pay some merchants, but it paid me to get rid of it." It is a good business in itself and it would be better, he thought, if there was less mixing up of lines.

* * *

At last we are to have good roads. Ald. Graham, once a grocer, is chairman of the board of works and is a hustler and with Ald. Carson, another grocer, to advise and aid him, we will soon have roads smooth enough to deliver eggs without patent carriers. Several blocks are to be paved.

* * *

J. Y. Parkhill & Co., grocers, are in their new quarters. They have just put in a large refrigerator from the Eureka Co., Toronto. Mr. Parkhill saw their ad. in The Grocer. Yes, it pays to advertise.

* * *

Lee & Kirk are now settled in their new general store and it is bright and up-to-date. Herb Dunlap is looking after the grocery department. They have a milk business in connection.

* * *

Kingston has more groceries to the square yard than any other city in Canada.

* * *

Last month I was induced, partly by the agent and partly by the ad. in The Grocer, to put in two Dayton computing scales. I had been looking at that picture in The Grocer for a long time, I oated to part with the old up-and-down counter scales. We had been so long together and I had often felt proud of them after shining them up. Yes, all this had weight! Well, so far I don't regret the move. They are certainly money savers. I think they might be made to sell for less money, but when years of anxious moments have been spent in perfecting these instruments we must settle down and pay for brain wear. I wouldn't part with them now for twice the money. Just throw on a ham 15¾ lbs. at 16c. and you see the price at once. The old way you had to finger around after the weights and tear off a piece of paper, look for your lead pencil that had worked down through your vest pocket into the lining of your coat, and, well, you figure it out and to make sure you are right you ask the other clerk to check your figures. Do you see the point? Well, get one and try it, and tell them you saw the ad. in The Grocer.

HAMILTON.

May 11.—The unlooked for drop in the price of soda biscuits is being freely discussed among the trade. Most grocers think it means smaller profits on these goods, as the price was before, a fairly good margin was shown, but as it looks now, the profit will be pretty well cut out. In the face of the advance in flour it seems a funny thing.

* * *

The many friends of Thos. Upton, "The Jam Man," will regret to hear of his serious illness. After a sudden attack of appendicitis he was removed to the City Hospital, where it was found necessary to perform an operation. He is doing nicely and hopes are expressed for his speedy recovery.

* * *

The clerks are again agitating for the Wednesday half holiday, commencing the first of June, and the prospects look favorable at this stage for their succeeding in carrying their point.

* * *

The political pot is beginning to boil and both parties are working away with a hearty good will. We have three lawyers as candidates and I see from the local papers that the grocers are going to ask a pledge from them to support and push through the house a bill for law reform. The division court act is the one that the average merchant would like to see changed so as to make it easier both for debtor and creditor to collect small accounts, say up to $25. As it stands now a great many merchants abandon their claims rather than incur the excessive costs of a suit. If merchants all over the province would take this matter up and pledge their candidates in the same way, it would no doubt put it in such a shape that our legislators could not afford to ignore it and in another year there would be a rounding up of delinquent debtors that would make the merchants smile.

* * *

Futures in canned goods are being offered either with fixed or open prices, but I don't think there are many people buying. It rather looks now as if some of the large holders of 1907 pack would rather get a rebate on their old stock than speculate in futures, as it is a well known fact that the consumption has been small and there are large stocks to draw from.

LONDON.

May 11.—For weeks investigation has been going on before the county judge into the affairs of Lind, Kerrigan & Co., wholesale grocers, whose assignment was announced some time ago. It was suggested by some of the parties interested that there was a discrepancy between the estimate of the value of the stock, as given by the firm and as subsequently computed by the assignees. The solicitor for the firm says the claim was set up that the firm had sold in a clandestine manner some of the stock, thus defrauding the creditors to that extent. This, it was claimed, was shown by the difference in the respective valuations, that of the firm being considerably higher than the figure set by the assignee. The further claim was made that the condition of the books showed that some such dealings had been carried on by the firm. The insolvent's solicitor, in an interview, said: "These charges have now been thoroughly investigated, the case being enlarged from day to day, till all those who were in the firm's employ were examined. No trace of any goods having been sold could, however, be found. It was shown that the books had been kept in a loose manner, there being some entries for which no account could be given, but there was nothing to indicate that any false entries had been made." The members of the defunct firm are said to have left the city since the investigation and it is likely the assignee will declare a dividend on the stock which was sold. There is some question between the bank and the general creditors as to the bank's right to collect certain amounts of the firm for which drafts were handled but which had been held and not sent forward for acceptance by customers, or, having been sent forward, were not accepted. The bank claims that there is an assignment of the debt, which claim the other creditors dispute.

* * *

The Retail Grocers' Association, at their regular meeting this week made final arrangements for their excursion to Detroit on June 17th. It was decided to run it via Grand Trunk, and the fare was fixed at $1.45, good for two days. This will enable excursionists to see two American League baseball teams play in the championship series. It was also arranged to have the regular Wednesday half-holiday during the months of June, July and August.

* * *

J. Maynes, grocer, Adelaide Street, has disposed of his business to a Mr. Boyne.

* * *

Wholesale and retail trade is quiet. Teas, coffees, sugars, in fact, all the staples, are very firm.

AN UNFORTUNATE ERROR.

No one is infallible. That is something we found out last week when a most peculiar and scarcely to be understood error occurred in our advertising columns. The advertisement of the F. F. Dalley Co., Hamilton, bore a prominent line which should have read "2 in 1 Shoe Polish." Through some unaccountable error the line was set up "Stove Polish" and ran that way through the issue. Considerable care has been given to organizing a department which would detect such errors, which are almost bound to occur more or less frequently in a print shop and the department is particularly efficient. In this case, however, it fell lown in some unexplainable way and the mistake was passed. Everybody, particularly everybody around this office, knows 2 in 1 Shoe Polish and the mistake cannot be accounted for. We are only too glad to rectify it.

In one of their regular weekly shipments to the Buffalo branch last week the Salada Tea Co. sent over two cars of package tea.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Published every Friday.

REPORTS OF BRITISH CONSULS.

The Department of Trade and Commerce announces a further strengthening of that department. In future it will publish in the weekly report, from time to time, such extracts from the reports of all British Consular Officers in various parts of the world, as may be deemed of interest in Canada.

Our department should now go a step further and deal with the reports of the British Consuls in United States and Germany in the same way.

BUSINESS MEN AND POLITICS.

Ontario and Quebec are in the throes of an election campaign. None should take a keener interest in the campaign than the business men of these two provinces.

The government of a province, to be successful, must be businesslike. Government is only another term for business management. If business men leave the elections to the average politician, they cannot expect the return of men to the legislatures who will follow business-like methods. Grapes are not gathered from thorns, or figs from thistles.

Party exigency is the first thought of the average politician. It is not business necessities or conditions that give him concern. In politics, as in business, you get what you pay for, and too often pay dear for it.

It is unfortunate that the business men of this country who have both time and means at their disposal do not take a more active personal interest in political affairs. There are business men in every community who are in the position to do so, but the call to acquire money sounds louder in their ears than the call to lend their assistance to managing the business of the state. And the second generation of wealthy business families seem as little disposed as their progenitors to enlist their service in the public services.

Money evidently breeds either love of ease or greed for more gold, rather than the desire for useful service to the state.

A CRUSADE OF OPTIMISM.

Canadians will take a great measure of interest in the movement that has been started in St. Louis to bring about by concerted public efforts a revival of healthy business conditions in the States. Not only on the grounds of charity, for charity after all is a national as well as individual attribute, but on the grounds of self-interest. Likewise, we wish our neighbors across the border a speedy recovery from the depression which still surrounds them. The juxtaposition of the two countries, the shadow in a commercial sense, which the larger state must throw across the smaller, and the great business transactions between the two, make the well-being of the Republic a matter of importance to Canada. We know to our cost how her financial panic helped to precipitate, if it did not induce, a smaller one here. And we realize that in the same way the aftermath of depression is not having the best of influence upon our own recovery. It is not essential to Canadian convalescence that the States should get well likewise, but her well-being must certainly be most helpful in its tendency.

We cannot, therefore, but regard with interest the propaganda of optimism which has been started in St. Louis, and which shows signs of spreading, as it should do, through the Republic. There is nothing like optimism to clear the shadows from the path, and to make apparent that things are not half so bad as they appear to be. The National Prosperity Association of St. Louis, behind which are all the business interests of the city, has been organized to bring about the return of prosperity at an accelerated rate by means of a crusade of confidence. An effort will be made through the press, through the business associations, and through the traveling salesmen, to encourage the people to see the sunshine that is clearly in the pathway, and to believe that things are much better than the majority think that they are; and that it is only a question of a very short time, how short depends upon the people themselves, for the full tide of prosperity to return.

E. C. Simmons, a wide-awake local merchant, is the chairman of the executive committee of this national movement for the restoration of confidence, and in writing on the project, says that the problem they are undertaking is to quicken the recovery of the States from the disasters of October. The association believes in the power of encouragement, and in the value of showing to the nation that conditions are fundamentally sound and healthy and that nothing now exists but a lack of confidence to restore the measure of prosperity that existed a year ago. "We ask," says Mr. Simmons, "every business man—in fact, every commercial man and house in the country—to lend us their aid, to work with us, to join hands in the gospel of good cheer. If they are pessimists, we want them to become optimists; if they are optimists, we want them to increase their optimism."

We wish the National Prosperity Association of St. Louis the greatest measure of success in the crusade, and trust that the co-operation they appeal for will not be withheld. Cannot we take a lesson from this movement? Cannot all our newspapers, our various great commercial corporations, our industrial and labor organizations combine in a similar hunt for sunshine? We are apparently now getting more sunshine than the States, but Canada could do with much more. We have all the way through preached the doctrine of optimism in this paper. General co-operation throughout the country would soon dispel all thoughts as to depression and hard times.

SHOWING THE SILVER LINING

The silver lining to the cloud of trade depression, which has been hovering more or less darkly over Canadian trade this spring is now becoming evident, though in a way that seemed to be little expected.

Whatever has been felt of quietness in trade and tightness in the money markets is having one beneficial effect, which, while it is evident to some extent in Ontario and Quebec, is particularly a feature in the West. The difficulty experienced in trade is putting business generally on a better basis.

Wholesalers tell us that they are having little trouble with the well-established firms, and a study of the reports

of business changes show that while a large number of retailers have gone out of business, in a great many cases these were firms who were operating on small capital and with not too secure methods.

In the West a great number of businesses are adopting the cash system and the recent difficulty, which has certainly been evident there, will have the effect of cutting out, to a considerable extent, the credit business which has been done.

The fact that the business men in the West are exhibiting a confidence in the future is shown by the interest they are taking in general trade matters. Last week a representative of the MacLean Company working in Southern Manitoba sent in 79 new subscriptions for the various trade papers published by the company, a pretty good evidence of how matters are moving in that district. Ontario, too, is not greatly behind along this line as may be realized, when another representative working the central part of the province sent in 23 new subscriptions last week.

While the chief object of the trade papers is to supply news, considerable attention and space have been given in later years by the MacLean papers to educational matter, showing how success has been reached in various businesses and with a view to raising the standard of trade. This campaign is having its results in all branches of business and will benefit Canadian business generally.

RAISING TRADE STANDARD.

The meeting of the Ontario Wholesale Grocers' Guild in Hamilton last week, which is reported at length on pages previous, was remarkable for one feature. All through the proceedings a tone of desire to raise the standard of trade by co-operation between manufacturer, wholesaler and retailer was much in evidence. The meeting was not called to bicker over prices and to make interior arrangements, as some supposed, but for the discussion of matters which will affect the trade generally. This fact will be very readily realized after a perusal of the report of the proceedings and the addresses given.

It is recognized that the interests of all three departments of the grocery trade are so closely united that what is advantageous or injurious to one will in almost every case likewise affect one or both of the others to a considerable extent and action along proposed lines is considered from this standpoint.

In their campaign for a better education of its members in trade problems and its efforts to raise the standard of the grocery trade the Guild is doing a worthy work and deserves all encouragement.

MONTREAL'S PROPOSED EXPOSITION.

Although the Montreal City Council turned down a motion the other day that a small tax should be levied in support of an exposition in Montreal, the project has by no means been shelved. At this embryonic stage of the proceedings no other decision than that which was given could be expected from the civic authorities. Taxes cannot be, or should not be, lightly imposed, and the warmest advocate of a Montreal exposition, whether it be local or international, cannot as yet admit that the citizens generally have given their sanction to that financial support of the scheme which is necessary to carry it out successfully. As it was stated in the Montreal Council, the public must pronounce first, before civic action can be definitely taken.

It is the public then who have to be convinced as to the desirability of an exposition being held in Montreal, or rather not so much convinced as to its desirability, as assured that the project is seriously meant, that it will be run on businesslike lines for and in the best interests of the city. No enlightened man can be blind to the benefits accruing from an exhibition of a strictly public character. Not only would such a project advertise the city, holding forth great attractions to visitors, but it would assemble the various industries of the community, and of those in other parts of the country desirous of exhibiting wares, stimulate trade generally, and be of great educational value.

It is doubtful if the average man in the street fully realizes the extent and resources of Canadian manufacturing enterprise as represented in the city of Montreal alone. He knows of this and that factory, but there are many others turning out their products in as great, if not greater, abundance, of which he is in total ignorance. If during the recent misgivings as to Canadian prosperity, alarmists had been able to visit such an exhibition of industrial resources and enterprise as the city of Montreal could display at any moment, less panicky talk would have been uttered. An object lesson would have been given that would have silenced many doubters. In an educational sense, therefore, an exposition is of great value, while from a business point of view there can be no doubt as to its benefits.

It is evident that the idea of an exhibition has secured strong hold upon business circles in Montreal, and it is only for the promoters to show the citizens generally that they are determined to carry the scheme through on broad lines, to obtain all the moral and material assistance that is required. We have no doubt that this assurance will be given to the city.

Not only has a local exhibition been mooted in Montreal, but an international one as well. From the one idea to the other is an easy stretch in discussion, but not so easy in realization. With adequate aid from the Dominion, Provincial and City Governments, and proper organization, we believe with the Assistant Commissioner of the Canadian Government Exhibition Commission, that there is nothing to prevent such an exposition in Montreal from being a national, as well as financial success. Montreal would make a splendid location for an international affair, not only so far as the Dominion is concerned, but in regard to Europe and the States. A successful exposition would be of lasting benefit to Canada, but a project of this kind is a mighty undertaking, and no chance must be incurred of the nation being discredited in any way. Before the support of the Dominion can be lent, a reasonable amount of assurance must be given that the project can be successfully organized and carried out.

Let the Montreal business men, therefore, show that they can make a success of a local exhibition, as we have no doubt that they can, and then will come the time for seriously considering the greater project.

MAY SOLICIT LIQUOR ORDERS.

A very interesting case was decided by Judge Choquet in Montreal last Wednesday, and it will be considered as a test case by grocers who conduct a mail order or canvassing business. F. X. Benoit, of Longueuil, was charged with having violated the license law by selling liquor in St. Lambert, which is a prohibition place. One of his clerks used to go round, solicit orders and deliver them. Mr. Cloran, representing the revenue, claimed that this clerk was nothing but a traveling salesman, but J. A. St. Julien, K.C., said he was nothing of the kind, simply a clerk paid by the week. Judge Choquet could not see any infringement of the law and declared that taking any other view would only mean restricting trade. He, therefore, dismissed the case.

THE SITUATION IN THE WEST

6,000,000 Acres to be Sown in Wheat—Crop Prospects Splendid—Interest in the Application of Royal Commission's Findings—Cattle Market Lively.

The Western Viewpoint, by our Special Winnipeg Correspondent.

Glorious is the only word that describes the weather of the past week for the purposes of seeding and starting a crop. ot even the champion farmer grumbler of the West, and there are some good ones, has had anything to say against conditions for the coming crop. As day succeeded day the weather has grown warmer, so that with the moisture in the soil, the ground has been like one huge forcing bed and the young wheat plants are not only shooting up but are stooling splendidly. Splendid progress has been made with the seeding of oats and already some barley is in the ground, though only in isolated patches.

It is generally conceded that 6,000,000 acres will be sown to wheat alone in the Canadian West this year and a very greatly increased acreage to oats.

The amount of the old crop left in the country is extremely small. The Ogilvie Milling Company this week issued a statement of what they consider the amount still in farmers' hands for sale and have placed it as low as 1,500,000 bushels and while men conversant with the situation declare that this is too small the most optimistic of them do not put it beyond 2,500,000. The receipts continue to dwindle from day to day and the market has gained in strength, culminating in a runaway market Saturday on which July wheat sold for $1.19⅛ and though the price afterwards broke it closed over two cents above the previous close.

It is a little difficult to see how this figure is to be maintained in view of the fact that the moment our wheat goes higher Old Country buyers cease to bid. The majority of them have pretty good stocks on hand and has been said before, will take the minimum of our wheat rather than pay the high price for it. It may be that before long they will come to our price. It was noticeable that one big milling firm felt they had to increase their stock this week and bought 75 000 bushels one morning. This is a house that generally calculates to have 250,000 of Canadian wheat either in store or in transit between the head of the lakes and Great Britain but in this particular instance they have allowed their stocks to dwindle to something like 80,000 bushels, hoping for a break in the market. Their representative bought aboua half and half, two and three northern and paid $1.10⅛ and $1.03⅛ respectively for it. He thought it high then but in view of today's (May 9) prices it was cheap. How many British millers there are in the same predicament will depend on the price of the balance of our crop.

* * *

Intense interest has been created here by the news from Ottawa that practically all the findings of the Royal Grain Commission are to be acceded to by the Government and become law. The announcement was only made Saturday morning and there has not been time yet for grain men to digest it and see how they will be affected by it. One of the things that will be hailed throughout the entire West with satisfaction is the intention of the Dominion Government to control terminals. For a long time it has been felt that this was absolutely necessary in the interests of the producers of wheat.

The fact that a sample market and order point for Winnipeg is to be advised is another most important matter, but on this there is great diversity of opinion. The farmers want a sample market and order point without mixing elevators, but that on the face of it is absurd, the one is a part of the other. Of course, the farmers' objection to mixing elevators is the danger there will be of skinning the grade, but by many who have gone into the matter it is held that there need be very little trouble of this kind, with the Canadian system of inspection. The wheat will all have to be inspected out of the mixing elevators and the only regulation that will be required is that when a mixing elevator has once put out cards for inspection they will have to go at whatever grade the inspector gives them, the owners of the elevator not having the privilege, as they have in Minneapolis of taking the cars into the elevator again and doctoring them up so as just to reach the grade and no more.

There is little doubt that the creation of an order point at Winnipeg will do much to stimulate the grain trade, and it should have the effect of inducing the erection of more mills here, but for this cheap power will be necessary.

One thing that will accrue out of making Winnipeg an order point is that if it is an order point for wheat it will be for barley also. This has been a much mooted question here for the past year. The Canada Malting Company have established a fine plant here, and it was their intention to double it. but when they found out they could not have cars of barley detained here long enough to buy on sample, they abandoned the idea of enlargement and began to consider moving to Fort William. Barley for malt must be bought on sample, the grade is no guide to the malster and in a season like the past, when there was so much frosted grain it was quite impossible for barley to be considered on sample at all. As barley for malting brings anywhere from 4 to 8 cents over feed barleys, according to the year, this is a most important matter to Western farmers, particularly as barley is an excellent crop for the purpose of eradicating the weeds with which too many farms have become infested, through excessive wheat-growing and careless cultivation. For a long time it was thought that Western barley was not good for malting but it has proved excellent and in anything like a good season the color is fine. The yield per acre is heavy and altogether it is a very profitable crop.

* * *

Anything that suggests cheaper fuel is always a live topic in Western Canada and the announcement that the Manitoba peat plant was already being rebuilt is of importance. This plant was opened for operation last fall and had been running about five days when it was burned down. It was supposed that the fire was of incendiary origin. Now the plant is being re-built and will be in operation very early in the fall, if not in the latter part of the summer. It is situated at Lac du Bonnet and near to immense deposits of natural peat. The capital in the company is all local and the machine that is used for compressing the peat is patented and has a capacity of 40 tons to the square inch. The factory will have a capacity of 100 tons per day. The peat produced is not only excellent for domestic purposes but can be used for smelting purposes also. The supply of the raw material is almost exhaustible and there is a ready market for anything in the shape of cheaper fuel. The peats are round and about three inches long and just about the density of hard coal.

* * *

The cattle market has been a very lively one all week and a large number of very fine steers have come forward, in fact, every fresh trainload shows a smaller percentage of undesirable stock.

Eastern dealers seem to have been giving our market a good deal of attention and during the week one very good train of range cattle was shipped through the yards here on its way to Boston for export. These cattle had been collected by a Chicago house. Local exporters, too, are sending forward some excellent stuff. One Thursday Gordon, Ironsides & Fares shipped a train of twelve cars of perhaps the finest export steers that have ever gone forward from this market. The prices paid for these ranged from 5c to 5⅛c, the bulk being sold at 5⅛ and in some cases at least the freight was assumed by the purchasers.

Hogs stand steadily at 6 cents for tops and have plenty of bidders for all lots coming.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

Montreal, May 13.

POINTERS—

Fruits—Declined.

Beans—Advanced.

Vegetables—Declined.

Butter—Declined.

The great cargoes which ships are discharging of fruits from the Mediterranean and other lines from foreign countries have had their effect upon the local market, as several lines have dropped, and then approaching summer is also exerting an influence over the market as the countries which ship to our markets are producing a greater abundance as the season advances. Cable advices regarding the opening of the new crop Japan state a falling off of 5 per cent. in prices compared with those which were asked a year ago. This fact they attribute to financial difficulties which are shaking the flowery kingdom. Receipts of both eggs and butter have greatly increased since our last market report. Beans have gone up with a jump, which is attributed to the manipulation of the market by the western holders. Maple products are arriving in great abundance. This week presents no very alarming symptoms in its markets aside from the usual inevitable fluctuations of small magnitude.

SUGAR—Sugar is featureless, there being nothing of any consequence to remark. Demand is good and market steady.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 75
" " 50 lbs	5 85
" 25 lbs	6 05
Extra ground, bbls	5 30
" " 50-lb. boxes	5 50
" " 25-lb. boxes	5 70
Powdered, bbls	5 10
" 50-lb. boxes	5 30
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUPS AND MOLASSES—The molasses market remains steady with prices about the same. London reports tell of a steady tendency in the market, although there is a marked absence of trade inquiries in face of the coming budget. Syrup remains practically the same and presents no new features.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 35½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—The new crop opened at about 5 per cent. lower than last year, otherwise the operations are remarkably similar to those of last year at a corresponding time. Japan houses are now ready to quote prices for import and are submitting standards. Ceylons and Chinas remain unchanged.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Owing to cables from Europe of a higher character and a Brazilian shortage this product is expected to change before long. At the present it remains about the same.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 17

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Prunes continue firm and every day the available supply in sight for next year shrinks, according to advices from the Pacific Coast. Some Montreal firms are offering small quantities of Australian raisins. Apricots and peaches promise well for the coming season.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 07	0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 05½	0 06
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" boxes		
"Excelsior Windsor Clusters"		5 50
" " ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 14
Pears, "		0 18

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

MAPLE PRODUCTS—The demand is large with market somewhat easier owing to greater supplies. There are yet large quantities held in the country unmarketed.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09½
Pure syrup, 8½lb. tin	0 60	0 65

RICE AND TAPIOCA—Rice market is firm without any new feature. Tapioca is in little better demand, and prices in the primary markets are being upheld, otherwise the market remains about the same.

B rice, in 10 bag lots	$ 20
B rice, less than 10 bags	$ 30
C C rice, in 10 bag lots	$ 00
C C rice in less than 10 bag lots	$ 10
Tapioca, medium pearl	0 06 0 06½

SPICES—This market continues in its firm and even way, nothing of note happening during the time since our last quotation.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

BEANS—Beans have advanced twice since our last report. The market is much higher and holders in the west are booming the market to see if the present prices which they are asking of the grocer will hold in carload lots to the wholesaler.

Choice prime beans	2 00 2 10

EVAPORATED APPLES—The market remains about the same with no variation in the range of prices.

Evaporated apples	0 07 0 07½

CANNED GOODS

MONTREAL—Vegetables are in good demand, also fruits, and the market remains unchanged since last report. The falling off in demand for canned fish has not been as large as was expected since the Lenten season closed.

TORONTO—Demand is reported somewhat brisker this week and lines of both fruit and vegetables are moving more satisfactorily. It is freely stated that many houses are still somewhat heavily stocked, the year's business having proved rather disappointing. Futures are being offered in some quarters at fixed and open prices, but interest

seems to be rather closely centred in the old pack goods.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard, gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals, Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red, pitted	....	9 92½
" " not pitted	....	7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard	....	5 92½
Gals. " solid pack	....	8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard	....	6 77½
Gals., solid pack	....	8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 85	2 82½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's	....	1 42½
3's, " "	....	1 97½
Pineapple—		
2's, sliced		
2's, grated	2 05	
whole	2 15	
Plums, Damson—		
2's, light syrup	1 35	1 32
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 42
2½'s, heavy syrup	1 85	1 82
3's, heavy syrup	2 15	2 12
Gal., standard	3 65	3 62
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 90
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLE		
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	....	1 12½
2's, whole, " "	....	1 02½
3's, sliced, " "	....	1 37½
3's, whole, " "	....	1 27½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob	....	4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's,	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's		0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

Baked Beans—	Per doz.
1's baked beans, plain, 4 doz	$0 50
1's " in tomato sauce, 4 doz	0 50
1's " in Chili sauce, 4 doz	0 50
2's " plain	0 30
2's " in tomatoe sauce	0 80
3's " in Chili sauce	0 80
3's " plain	1 00
3's " in tomato sauce	1 00
3's " in Chili sauce	1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe, Clark's, etc.

Catsup—		
2's tomato catsup, tins, Red Cross	....	0 75
2's " " Delhi	....	0 85
Gal. " " Aylmer	....	5 00
Gals. " " (screw tops)	....	5 50
Gal. " " Tiger	....	4 50
Gal. " kegs (10 gals.), per gal	....	0 45
Gal. " jugs	....	8 00
½-pts " Delhi "New Procesa"	....	1 00
" " Aylmer, "Canada First"	....	1 00
" " Simcoe, "Lynn Valley"	....	1 00
" " Lalor, "Monarch"	....	1 00
" " Delhi, "Epicure"	....	1 20
Pts. " Delhi, "Epicure"	....	1 90
Pts. " Red Seal	....	1 50
Qts. " Delhi, "Epicure"	....	3 00
" " Red Seal	....	3 00
" " Delhi "New Procesa"	....	3 00
" " Aylmer, "Canada First"	....	2 00
" " Simcoe "Lynn Valley"	....	00
" " Lalor, "Monarch"	....	2 00
Tiger	....	1 75

ONTARIO MARKETS.

POINTERS—
Sugar—Quiet.
Fish—Declined.
Beans—Advanced.
Soda Biscuits—Declined.

Toronto, May 14, 1908.

The wholesale markets continue dull again this week, with no ostensible cause except general trade conditions. Some say the retailers and consumers are feeling the stiffness of things even more than a couple of months ago. Others again are optimistic and claim that their business is ahead of last year.

The financial side of the question is none too favorable and collections are slightly harder to make.

The markets continue comparatively quiet in the matter of changes. Staple groceries, with the exception of beans, which are very stiff, are comparatively steady. The fruit and vegetable markets noted in detail elsewhere show considerable activity and the fish markets are notably easier.

SUGAR—The local market is quieter than it has been for several weeks. This has been influenced by conditions abroad which have shown perhaps an easier feeling in the general situation. Willett & Gray in their weekly review say of raws:

"The news from Cuba, which now controls the situation, has not been of sufficient importance to change the crop out-turn prospects.

"It is evident that for two weeks past the feeling has been rather of disappointment on the part of sellers that the advance was not continued, than of any actual decline in the market. Even the few nearby sugars, which must eventually meet the market, are still held at full-up prices in the expectation that they will be wanted. There is really no good reason for any important downward reaction if holders have the strength to wait.

"As mentioned last week, the question of supply and demand to September means further imports of European beet sugar. On this point our Prag (Austria) correspondent writes: 'Concerning the beet sugars suitable for America, we beg to inform you that after the budget in England having passed an increased demand for refined for the United Kingdom is to be expected, in which case the supply of beet held by Austrian refineries would not be free for sale.' This letter explains the cable recently received by us from the same correspondent, that almost the entire supply of American qualities in Austria (100,000 tons) is held by refiners there, only about 25,000 tons outside being free to purchase for America.

"This may prove a more important feature for higher prices later on than is now considered.

"Germany writes that we can have 200,000 tons beets, suitable for America, if willing to pay 13s. for it.

"Europe is more interested in the working out of the Cuba crop problem and the demand from America than in the size and progress of European beet crop or the influx of Russian crystals in September to replace the beet sugars of Germany and other countries which will be drawn to the United States.

"The failure this week of two big sugar refineries in Russia, Charitonenko & Sons and the Cherkassy Refining Co., may be the outcome of the recent large sales of Russian crystals at or near German raw beet prices, and may tend to clear the atmosphere somewhat by checking further apparently forced sales of Russian sugars.

"Our cable advices from Batavia report the commencement of the harvesting of the new Java crop, insuring the export of a fair amount of sugar during May.

"According to an official report received by us from Cuba, the long drought is broken, the rains which have fallen this week benefitting the next crop and permitting the planting of cane. Details which we give of the location of the centrals now grinding show that the greater number are in the eastern parts, where conditions have been rather more favorable than in other sections, and where shipments are made from the outports."

Private cables from London report a reduction in the English duty of about one-half, say to 1s 10d per cwt, equal to 40c per 100 pounds, which is presumed to apply to 98 degrees test sugar and refined on which the former rate was 4s 2d, equal to 91c per 100 pounds. This reduction should cause an increase of the consumption in the United Kingdom and improve the general situation sooner or later.

The world's visible supply is given by Willett & Gray as follows: "Total stock of Europe and America, 3,036,875 tons, against 3,441,775 tons last year at the same uneven dates. The decrease of stock is 404,900 tons, against a decrease of 385,337 tons last week. Total stocks and afloats together show a visible supply of 3,176,875 tons, against 3,551,775 tons last year, or a decrease of 374,900 tons."

Paris lumps, in 25 lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 20
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Demand is rather quiet for regular lines and only a staple business is passing. Wholesalers are pretty well filled up with maple syrup, which is moving rather better.

Syrups—	
Dark	
Medium	0 50 0 55
Bright	0 .6
	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " ½ "	2 65
20 " " ¼ " "	2 60½
Barrels	0 03¼
Half Barrels	0 03½
Quarter "	0 03
Pails, 35½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEAS — Local business continues quiet, a condition which has existed for a good many weeks. Reports from markets abroad still point to a maintenance or an advance on the present high prices. In their weekly circular just received, Gow, Wilson & Stanton, of London, say:

The Northern Indian crop is stated in Calcutta circulars to have closed 7¾ millions short of last year. With the further increase in the total taken outside the United Kingdom, the amount available for home consumption should not be far short of 19 to 20 millions less than in 1907, the heavier imports of China have to some extent discounted this shortage, but the position is an undoubtedly strong one. With much less tea remaining in growers' and importers' hands than was the case at this period of last year, it seems probable that prices may touch a higher level before the teas of the new crop arrive. Private advices state that the season will be late in opening, owing to severe drought and to exceptional heat experienced in the growing districts.

S. T. Nishimura, who is just now looking after business in Japan, cabled his office in Montreal on May 9th, regarding Japans, as follows:

In consequence of some financial disturbances the market opened for new season's tea at about 5 per cent. lower than last year. Crop is of good quality and the present operations are practically same as corresponding time last season.

COFFEE—Local houses report business as continuing good. The only change is a tendency to firmness on lower grades of Santos and Rios.

Willet & Gray give some interesting information in their review of the situation, as follows:

A cable report was received in this market yesterday from one of the large Santos exporters to the effect that most of the planters in the San Paulo districts had stopped picking coffee owing to the discovery that the beans were, to a large extent, unripe. Some time ago a report was received from an expert in Brazil showing that the flowerings were very deficient in the last days of August, none in September and afterwards only partly good flowerings in October and November, so that the question of the next crop was very uncertain and the result might show serious losses.

Prunes, Santa Clara—	Per lb			Per lb.	
100-120s		0 06	30-40,25's, 50-lb. boxes		0 07½
90-100s,50-lb boxes	0 06	0 07	70-80s		0 08
80-90s	0 07½	0 08	60-70s, 50-lb boxes	0 07½	0 90
" "			4 50 "		0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 09	0 09½
Patras	0 08	0 08½			

Uncleaned, ½c less.

Raisins—					
ultana				0 09½	0 13
" Fancy				0 11	0 12½
" Extra fancy				0 14	0 15
Valencias, new					0 06½
seeded, 1-lb packets, fancy					0 11½
" 16 oz. packets, choice					0 11
" 12 oz. "					0 09
Dates—					
Hallowees	0 05½	0 05½	Fards choicest	0 08	0 09
Sairs	0 04½	....	" choice		0 08½

RICE AND TAPIOCA—B rice is down 10 cents per cwt., presumably as a result of incoming shipments. Otherwise the situation is unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05½	0 05¾
Japan	0 05¾	0 06½
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 05¾

SPICES—Dealers report fair business passing. Prices are unchanged.

Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 25
Cinnamon		0 15
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 35
Cream of tartar	0 22	0 27
Allspice		0 13
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25
" ground	0 25	0 30

BISCUITS—Christie's declined all their lines of sodas last week. On bulk the decline is 1½ cents, or from 7 to 5½ cents. One-lb packages at 8½ are now 8, 2½-lb packages at 20½ now 19, 3-lb. packages 23 now 22, 2½-lb. tins at 24 now 22½, 3-lb. tins at 25 now 26, cartons ½ lb. at 48 now 45, cartons 1-lb. at 96 now 90.

BEANS—The price is going up by jumps and it seems now that pretty nearly all the beans available in Ontario are bought up. $2 f.o.b., Chatham, was paid by American buyers for hand-picked goods this week, and there do not seem to be many available at this price. Inquiries have been received also from the Maritime Provinces.

Beans, hand picked, per bush	1 95 2 05
" prime No. 1, "	1 90 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—Business is fairly good with quotations steady at 7½ to 8½ cents.

HIDES AND WOOL—Business continues dull with prices slightly firmer than at last report.

Hides, inspected, cows and steers, No. 1	0 06½
" " " " No. 2	0 05½
Country hides, cured	0 05
City Calf skins	0 11
Country Calf skins	0 09
Dekins	0 70
Sheep skins	0 70 0 80
Horse hides, No. 1	2 50
Rendered tallow, per lb	0 04½ 0 05½
Horse hair, per lb	0 24

FROM AWAY DOWN IN TEXAS.

Frank Menzie, sales manager of the F. F. Dalley Co., Hamilton, is down in Texas pushing the sales of "2 in 1." The company is pasting posters all over the State and Mr. Menzie, writing from Waco the other day said:

"Yesterday as I came out of the hotel in Marlin the first thing I saw was one of our bills, and I felt like sitting right down and having a little talk with it, as it sure looked good to me. Everyone down here has a good word for "2 in 1," and it is only a matter of time until I think we will double our business in this State. It goes without saying, that we have, at the present time, all the largest wholesale grocers in the State of Texas. They are very favorably impressed with our goods, and say they give entire satisfaction to customers."

MORE EARLY-CLOSING.

A note in these columns last week spoke of Davidson & Hay, the Toronto wholesale house, resuming early-closing. Several others of the Toronto houses are following the same plan, much to the delight of the office and warehouse staffs. Among those where the blinds come down at 5 p.m. this week were Warren Bros., Perkins-Ince and John Sloan & Co., and, of course, Davidson & Hay.

R. L. Innes, secretary-treasurer the Canadian Canners, of Hamilton, is at present making a tour of the West, presumably for business purposes. He will return about June 1st.

AGENCIES WANTED.

PARTY starting a jobbing and commission business would like city agency for some good lines. Best of references. Box 355, Moncton, N.B. (21)

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, May 14, 1908.)

Favorable weather continues, and, with a largely increased acreage seeded, the prospects for a big crop and a prosperous year are very bright indeed. Business is active, although buying is by no means as heavy now as it is likely to be in a couple of months' time.

CANNED GOODS—Prices are steady and unchanged. We quote:

	Group No. 1	Group No. 2 & 3
FRUITS.		
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red, pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80
VEGETABLES.		
Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63
MEATS.		
Clark's 1 lb., pork and beans, plain, per case		2 50
" 2 " " "		1 90
" 3 " " " "		2 50
" 1 " tomato sauce, per case		2 50
2 " " "		1 90
3 " " "		2 50
1 " Chili " "		2 50
2 " " " "		1 90
3 " " " "		2 50
Soups, per doz		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
" chicken, per doz		3 30
" turkey "		3 30
duck "		3 30
Corned beef " 2's per doz.		2 80
" " 1's "		1 60
Roast beef		
1's, per doz		1 60
" 2's. "		2 80
Potted meats, ½'s, per doz		0 [illegible]
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunchtongue 1's, "		3 65
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" 1-lb. glass, "		3 35
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		0 [illegible]
Sliced bacon, 1-lb. tins, "		3 10
" 1-lb. glass, "		3 25

SUGAR—The market is firm at unchanged prices:

Montreal and B.C. granulated, in bbls	5 50
" " in sacks	5 45
" yellow, in bbls	5 10
" " in sacks	5 05
Wallaceburg, in bbls	5 40
" in sacks	5 45
Berlin, granulated in bbls	5 30
" " " sacks	5 35
B.C. qunnies granulated, 5-18's to bale, per cwt	5 55
" " 5-2o's " "	5 55
" hard pressed lump, 25's, per cwt	6 55
" " " half bbls., per cwt	7 00
" icing	6 30
" bar sugar	6 10
Icing sugar in bbls	6 10
" " in boxes	6 30
" " in small quantities	6 70
Powdered sugar, in bbls	5 90
" in boxes	6 10
" " in small quantities	6 15
Lump, hard, in bbls	6 45
" " in ½-bbls	6 45
" " in 100-lb cases	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 70
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" " "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 25 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" 40 " " 80	2 95
" 20 " " 80	3 00
" 8 " " 80	3 30

CORNMEAL—Quoted at $1.90 per sack.

POT AND PEARL BARLEY—Pot barley, $3.60 per sack; pearl barley, $5 per sack, and $2.55 per half sack.

MAPLE PRODUCTS — New syrup and sugar arriving in Winnipeg are quoted as follows:

Sugar 25 lb. boxes ⅛s. and ¼	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ¼ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 50

FOREIGN DRIED FRUITS—Currants have been reduced and new prices will be noted below. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 10
Sultana raisins, bulk, per lb	0 09½
" cleaned, "	0 11½
" 1 lb pkgs "	0 12
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 0[illegible]
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	0 08
Wet cleaned " "	0 08½

CONDENSED MILK AND CREAM—A shipment of condensed milk and cream has just arrived on the Winnipeg market. The milk is quoted at $5.25 and the cream at $5.

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	5 [illegible]
Northern spies No. 2, "	5 00
do. No. 1 "	6 00
Oranges and Lemons—	
Washington navels, 96's, per case	3 25
" " 112's to 126's, per case	3 50
" " 176's to 250's	3 75
California lemons, 300's, 360's, per case	5 00
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes, kegs, per keg	5 50
Strawberries—per 2 doz. case	3 00
Pears—	
Fancy Columbia, "	4 00
" " half cases, "	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" per case	6 00
Sweet potatoes, per bbl	5 00
Valencia onions, large cases, per case	4 90
Native onions, per lb	0 03½
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb.	0 02½
Cabbage (native), " "	0 03½
Lettuce, 1½ doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

EVAPORATED APPLES—Quoted at 8¾c per lb.

SOME USEFUL HINTS.

Keep complete stock records.

Don't make an arbitrary claim and threaten to "stop buying" if it is not allowed.

Select a source of supply where you can secure accuracy, completeness and just treatment.

Make quality the prime consideration, and do not compare prices without comparing quality.

Order in ample time to avoid running out of goods should there be a slight delay in transit.

File all price lists, catalogues and quotation sheets where they can be quickly referred to.

Patronize the traveling salesman as much as possible, and have confidence in his representations.

Answer all business communications promptly, and extend the same business courtesy in this respect to others that you exact from them.

Before writing a caustic letter of complaint to the maker, place yourself in his position and try to think how you would feel if you would receive such a letter.

Take advantage of all cash discounts and make your remittances whenever possible direct to the merchant in ample time to reach him before the expiration of the discount period.

Don't fail to properly introduce yourself when opening an account with a house you have never dealt with, especially if you have only recently started in business and have no established credit rating.

A REMINDER

¶ The Special Spring and Export Number of the Canadian Grocer will be issued next week, May 22.

¶ Advertisers are reminded that orders and copy must be sent in at once. We cannot insure insertion of copy received after May 18.

THE CANADIAN GROCER

10 Front St. E., Toronto.

A SPRING SEED WINDOW

A Tasty Display From Bracebridge—How one Retailer Disposed of a Stock of Soap.

The window shown in the engraving on this page is one which had a place a few weeks ago in the store of Hutchison Bros., one of the brightest grocery stores in Bracebridge. The window was dressed by D. T. Hodson, one of the partners who have recently taken over the store from Peter Hutchison, the late proprietor.

Mr. Hodson has entered into the spirit of the season and has evidently aimed to attract the farming trade as well as that of the ordinary citizen.

The window, with its foreground of bulk seeds of various kinds, and its background of package goods and cans of packets is well arranged and should have proved a good business-bringer. The addition of the sprigs of grain, the potted plants and green stuff was a happy idea which adds greatly to the general effect.

The window has one fault, however, it seems to us, which is a very common one in grocers' windows. There is too much in it. The effect would have been much more pleasing and the results probably proportionately greater if less material had been used and the articles given a little more room, presumably to grow in.

A SOAP DISPLAY.

Not long since I had what to me seemed far less artistic than some other displays I had had. It was anything but pretty. It was, however, a catchy window.

I had a large pile of a certain brand of soap in my cellar which I decided to unload quickly. Some of this soap I put into the window, which measures 60x40 inches, in the form of a two-storey brick house. The soap was laid as a bricklayer would lay his bricks, flatwise, binding them together. On the first floor I left two openings on each of the two sides of the house for windows, while on the front I left a door in the centre and a window on each side of it. On the second floor I left two windows on each side of the house and three on the front. The rear of the house was left open, not being seen from the street. A second floor from the sides of orange boxes was put in for the purpose of binding the two walls, while the pointed roof was also made from the same material, covered with red crepe paper and crowned with two bars of soap for a chimney. Window shades of red crepe paper and lace curtains from confectionery boxes and the building was finished.

A walk from the "front gate" to the front door and around both sides of the house to the rear was left bare, but the rest of the floor of the window was covered with cork from Malaga grapes. The "yard" was decorated with plants from my wife's window garden. On the front of the house I put a card of proportionate size reading: "For Sale, apply at 125 N. Front St., while overhead I hung a card reading: "This property for sale, price 5 cents a brick." In the evening I lit up the house with a small oil lamp.

The last of that pile of soap is on the shelf now, which fact removes all doubt as to whether the display was a success. C. A. Yeager in the Grocery World.

A SEED WINDOW FROM BRACEBRIDGE, ONT.

STAGNANT ENGLISH CHEESE MARKET.

Commercial Agent Gives Light on the Situation.

P. B. MacNamara, Canadian Commercial Agent in Manchester, writing under date of April 15, gives some interesting information regarding the conditions of the English cheese markets. He says:

"The cheese market for the past few weeks has been very disappointing to holders on this side, trade having remained in an almost stagnant condition since the beginning of the year, and so holders of September cheese, bought some time ago, would like very much to be able to see some of their money back again. This is more than anything the result of the New Zealand influx. This colony has shipped a good quantity into London, and it is finding its way all over the United Kingdom. But for this district it does not take so well as it is rather too stiff and does not show enough "meat" to suit the Manchester district. If, however, the New Zealand makers catered for this market by making the class of goods saleable here, there is no doubt it would have a very serious effect upon the Canadians, coming as they do at a time when Canadians have ceased being made. Importers will, therefore, have to take this new competition for the British markets into serious consideration, if the shipments continue in anything like the quantity they have been doing during the past season.

"Reports from Canada state that the season there is backward, and while full prices are being asked for fodder cheese, they are absolutely of no use at the time of writing. Prices will have to show a material reduction if the trade is to be any good to anybody. Prices are at a very awkward level indeed, and with many in the trade selling at 7d. retail, there is very little profit left for the grocer."

THOS. UPTON SERIOUSLY ILL.

Thomas Upton, president of the T. Upton Co., of Hamilton, is lying rather seriously ill just now in the City Hospital. A sudden and acute attack of appendicitis necessitated an operation which was performed on May 5th. The operation proved rather serious, but his many friends will be pleased to know that he is now on a fair way to recovery.

"Men Who Sell Things"

A Reconstruction of the Question of Salesmanship—New Dignity Revealed in the Money-getting Side of Business—The Commercial Ambassador, the Man Who Sells—Business Philosophy for Those Interested in the New Science of Merchandizing.

From a book written by Walter D. Moody, Chicago, on "Men Who Sell Things"—Serial rights for Canada purchased by the MacLean Publi hing Co.

CHAPTER I.

The salesman regularly supplies the electric spark which keeps the commercial engine going.

This book is an attempt to specify the qualifications necessary to the making of a successful salesman, and the reasons for so many failures in the greatest profession on earth, the profession of salesmanship.

I wish to write, not of the doctrine of "luck," "chance," and "good fortune," but of the doctrine of effort and result; to proclaim that highest form of twentieth-century salesmanship which brings success, not to the indolent, the improvident, and the dreamer, but to the striving, the intelligent, and the busy man.

The commonplace salesman who is content with a mediocre degree of success, who lacks either desire or power to labor for the best that his profession contains, is little worthy of the name "salesman."

Work of the type most needed in the field of salesmanship is the successful carrying out of that which reflects the most credit upon the profession.

Little that is worth having is secured in this world except by unceasing toil. The salesman must be glad to do a salesman's work.

"Few battles are ever finally won. There are always positions to be held and new ones to be conquered."

The New Era.

The enormous pressure of new business and the constant tightening of competition seem to crush out the hope and energy of a large proportion of salesmen. The great problem of modern business progress to the salesman is how to deal with this tendency—how to prevent being crushed out and shoved to one side in the mad commercial whirl for conquest.

The well-rounded salesman who has husbanded his strength for the onrush will find methods to reserve his talent and energy from decay. The preservation will come, not through boasting or through the acquisition of new territory and accounts, nor through the magnification of past achievements, but through the natural law of infinite patience, constant study of new conditions, clearer adaptation of means to ends, infinite devotion to instant duty, and absolute fidelity to his house as it is and yet may be.

There can be no more accepted time than the present as the arena of this action. The success of the efficient salesman will be greater in proportion to the number of those who are yet unaware of the changing times and the growing feeling that professional salesmanship must supersede the old school of unorganized ways and methods.

The crowding of the field of salesmanship, and the exhaustion of old-time resources in the art of selling goods, have forced a revolution in this special branch of industry. The pressure of business intensified, manufacturers and merchants who employ large forces of traveling salesmen are looking for a new degree of greatness in salesmanship based on scientific methods.

More zealous care is needed that no talent may be neglected, that employers may not constantly be obliged to seek outside forces with which to replenish their depleted sales ranks.

The successful salesman will not lose his character. His proud claim of leadership on the sales force of his house will not pass into the hands of others if he recognizes the fact that his first duty to himself, and his highest duty to his house, is to have his ship constantly cleared for the action of the present strenuous day, and to be prepared for the coming era of unparallelled commercial activity.

To the twentieth-century salesman it is of the utmost moment to look at coming conditions and make sure the defence of his selling methods against the creeping foe lurking behind commonplace ways—the foe that only newer, better, and quicker methods can halt in his conquest of the indolent, the overanxious, the old-timer and all other types of negative salesmen that go to make up the vast crowd of the improvident and unwise.

Nine-tenths for Knowledge.

A salesman of experience realizes that ideas—practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them. It takes brains to influence brains. Someone has said: "For every ten dollars that a high-salaried man draws, he gets nine dollars for what he knows and one dollar for what he does."

The same old way of doing things cannot be successfully employed month after month and year after year. The salesman must be modern—up-to-date—as much as the men of other professions. The physician or lawyer finds that to compete successfully he is compelled to read, read, read, all the time, in order that he may learn of advancement in treatments or procedures.

"To the man who fails belong the excuses." The more good ideas, the better the basis for good work. The best of salesmen fail at times to sell to certain buyers, without being able to give a reason for falling down. The methods employed successfully for many years seem to count for nothing. In such cases no doubt, a very little thing, a mere oversight, perchance, has caused the trouble. To locate the "nigger in the wood-stack" in one's methods means much. The only hope lies in putting the plumb-line of the experience of others beside one's own.

Every new idea aids in the salesman's ultimate triumph—adds a sound piece of timber to the structure of his final success.

Failure does not come through making mistakes, but in refusing to learn by mistakes how to avoid them.

Experience is a good teacher, but it is a great thing to be able to learn from the experience of others, for we cannot all have the same experiences or the same view of similar experiences. There are many pathways to success, but the road of the individual's experience is narrow and rugged.

The old-time "minstrel" traveling man is a thing of the past, and with him have gone the days of getting business by means of circus tricks, chicanery, and sleight-of-hand performances in tact. True knowledge properly applied is the power behind the throne winning the big business of to-day.

Knowledge Power Behind the Throne.

That vast army of business-getters known as traveling salesmen have attained a dignity fitted to promote the interests of their houses in the field, realizing that scientific methods have placed their vocation in the list of professions.

The real purpose, character, calibre, and life of the commercial traveler have too long been depreciated by the general public. He may be suffering in this respect for the sins of his forefathers on the road, but things have changed. No one has a right to look upon any phase or sphere of American manhood as subject matter for a joke book, and the traveling salesman is becoming very tired, and justly so, of being regarded as a five-ring circus, or a wild beast going about seeking whom he may devour.

True, the law of "the survival of the fittest" has caused business on the road to become a contest of wits; but it is also true that the traveling salesman has elevated himself and his work by force of character and dint of his own energies.

Many writers on matters pertaining to salesmanship have not yet discovered the real character and work of road salesmen. We are looking to a higher and better sphere of usefulness in the business and social world than much of the stuff written to portray real road life would indicate.

"John Henry," "It's Up to You," and other modern compilations are side issues compared to the vernacular of the road as served up by some writers in object-lesson style to attract the attention of salesmen as a guise for a course in salesmanship.

Educated Enthusiasm Wanted.

The salesman who regards his work from a serious, high-grade standpoint is constantly seeking instruction of a meritorious nature—new ways and methods. He does not want stories of road life veneered in the coarsest slang, all tending to assign to him a serio-comic role.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience

and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined. The field is ripe for educated salesmen—the sort that refuse to give their customers credit for knowing more about their business than they know themselves—salesmen who can go out and put up a selling talk that is earnest, logical and clean-cut from the time they strike one town until the train carries them to the next with their pockets full of orders.

The question of handling a customer in making a sale is naturally a local issue to some extent, as merchants in widely separated localities conduct their business according to the usages of their particular sections.

Handling Customers.

It is also true that dealers in small towns require different tactics from the large city merchant; but no matter what the conditions may be, the old saying, "Business is business," holds true pretty much the world over.

With the arrival of interurban electric cars and rural free deliveries and telephones and many other improvements in rural districts, a pace of progression has set in, even in the most out-of-the-way village, that is rapidly changing the ideas and methods of the country merchant. With the farmer buying automobiles, and the prosperous small town business man sending his sons off to college, it is high time for the traveling salesman to begin to realize that a new era is dawning for him also.

It is no longer necessary in making a town to begin the day before by planning some new and wonderful strategy that will insure the selling of a bill to this or that customer; no need of a "Samantha Allen" visit, with a dance at the village hall in the evening with your favorite customer's friends and family.

Tact? Why, yes, that is necessary, of course. You can no more interest the man whose store has just been robbed, or whose head salesman has just left to take a position with his worst competitor now than you could twenty years ago. But you can approach the merchant the country over, small town or large, under ordinary circumstances, and gain and hold his attention with the right kind of selling talk, all on business and delivered straight from the shoulder. Even the "before-breakfast grouch" will listen to you if there is a resolute ring in your voice and a good-natured sparkle in your eye.

Earnestness of Purpose.

One of the most successful business men of my acquaintance started life with a shoestring, and worked his way up from stock-boy to salesman, from salesman to buyer, from buyer to the head of the greatest house in the world in his line, besides holding large outside responsibilities.

The most prominent feature of his character was his remarkable earnestness of purpose. There was not a salesman in the long list of those in his employ who could begin to approach him in selling talk, and he had some of the best men in the business. As buyer, before he became an employer, it is said of him that he could take prospective customers into his office for fifteen minutes, from among the largest and hardest merchants to sell to in the country, and turn them out with an immediate and enthusiastic desire to go through the great establishment and select goods.

He had no time to bandy idle words and rarely indulged in useless sentences or light remarks. He believed buyers came into his store bent on business, and he despatched them with courtesy, backed up by arguments, every word of which put new ideas into his customers' minds and helped to swell the accounts on the right side of his ledgers.

Knowledge of Men.

Basing my calculations on actual experience with a large number of salesmen of all classes, sorts and conditions, I assert without any hesitation that the really big men, those who have made the profession worth while, are the ones who have employed the highest degree of science in their work—not an acquired science, perhaps, but a natural, established, and classified knowledge of men and things relating to the daily routine of their work:

"Brain stuff and soul stuff."

I am not the one to gainsay that an acquired science of professional salesmanship will be generally recognized by employers of large numbers of salesmen within the next five or ten years, in fact, an exact science of successful salesmanship has already been formulated, and is being taught with success; it fits the needs of our profession, just as the science of law or of materia medica fits the requirements of those respective professions, and is receiving widespread attention on the part of thinking salesmen and employers of salesmen.

Failures may be due to lack of natural ability, or adaptability, but they are more often due to lack of intelligent application.

There are many industrious salesmen who have always applied their energies in commonplace ways—for instance, with territories that could easily be made to yield much larger returns from their labor—who have little idea of the great values that may be produced on a given territory subject to high culture in salesmanship.

Don't Chase Rainbows.

There is a natural tendency, when big sales are made by the really successful men, to suppose that they are peculiar to some distant or especially favored location, that the golden harvest, the good things, are away off somewhere else, in the other fellow's territory. Those failing to see advantages at home who are disposed to seek the gold at the rainbow's end, may well ponder the story of the old Persian who sold his little hillside farm, wandered far over land and sea in a vain search for diamonds, and finally died a pauper in a strange land; while the stranger watering his flock at the stream on the little farm found a peculiar pebble glittering in the brook, which proved to be the first of a wealth of gems such as the old man had gone to seek.

All salesmen start with an equal chance, but many are soon distanced in the race. They are content with a steady, plodding, uniform way of doing things, and while they are methodical and obtain good results, those who win figure out some way of getting better results and getting them more easily. They take chances on doing things in other than the prescribed way, often finding the new way the better. Few have the energy to break out and get away into the wild fields of effort worth while.

We get into a certain circular routine, and we go around and around, week in and week out, year in and year out, not realizing that life's really important work is the doing of something new.

The opportunities of the present are vastly superior to the opportunities of the last two or three decades. The needs of our great commercial machine multiply with its growth, and he is the fortunate salesman who has learned the immense value of educated enthusiasm, for to him is open the pathway to high salaried positions that appear as dreams of Aladdin's Cave to his less ambitious brother.

Must Dig Deep to Win.

True, the mountain seems high, but he who finds the right road will surely get to the top. Every mountain seems insurmountable at first, but little by little the distance is laid behind, and at last, half wondering whether it is a mountain after all, we find ourselves at the top. But to find the easy ascent to the golden mountain of salesmanship, the salesman must first dig, dig, dig, deep in the fields of knowledge of his profession.

Successful salesmanship carries with it large salaries—often of from five to fifteen thousand dollars per annum. "Oh! but such salaries are not for me," wails the timorous one. Listen! The salesman who lies down at the beginning with, "Oh, I never had any luck. By the time I get there, I'll find someone else already there ahead of me," would better stay out of the salesmanship business—or any other kind of business, for that matter. He is of little faith, a pessimist, a failure at heart to begin with, and wouldn't hold a position long with any house at a thousand dollars per year, to say nothing of five.

To the bright salesman it is not a difficult task to map out a promising line of action for his career on the road from among the failures and middleweights, and a persevering hustle will do the rest.

A shrewd, perceptive faculty, together with a convincing perseverance, is one of the main essentials to success in promoting any enterprise.

Away with easy-going, rollicking ways and debauching influences! Away with small salaries, "water tank" towns and "one night stands!" Let there be more lucrative fields and broader knowledge! That is the twentieth-century salesman's slogan, and that he is manfully living up to his battle-cry, the payrolls of large institutions all over this broad land will attest.

(To be continued.)

TRADE NOTES.

The general store stock of H. Finkleman., Selkirk West, Man., has been sold to C. Finkleman.

Walker & McLean, grocers, Gananoque, Ont., have dissolved and are succeeded by McLean & Oger.

The stock of the general store of Christie, Bailey & Co., Millwood, Man., has been sold to B. W. Kert.

You cannot get business if you don't go after it.

The best advertising is the kind that wins goodwill.

More than two thousand retail merchants are looking to see who will exhibit at their red letter event

The Winnipeg Food Show and Grocers' Exhibition

WINNIPEG, JUNE 8-22, .08

Have you taken a space? Are you with these live western merchants? If not it will pay you to write **to-day** to

W. A. COULSON,
Sec'y Retail Merchants' Association of Western Canada
53 Scott Block,
WINNIPEG, MAN.

The Way to the Retailer.

¶ Advertisements should not, any more than individuals obtrude.

¶ Obtrusion is more likely to meet with rebuff than cordial reception.

¶ The advertisement in a trade newspaper never obtrudes, because the medium which carries it does not obtrude.

¶ Every trade newspaper that leaves the press reaches a buyer or probable buyer.

¶ Retail merchants buy trade newspapers for the advertisements they carry as well as for the reading matter which they contain.

¶ They look to the advertising columns of the trade newspaper for hints on what to buy, and where to buy, just as much as they look to the reading columns for market information, trade news, and business-getting ideas.

¶ What, then, is the conclusion of the whole matter? This and nothing else: Those who wish to maintain their standing in the trade or those who wish to improve their standing in the trade should continuously use the advertising columns of a good trade newspaper.

NORWEGIAN SARDINES

WE HAVE RECEIVED A FINE SHIPMENT

IN STORE

Record Brand, ¼s, cs. 100 tins.

Sola Brand, ¼s, cs. 100 tins.

Stat Brand, ¼s, cs. 100 tins.

(Every Tin Guaranteed)

CHOICEST FISH, NOT TOO LARGE. BEST OLIVE OIL

You don't pay for the brand, but you get the quality for your money.

L. CHAPUT, FILS & CIE., *2, 4, 6 and 8 DeBresoles St.* **MONTREAL**

Distributors

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

Getting Holiday Business,
Special Sales,
Expositions,
Souvenirs,
Package Sales,
Money Making Ideas,
Contests,
Sensational Advertising.

Do you want to know **333 WAYS OF GETTING TRADE?** We will send you "Sales Plans" postpaid on receipt of **$2.50.**

282 Pages **Bound in Cloth**

The MacLean Publishing Company

Technical Book Dept.. 10 Front St. E., Toronto

Quality or Premiums

In buying Soap or Washing Powder, do you want

Premiums

or do you want to buy articles of

Quality?

PURITY

"The Soap without a Rival"

Needs no further inducement to sell, other than its quality. What others spend in Premiums we put in the Value and Merit of this Best of Laundry Soaps.

Made by

THE YOUNG-THOMAS SOAP CO., LTD.,

Regina, Canada.

It Makes Your Mouth Water to think of

CORONA BRAND

HAM AND BACON

And in this case, realization is a whole lot better than anticipation. Every grocer who sells Corona Brand has many pleased and steady customers.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P. Q.
WE HAVE NO RETAIL STORES.

COOKED HAMS

for the holiday should be ordered early next week. Send in your order for them now.

F. W. Fearman Co.
Limited
Hamilton, Ont.

There are many reasons why you should stock

O'MARA'S BACON

Here are a few of them. It is undeniably the best. Your customers want it. It shows good profits.

Specialties
Breakfast Bacon
Pure Leaf Lard
Cooked Meats
Jellied Meats and Sausages.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - - ONT.

More Profit Than Usual
is a result of selling
Ryan's Short Roll Bacon

There isn't a better meat on the market at any price. Ryan's Short Roll is made from very carefully fed young hogs, mild-cured, sweet, tender and juicy. It is so delicious that it results in an increased demand wherever sold.

Prices Mailed on Request!

The WM. RYAN CO.
LIMITED
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, May 13.—Within the last few days the arrivals of new butter have increased wonderfully, but notwithstanding this extra impetus, the Board of Trade reports show a deplorable falling off as compared with last year's records. The week ending May 9, 1908, shows receipts of 1,032 packages, as against 3,334 packages for the corresponding week of the previous season. These figures show a falling off of 2,302 packages, which certainly is a wide margin for a decrease. The season's receipts up to the present are 1,727 packages, as against 4,941 packages the preceding season, showing a deficit of 3,214 packages. These figures obviously illustrate the remarkable depreciation in receipts, as compared with last year. To-day's reports show a break in price in the new butter arriving. The dealers are taking care of the new make for the local trade and will continue to do so until such a time as the price gets to a proper level for storing and exporting. The receipts of fresh roll butter are very large and consequently the price has gone down to 22 and 23 cents.

At the present there is no old dairy or creamery on this market. With the advent of fine weather, and other natural conditions being favorable, we have made a good enough start to presage a better season this year than last, although reports from the country say that the cows wintered badly, which will, unfortunately, act as a serious handicap.

The cheese trade exhibits somewhat the same symptoms as the butter market, although we are glad to note the relationship between deficits of this year, as compared with last, are not so marked.

The Board of Trade returns for week ending May 9, 1908, give the receipts as 16,388 boxes, whilst for the corresponding period of the previous year, the receipts were 19,867 boxes, thereby showing a falling off of 3,479 boxes, which does not display anything like the difference in the same periods in the corresponding periods in butter. For the season ending May 8, 1908, the total receipts were 21,004 boxes, against 30,961 boxes for the same time the previous year. Cheese remains about the same in price, due, undoubtedly, to the small make, which is not sufficient to disturb the equilibrium of the market so far. There is very little export demand and local dealers are taking care of all the supplies which come their way. The local demand is sufficient to prevent any accumulations of stock. The various local boards in Ontario state that offerings are not large. Reports from Brockville say that the total with them reached 1,291 boxes, of which 303 were white and 988 colored. Winchester reports 72 colored and 110 white registered and sold on the board, while Cowansville reports the sale of 80 boxes of cheese. Of course, nothing definite about the future can be said, but some gratification may be derived from the fact that some condition existing in the country has given a wonderful impetus to the business and it may be hoped that this is a fair augury for the success of the coming season.

New cheese is quoted 12¼c to 12½c.

THE PROVISION SITUATION

Toronto, May 13.

The situation among Canadian packers is no more encouraging this week. The British market for some days has been in a weak condition, on a basis somewhat lower than at last reports and as a result of this offers little inducement to Canadian shippers.

The Danes continue to flood the market with bacon, the killings last week going up again to 44,000. They are certainly sustaining their record this spring and in doing so are a remarkable example to the Canadian farmer.

The American market has been rather dull and shipments to the British market last week were somewhat lighter than usual. Conditions prevalent across the border are summarized in the following weekly review in the New York Journal of Commerce:

"There has been very little interest in hog products the past week and very little change in prices, though they firmed up towards the close with grain, and the extreme scarcity and high price of corn, which will prevent much decline in hog products until feedstuffs are cheaper. But the packers have not depressed prices of products although receipts of hogs have been a little larger and prices a little lower. There has been some demand from the shorts to cover because of the corn situation, but there has been no activity during the week, the provision market being a sideshow for wheat and corn, and oats, as the shorts have been covering the whole list most of the week in Chicago. There is nothing new in the hog supply situation except that the average weights are running a little lighter in the East as well as in the West and heavy hogs are becoming more scarce. Exporters have been out of the market, except for a little lard, towards the close. But other goods have been extremely dull for the home trade as well, as consumption is still falling off, and four big jobbers in New York admit that their distributive trade has fallen off a quarter to a third from normal. The packers have not forced prices, demand being only of a hand-to-mouth character, and concessions would not stimulate it."

Canadian packers are paying $5.75 f.o.b. country points this week, which is 10 to 15 cents below prices offered last week. Farmers' offerings are moderate but seem large enough to supply the present demand.

PROVISION MARKETS

MONTREAL.

PROVISIONS—This market remains without any prominent features. Demand is good and there has been practically no change since last week.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 13
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 13
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12
Lard, compound, tierces, per lb.		0 08½ 0 09½
" "	tubs	0 08½ 0 09½
" "	20-lb. pails, wood	0 09 0 09½
" "	20-lb. pails, tin	0 09
" "	cases, 10-lb. tins, 60 lbs. in case	0 08½ 0 10
" "	" 5-lb. "	0 08½ 0 09½
" "	" 3-lb. "	0 08½ 0 09½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear		22 00
American fat back		23 00
Breakfast bacon, per lb		0 13 0 15
Hams		0 12½ 0 14½
Extra plate beef, per bbl.		13 00 14 50

BUTTER—Prices have declined very much and are still on the downward trend, This condition is due to the increased offerings. Local trade has to take care of present receipts until storing or exporting commences. Receipts of fresh roll butter are large and the prices are down to 22c and 23½c.

Fresh Creamery	0 26½	0 27
Dairy, tubs	0 21	0 24
Fresh large rolls	0 22	0 23

CHEESE—There are no changes in prices and the make so far is small. Export demand is not large and local dealers are taking care of all that comes their way. At present there seems to be no collections of stock.

Cheese, old	0 15	0 15½
" new, large	0 12	0 12½
" " twins	0 12½	0 13

EGGS—Local trade is good and the prices are steady. Supplies from the country are increasing and a big drop is expected before long, as soon as stocks begin to accumulate. Dealers are cautious about storing at present.

New laid	0 17½	0 18½

HONEY—There is no change in the market and trade is very quiet.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 09	0 11
Clover, strained, bulk	0 10	0 11½

TORONTO.

PROVISIONS—Business continues comparatively quiet though a somewhat better feeling is in evidence this week. Prices are on about the same level as at last reports and the situation generally seems fairly steady.

Long clear bacon, per lb	0 10½	0 10½
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb	0 10½	0 10½
Small hams, per lb	0 14	0 15
Medium hams, per lb	0 13	0 14

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Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
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If you have any to sell, better write or phone us. Our policy is: "A square deal every time."
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TORONTO.

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
Hamilton and Winnipeg

Large hams per lb	0 12½	0 13½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb	....	0 16½
" pea meal	....	0 17
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	21 00	22 50
Lard, tierces, per lb	....	0 11½
" tubs "	....	0 12
" pails "	....	0 12½
" compounds, per lb	0 09	0 10
Plate beef, per 200-lb. bbl	14 00	14 50
Dressed hogs	0 08½	0 09

BUTTER—The situation is about the same as at last reports with demand fairly good and supply also fair. Dairy butter is coming in in good quality and quantity. Prices are unchanged.

	Per lb.	
Creamery prints	0 23	0 31
Creamery solids	0 28	0 29
Farmers' separator butter	0 27	0 28
Dairy prints, choice	0 26	0 27
" " ordinary	0 23	0 25
Baker's butter	.	0 21

EGGS—The market is firm, probably on account of the large shipments to Montreal this week, where better prices are offered. Supplies are coming in quite freely. Prices offered are the same as last week.

Eggs, new laid	....	0 18

CHEESE—Business remains comparatively quiet with freer arrivals of new make.

Cheese, large, prime old	....	0 14
" " " new	....	0 12
" twins, new	....	0 12½

HONEY—The market continues quiet with little demand. Prices are unchanged.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz	2 00	2 25
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Quietness is the only word applicable to these markets these days. There is little or nothing offering.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

MANITOBA.

BUTTER—Dairy butter is very scarce on the Winnipeg market due to the fact that the farmers have been busy seeding and there has been little marketing on their part of late. For No. 1 produce houses are paying 24c and for good No. 2, 20c to 21c per lb. f.o.b. Winnipeg. For poorer grades the price is about 18c.

EGGS—The price is 15c f.o.b. Winnipeg. Supplies are fairly liberal.

CHEESE—Ontario cheese is quoted at 13½c to 14c per lb.

MAY PURCHASE CANADIAN PLANT

Negotiations in Progress Between American Can Company, New York, and Acme Can Works, Montreal.

Negotiations are under way between the Acme Can Works, Montreal, and the American Can Company, New York, which will in all probability result in the purchase of the Canadian plant by the American company.

Geoge W. Weber, of the American Can Company, New York, has been in Montreal all this week in the interests of his firm and he has been in constant communication with the present proprietors of the Acme Can Works, Jas. B. Campbell and Wm. Pratt.

Should negotiations go through and everything is about settled, the business will be carried on under the style of the American Can Company. This firm will spend a considerable sum of money enlarging the plant and installing new and modern machinery for the manufacture of every conceivable variety of cans, so that when the building is fully equipped to do business on a larger scale it will be one of the finest plants of its kind. It will be remembered that the Acme Can Works spent several thousand dollars a couple of years ago in making the factory up-to-date.

There will be no change in the management of the company. Messrs. Campbell and Pratt continuing as at present.

Mr. Weber stated that if it was found necessary the American Can Company would build factories in other parts of Canada as they intended looking for trade all over the country, and would operate as many factories as would be necessary, in their opinion, to take care of it. They run fifty-one factories in the United States, while their chief offices in that country are located in New York, Baltimore, Chicago and San Francisco.

The American Can Company has been looking over the ground in Canada since the beginning of the year with a view to establishing a branch in this country.

F. J. Lowe, of the J. H. Wethey Co., St. Catharines, has just returned from a trip to Montreal. While there he arranged with Rose & LaFlamme to look after Laurel Brand canned goods. Rose & LaFlamme have handled Wethey's mince meat for twenty years and should make a success of the new line.

WANTED.

WANTED in every town of 2000 or over, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. A permanent position for the right man. The MacLean Publishing Company, Limited Toronto.

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BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

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The Pure Food Question

is of as much importance to you as it is to your customers. Your reputation and success depend upon the kind of goods you sell. A good stock of

HEINZ 57 VARIETIES
PURE FOOD PRODUCTS
(the kind that contain no preservatives)

is always found in stores where quality is considered, because they are the best of their kind —pure, clean-made and good. You run no risk in handling Heinz goods. They comply with all food laws and are guaranteed to please the most particular people.

Anything that's "HEINZ" is Safe to Sell.

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The Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

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A. C. URQUHART & CO. 336 Hastings Street West — **VANCOUVER**

and from all wholesale houses throughout Canada

TRADE NOTES.

Savaria & Blain, grocers, Montreal, have dissolved.

McEnroe & Casey, tea merchants, Montreal, have been registered.

Smilovitch & Hecht, grocers, Montreal, have been registered.

D. McL. Brophy, Montreal, is in the Maritime Provinces on a business trip.

Bowman & Cole, wholesale grocers, St. John, N.B., are succeeded by H. W. Cole.

Andre Jacques, general merchant, Ste. Marie, Que., has compromised with his creditors.

Chartier & Son, general merchants, St. Lazare, Man., are succeeded by J M. Fouillaird.

P. Larimee, Notre Dame des Lourdes, Man., has sold his general store business to Albert de Briant.

The general store stock of R. T. Summers & Co., Bethune, Sask., has been sold to J. Fethwilton.

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All the year round
Mott's
"Diamond" and "Elite"
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are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.
EVERY JOBBER SELLS THEM
John P. Mott & Co.,
Halifax, N.S.
SELLING AGENTS:
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Flour Dealers: Are your Profits as good as they ought to be?
The experience of every dealer who has handled
BUDA
FLOUR
"The Flour of Quality"
shows that there is no flour on the market which is such a ready and steady seller. It is a high grade blended flour, milled and blended by millers whose experience with high-grade flours covers half a century.
Write or wire to-day for prices on car lots—straight or assorted.
J. B. HARTY
PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

No New Features to Report—No Demand for Manitoba Flour—Cereal Markets Dull.

Matters are rather quiet in both flour and cereal markets this week and there is little new to record.

Demand is very light for flour. The present prices are above an export basis so nothing can be sent abroad and local demand also is very light. These features are noticeable to such a degree that some of the mills have begun to curtail their output. Prices are unchanged.

The cereal markets are feeling the effect of the season's dullness and only a fair amount of business is passing.

MONTREAL.

FLOUR—There is nothing of any moment happening in this market. The demand is good and prices remain the same.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 20
Glenora		5 70
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

FEED—Feed remains the same as last week, the market being firm.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	27 00
" bran	23 00	24 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

ROLLED OATS—There is no change in this market. Demand is good and practically the same prices prevail as at the last report.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		3 00
" 80-lb. bags	2 75	2 80
" bbls. "	5 85	6 00

TORONTO.

FLOUR—The market remains about the same as at last report, though a slightly easier feeling was in evidence at the beginning of the week and has continued. The local trade is feeling the effects of the reaction in the Chicago and Winnipeg markets. As a result both Manitoba and Ontario wheat are quoted lower and buyers are hesitating about purchasing with the markets in an apparently uncertain state. There seems to be an opinion that the recent advances were rather larger than the market justified in view of the favorable crop outlook.

There is little demand for Manitoba flour and some mills are shortening their output. There is no export demand of any consequence. Local firms cabled the British markets on Monday but the price asked seems to be above an export basis. Prices are unchanged.

Manitoba Wheat.

60 per cent. patents	5 50	5 70
85 " "	5 30	5 50
Strong bakers	4 90	5 10

Winter Wheat.

Straight roller	4 50	4 60
Patents		4 60
Blended		5 00

CEREALS—The usual dullness which is prevalent during the summer months seems to be affecting the cereal markets rather earlier than usual this year and things are now very quiet. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 90	3 00
" oats in bags, per bag 90 lbs		2 85
Oatmeal, standard and granulated, in bags 98 lbs.		3 00

NEW FLOUR MILL FOR HAMILTON

Brantford Grain Merchants Will Develop Business in the Ambitious City.

A deal involving the big half of a hundred thousand dollars has just been closed by W. B. Wood, David B. Wood, T. L. Wood and A. J. Wood, of Brantford. Although conducting a separate milling and grain business in Brantford, these gentlemen have joined hands in the purchase of the largest and best flour milling business in the city of Hamilton. The property was owned by the well-known firm of Lake & Bailey and is situated in the very heart of the city. The new owners take possession in a few weeks. Messrs. Wood intended to build a new flour mill in the city of Toronto, but could not get a proper title to the site selected for the plant. David B. Wood will make his home permanently in Hamilton and become the active manager of the big mill. D. B. Wood is a practical miller of long experience and first-class business ability, and will certainly make the business a success. Cheap water power, abundance of farmers' wheat, first-class railway facilities and a large local demand for flour and feed in a growing city were the features which led the Brantford men to Hamilton. With these advantages the business may be doubled in the near future.

GRAPE CULTURE IN B.C.

Industry Promises to be Extensively Developed This Year.

From present appearances the culture of grapes in the Kettle Valley surrounding Grand Forks, British Columbia will be very extensively prosecuted this spring. It was stated recently that at least 3,000 grape vines will be planted out here during the next few weeks and that that number will be more than doubled next fall, as that

The Woman

who buys the family groceries soon "gets wise" to anything which is specially good. That fact accounts for the success of grocers who make it a point to handle only the best lines in the trade. It also accounts for the great success, as a trade-bringer, of

Mooney's Perfection Cream Sodas

They are made right, baked right, packed right, taste right. They really are "Perfection." Not one poor cracker in a hundred packages.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

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C.E. Colson & Son, Montreal
D. Masson & Co., "
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EDINBURGH

is the proper time for the planting of the vines.

A. D. Morrison, one of the local authorities on grape culture, says that at his private residence in West Grand Forks he has successfully grown grapes and that one vine he has which was just four years of age last year, yielded 75 pounds of grapes. Mr. Morrison states that grape vines four years of age grown in this valley should yield at least 50 pounds of fruit to the vine. These vines if planted ten feet apart would make 175 vines to the acre, which at 50 pounds to the vine would be 8,750 pounds, which, allowing eight cents per pound for the grapes, would make just $700 for the grapes produced on one acre of land after four years. Owing to the great amount of sunshine in this valley this section is especially adapted to the culture of this most prolific of fruits.—Victoria Times.

The Uniform High - Grade Quality of

Ridgways TEA

has built up our reputation and steadily increased our business until now our sales amount to fourteen million dollars yearly, a fact that will prove RIDGWAYS TEA is a business-getter.

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High Quality and absolute Cleanliness Guaranteed.

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Simply Delicious

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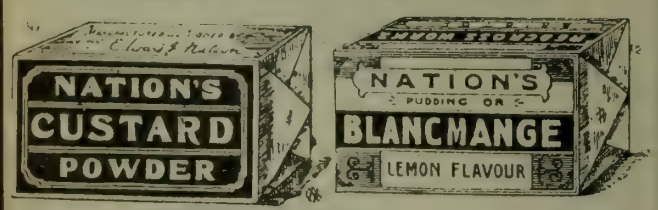

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Our Orange Chocolate Cream Bar

Has made a distinct hit with the Canadian public. It is a delicious confection, and being saleable at a popular price it is in demand everywhere. Grocers handling the line are making good profits.

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CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

What Cocoa Are You Selling?

Not what cocoa are you KEEPING! To you, a cocoa or anything else is only so good as it SELLS. You can't keep

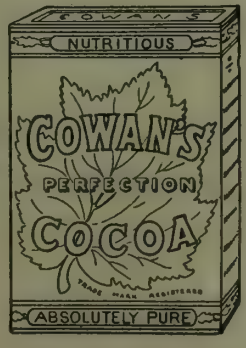
COWAN'S

Cocoa and Chocolate

It sells everywhere — all the time

Long experience with the trade in Canada has taught us to produce cocoa and chocolate that

YOU CAN SELL



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Right away is the time to stock up that Sterling line for summer trade.

MACE'S

Original Ice Cream Powder

makes a delicious ice cream by simply adding boiling milk. Popular price. No fantastic summer fancy, but a staple line yielding you a good profit.

A. H. MACE & CO.

746 Notre Dame St. West, - MONTREAL

NOVA SCOTIA TRADE NEWS

Record Lobster Shipments to American Markets, Fish Markets Otherwise Quiet —Large Molasses Cargoes for Newfoundland—Some Local Changes.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., May 11.

A slight decline in the price of butter and an advance in the price of eggs are the outstanding features of the grocery markets this week. A drop in butter was looked for, but the rise in the price of eggs came as a complete surprise to the trade. The butter market is still fluctuating. Early last week creamery dropped one cent per pound, but the new price did not last long, for on Wednesday it was back at the old figures. The receipts of dairy butter are improving, but not in sufficient quantity to afford any very great relief to the market. The jobbers are, however, living in hopes that an early break will come and that the prices will ease off. The receipts of eggs this week have been very limited and as a result prices have taken an upward tendency. Twenty cents per dozen is the price asked, an advance of three cents. About the middle of the week the stocks held by many of the jobbers had been cleared up, and as is usual at such times, the demand was brisk. What has caused the decreased receipts is not explained, as the weather holds good and the hens should all be laying. So far as known, very few eggs are being exported. The new price is not expected to hold very long.

The fruit business is very good and most of the jobbers are now kept pretty busy. Prices are high in most lines. Jamaica oranges have been advanced about fifty cents per barrel and valencias show a similar increase. Floridas are about done. Jamaicas are quoted at $6, California navels at $3 to $3.50 for 96's and valencias from $5 to $6. Lemons are quoted at $2.75 for 300's, and bananas at $2.50. Pineapples are selling from 18 to 25 cents each and tomatoes per crate of six boxes at $3.25. Cucumbers are ten cents each. American cabbage is now on the market and the price is high. Jobbers say that there is not much money in handling it, but they have to keep it for their customers. Bermuda onions are now coming in and the quality is good.

Sugar is steady at present, the refiners not meeting the recent advance of twenty cents in the raw article.

Canned goods are selling freely, with the price steady. There is a growing demand for jelly powders and the jobbers report large sales of this class of goods. There is not very much doing in dried fruits at present. Fairly good stocks are held here.

There is a good demand for vegetables and the stocks on hand here are in very good condition, better than is usual at this season. In Prince Edward Island potatoes are selling at 35 cents per bushel and turnips at 20 cents.

The fresh fish markets are quiet at present, and the catches are small, owing to the unfavorable weather for carrying on operations. Halibut is much scarcer than usual, but lobsters are in good supply. Large shipments continue to be made to the American markets. The record shipment of the season was made to Boston the other week, when the steamer Boston, from Yarmouth, took 150,000 live lobsters, the consignment being valued at $30,000. This gives some idea of the value of the lobster industry in Nova Scotia and the returns that the fishermen receive for their labor. The stocks of salt mackerel in this province have been cleaned up. There is a shortage in the American market, and the demand is good. No fresh mackerel have been taken in Nova Scotia as yet, but the time for the fish to strike in is near at hand. Some good catches of herring are being made on the Cape Breton coast.

William Kane, who has been managing J. L. Archibald & Son's grocery on Spring Garden Road, has resigned his position. Edmund Clarke, brother of the present proprietor, is now in charge of the establishment.

A new grocery store has been opened on the corner of Great George and Euston Streets, Charlottetown, P.E.I., by McLeod & Johnston.

Record cargoes of molasses arrived at St. John's, Newfoundland, this week, four large vessels coming in from Barbadoes. The barque Victor had 329 puncheons and 300 barrels; the schooner John Flewellyn 344 puncheons, 31 tierces and 33 barrels, the barque Aureola a full cargo and the barque Lavinia landed 551 puncheons, 58 hogsheads and 100 barrels.

OUR HONEY IN GERMAN BEER.

Opportunity for Larger Development of Markets Abroad.

Opportunities for the development of the Canadian export honey trade are pointed out in the following paragraph taken from a letter from J. B. Jackson, Canadian Trade Commissioner in Leeds:

"There appears to be no reason why Canadian honey should not enjoy a larger sale on the British market than it does at the present time. From such countries as Jamaica and Australia, considerable quantities of this product arrive; in fact, only recently a large consignment of 444 barrels weighing close upon 40 tons was imported into this district from Chili. The largest honey buyers in this country are undoubtedly those firms engaged in the manufacture of patent medicines, sweetmeats and confectionery goods. At the same time, however, it should also be of interest to those dealers in Canada who may be inclined to open up the trade to know that large quantities of honey are used in the lager beer industry in Germany. Indeed, manufacturers in that country are said to be keen competitors with local buyers for the supplies that reach English ports. When imported in anything like large quantities, this commodity is generally sent in barrels holding from 1½ to 6cwts. Canadian exporters, however, would do well to remember that as there are so many sources of supply, it is necessary to always forward samples when submitting prices to English buyers."

In a further paragraph Mr. Jackson gives some hints which should be of considerable service to Canadian firms desirous of developing an export business. He says:

"It would appear that some exporters in Canada have not yet thoroughly appreciated the importance of sending samples of their wares to prospective buyers on this side before they can successfully establish trade relations with them. Instances could be given where some shippers have been working under the impression that trade can at once be opened up simply by quoting f.o.b. or c.i.f. prices for shipments, anticipating that the importer would reply with instructions to have the goods sent forward. Seldom is it the case, however, that an importer will trouble to reply to correspondence without a sample from which he can be enabled to form an opinion as to the value of the goods offered.

"It must also be remembered that competition with other sources of supply is becoming keener every month, especially with those countries which have the advantage of close proximity and frequent steamship sailings to English ports. This fact is appreciated to its full value by foreign shippers and if Canadian exporters are to hold their own in the increasingly keen competition the importance of the sample no less than that of the price of the goods will at once be realized as an indispensable precedent to business."

A CHANCE FOR FRUIT EXPORTERS

English Agencies Anxious to Handle Canadian Canned Goods.

J. B. Jackson, Canadian Trade Commissioner at Leeds, Eng., in the last report of the Department of Trade and Commerce, gives some information which might prove of value to Canadian exporters of canned fruit, as follows:

"Some influential firms of produce distributors in this district have recently put themselves into communication with this office with a view to securing the buying or selling agency of Canadian firms exporting canned fruit. What is principally required in this line is canned apples put up in tins holding one gallon, but, at the same time, it may be said that almost any kind of canned fruit could, with little difficulty, secure a ready sale in supplying the demands of the restaurants and other trades."

F. Savage, recently with Bovril, Limited, Montreal, has accepted a position with the Eze Company, Toronto and will cover the territory between Montreal and Windsor.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

Mid-Summer Lemons

November Cuts

We have ample supplies of these Lemons to offer the trade. Would suggest that you secure 5 or 10 boxes at present prices. With warmer weather prices sure to advance.

Preserving Pines

Do not delay advising your customers to secure what they require now.

DEMAND for Strawberries and Tomatoes is growing daily. Have we had an order from you?

New Vegetables Daily

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

Markets Active Under Good Demand— Oranges Advancing—Canadian Green Stuff Coming in More Freely—Easier Tendency in Fish.

The warm weather and sunshine of the past few days is causing a rather more brisk condition in these lines.

In the fruit markets the feature is the stiffening in price of naval oranges, which seem to be climbing to a $4 basis. Pineapples are coming on the market in quantity and are in good demand. Strawberries also are arriving freely and in good quality.

The imported hot-house green stuff is easing off as warm weather comes on and the demand for imported goods is lighter as the Canadian supply is growing wider. Celery is practically off the market. Other lines are fairly steady.

The fish markets display an easier tendency with large arrivals of fresh stock.

MONTREAL.

GREEN FRUITS—Almeria grapes are the only product in this market which has changed materially. They were quoted at $5 last week, maximum price, while to-day the maximum price quoted is $6 per keg. Cape Cod and Nova Scotia cranberries are now off the market entirely. Bananas are in fair demand at firmer prices. Supplies are plentiful. The opening of navigation has given a spurt to all lines.

Bananas, fine stalk	1 75	2 25
Cocoanuts, new, per bag		4 50
Lemons	2 00	2 25
Navel oranges	2 50	3 50
Florida oranges, box		3 50
Mexican oranges		2 50
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	4 00	5 50
Pineapples, case		5 50
Grape fruit, box		3 25
Almeria Grapes, keg		6 00
Strawberries, qt	0 7	0 20
Apples	3 00	5 00
Bitter oranges		1 25
California Blood Oranges	3 00	4 25

VEGETABLES—The closer approach of summer is having its effect on this market, as several lines have eased off considerably, chief among which are Boston lettuce, radishes and green beans. California celery is now cleaned off the market.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz		1 00
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	2 00	2 50
Turnips, bag	0 75	0 95
Celery, doz	0 25	1 00
Water cress, large bunches, per doz		0 75
Spinach, bbl	3 00	3 25
Green peppers, crate		3 50
Boston hot house cucumbers, doz		2 00
California asparagus, bunch	0 60	0 75
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket		3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Tomatoes, Florida, crate	3 50	4 00
Tomatoes, hot house, per lb		0 30
Spanish onions, small crates	0 70	1 05
" " large crates		3 00
Canadian onions, lb		0 03
Egyptian Onions		0 03
Boston lettuce, hot house, per doz	0 25	1 00
Radishes, doz		0 40
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75
Horse radish, per lb		0 12
Beans, green, basket	3 00	3 25
French beans, wax	6 25	6 50
Egg plant, doz		2 50
California cauliflowers, per crate of 16		8 00
New cabbage, crate		2 75
Florida Celery crate	2 75	3 00
New potatoes, per lb		0 06

FISH—This week presents no special feature in this market. Prices remain about the same with the exception of pike, which is lower. We have quoted pike (brochet) dressed at a range from 5c to 8c and now this maximum figure may be put at 8c. Fresh haddock and cod are in good supply.

Fresh and Frozen Fish.

Haddock, per lb	0 04½	0 05
Fresh halibut	0 09	0 10
Mackerel, "		0 08
Dore, "	0 07	0 08
Pike, lb	0 04	0 06
Whitefish lb	0 05	0 09
Flounders lb		0 08
Bluefish lb		0 15
Shad, each		0 40
Striped Bass, lb		0 12
B.C. salmon, lb	0 09	0 10
Qualla Salmon, lb	0 07	0 08
Smoked and Salted—		
Haddies, boxes, per lb	0 07½	0 08
Kippered Herring, 50 in box		1 10
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		0 90
Skinless cod, 100 lb. cases		5 50
Strictly boneless pure cod, boxes	0 08	0 13
Boneless cod, 20 lb. boxes		0 06½
Boneless fish, 20-lb. boxes, blocks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Oysters and Lobsters—		
Malpeques, bbl		6 00
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl		3 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, large lb		0 04
Green cod, ☐ 1 lb		0 03
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The sunshine of the past few days has brought about a notable activity in the local market. The feature this week is the high prices of oranges. Stocks of navels are light and dealers predict that a $4 basis will be reached shortly. Messina Ovals are showing well, both in quality and weight. Bananas are steady and strawberries are coming in freely in good quality. Pineapples are also being delivered freely and the demand for these goods is excellent, as the preserving season for them is approaching.

Oranges, Navels	2 75	3 50
" Valencias	3 00	5 00
" Bahamas	2 00	2 25
Oranges, Blood		2 25
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messinas, new crop	2 50	2 75
Lemons, California, new		3 75
Grape fruit, 54's 80's, 96's	5 75	6 25
Grape fruit Bahamas	3 00	4 00
Apples, No. 1 winter fruit	2 25	3 00
" No. 2 "	1 75	2 25
Apples, fancy spies	3 50	4 50
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00
Pineapples	3 25	3 75
Strawberries, qts	0 17	0 20
Rhubarb, per doz	1 25	1 35

VEGETABLES—Several lines are firmer this week under the influence of brisker demand. Old potatoes are up 5 to 10 cents. Egyptian onions are firmer and imported cabbage is also advanced. Celery is practically done, only cold storage stuff being left on the market and imported spinach is also becoming scarce. Cucumbers are easier. The arrivals of Southern green stuff

are easing off a little as the Canadian goods appear.

New Brunswick Delawares, per bag		1 10
Potatoes, Canadian, per bag		1 05
Potatoes, new, bbl.	6 00	8 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate		2 25
" per bag	1 45	1 50
" green, per doz., Canadian	15	0 20
Onions, Egyptian, per sack	3 00	3 25
Cabbage, new, per crate	2 00	2 50
Carrots, Canadian, per bag	0 50	0 75
Carrots, new, per doz. bunches		0 85
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 75	0 85
Parsley, per doz.		0 50
Celery, Florida per crate	3 00	3 50
Celery, California, crate		4 75
Celery, Canadian, per doz.	0 35	0 40
Lettuce, imported "	1 00	1 25
Lettuce, Canadian, doz.	0 30	0 75
Cucumbers, imported, per doz.		1 75
Tomatoes, imported, per crate	2 50	3 25
Mushrooms, per lb.		0 65
Radishes per doz., Canadian		0 50
Spinach, Canadian, bush		1 00
Asparagus per bunch	0 50	0 65
Beets, dozen bch	0 50	1 00
Carrots, dozen bch	0 75	1 00
Parsley, dozen bch		0 50
Egg plant each		15 20

FISH—Almost every line is easier this week under large arrivals of fresh stock. Trout is plentiful and bluefins, perch, Lake Erie whitefish, cod and haddock are all in good supply. The quality, too, is notably good, and a brisk business is being done.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.		0 10
Herring, medium, per lb.	0 06	0 07
Whitefish, Lake Erie	0 10	0 11
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb.		0 10
Oiscoes, per basket	1 15	1 25
Halibut, fresh caught		0 10
Shredded cod, per doz.		0 90
Live lobsters		0 18
Bluefins, small white, per lb.		0 07
Oysters, in shell, per 100		1 00
Haddock, fresh		0 07

SECOND FRUIT BOAT.

The steamship Bellona, from points on the Mediterranean, carrying a cargo of 35,000 cases of oranged and lemons, also a mixed cargo of other Mediterranean products, including marble and wine chiefly, is now in Montreal.

OPENING AFTER FIRE.

Jos. Patterson, whose grocery at 19 Howard St., Toronto, was badly gutted by fire about three months ago, has since been busy rebuilding and remodelling the premises. He opened again this week with a brand new outfit of fixtures and a general new stock, and has issued an invitation to his old customers to visit the new store.

B.C. ASSOCIATION PROGRESSING.

The British Columbia Retail Merchants' Association continues to make rapid progress. A successful organization meeting was held last week in Nanaimo, B.C., and a substantial membership enrolled for that district. Secretary William J. Butt is being assisted in his organization work by Wilfrid Ledoux, who has had considerable experience in that line of work in the Prairie Provinces. Mr. Ledoux has been a retail merchant himself and can talk from experience of the benefits of organization.

J. R. Stewart, general merchant, Gelert, Ont., has assigned.

Snowdon, Forbes & Co., commission grocers, Montreal, have dissolved.

PINEAPPLES

Season is now at its height. Prices are low and quality fine.

Sizes, 18s, 24s, 30s and 46s. Perfectly ripened and sound.

CABBAGE, CUCUMBERS and TOMATOES

Full direct cars of the above are being received daily by us.

SEND US YOUR ORDERS

WHITE & CO., LIMITED
TORONTO AND HAMILTON

Our Man on the Spot (Montreal) wires

"Have carefully examined Fremona cargo—"St. Nicholas" and "Home Guard" exceptionally superior November cut fruit.

W. B. Stringer & Co., Sole Agents, Toronto

FANCY RIPE

Pineapples, all sizes
Bananas, fat fruit

LOWER PRICES THIS WEEK
also
FLORIDA TOMATOES, Fine Quality
CAROLINA STRAWBERRIES, quart boxes

Send us your orders

HUGH WALKER & SON
GUELPH, ONT.

The T. A. Garland Co., general merchants, have sold their grocery department to M. J. Campbell.

Kruse Bros., grocers and butchers, Seaforth, Ont., have sold their business to M. M. Sundy.

BRANTFORD CORRESPONDENCE.

May 11.—There has been some difficulty here recently regarding the purchase of supplies on the market by local grocers and butchers at an early hour on market days. In the past there has been a by-law covering the matter but the city council some time ago amended it so that merchants or dealers could purchase at any hour. There is now an agitation on the part of some citizens to have the restriction renewed.

* * *

Fred. M. Smith has purchased the grocery business of G. W. Grantham at 120 Dalhousie St.

* * *

Brantford has a co-operative grocery concern. An incorporated company has been organized and a business established on Dalhousie St. George Keen is the president. A good line of stock is carried and is very attractively displayed. Those connected with the company claim the co-operative plan will prove popular and successful here.

* * *

The local grocers are already planning for the annual excursion of grocers and butchers to the Falls. This year, so far as Brantford is concerned, the trip will be a bigger feature than ever. In former years the excursions have just about cleared out the town.

* * *

The continued financial stringency has its effect on the trade here. In this regard Brantford is peculiarly situated as there are so many factory employes who have to be carried while out of work. There are 5,000 working men in the city and as several of the factories are idle and others running with short hands on part time it becomes necessary for the grocers to give extended credit. The industrial outlook is better, however, and it is expected that there will be plenty of work here in the near future. At present the grocers report that collections are very hard.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

Ship your
DRIED APPLES
before warm weather sets in
O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario

Classified Advertising

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St, Toronto. Phone Main 4673. (19)

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

SITUATIONS VACANT.

WANTED—Salesman for New Brunswick by leading wall paper manufacturer. Address Box No. 193 CANADIAN GROCER.

WANTED—First-class grocery clerk. Apply to Geo. Benger, Port Arthur, Ont. (21)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

MISCELLANEOUS.

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

MERCHANTS—Have you accounts hard to collect? Try our up-to-date system. It brings results, costs little, saves money and worry. Write for particulars to Imperial Collecting Agency, 315 McIntyre Block, Winnipeg, Man.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS
Elliott-Fisher Limited, 129 Bay St., Toronto

FANCY CUBAN PINEAPPLES, Wax Beans, Green Beans, Cucumbers and all Early Vegetables. Inspection Invited.
THE DAWSON COMMISSION CO., TORONTO

RECORD NEW BRUNSWICK BUSINESS

Winter Port Trade for Season 1907-8 Just Closed Well Above Any Previous Year—New I.C.R. Flour Shed—Charter for New Jobbing Firm.

Special Correspondence to The Canadian Grocer.

St. John, N.B., May 11.

Business has been very good lately. A lot of spring orders have been sent out, a good deal of freight being shipped up the St, John river since navigation opened. Seed shipments have been very heavy.

Canned goods are in good demand now and several lots of Bermuda and Egyptian onions that have been received are meeting with a ready sale. Molasses is firmer and another advance of a cent is looked for this week.

Beans advanced 10c to 15c a bushel last week; timothy seed is quoted 10c to 20c higher per hundred pounds; prunes are being held at ¼c advance, and evaporated apples are firmer.

* * *

The new flour shed built by the I.C.R. at York Point is now ready for occupation and commencing this week all flour will be stored there in future. The new building has a capacity of 7,000 barrels and will greatly facilitate the business of the local jobbers. The former shed was much too small for the requirements and delayed the dealers considerably.

* * *

The St. John Board of Trade is endeavoring to arouse a more general interest on the part of business men, in the work of the board. It is now proposed to make a special effort to increase the membership during the present year. What is termed a "Booster Committee" has been formed and its members are diligently canvassing the merchants and professional men to have their names added to the roll. The committee is as follows: J. N. Harvey, T. H. Estabrooks, H. B. Schofield, S. W. McMackin, W. H. Nase, J. Hunter White, R. T. Hayes, H. Colby Smith, Alex. Fowler, E. M. Sipprell, W. S. Fisher and F. A. Dykeman. It is felt that the young business men of the city should take a more active part in the work of the board, and the present movement is designed to secure the active interest and co-operation of as many as possible of these persons. Some 50 additional members have already been secured.

* * *

The winterport season of 1907-08 was brought to a close last week. The exports in this period were the largest since the winterport business commenced in 1895-6. The largest previous valuation was in 1905-6, when the exports totalled $23,615,001. Last year there was a falling off in the value, the total being $20,120,430. This year, despite the gloomy reports of financial depression, one hundred and ten steamers took away cargoes valued at $23,685,-160, which is an increase of $3,564,730 over last year and $70,159 over 1905-6. The shipments of grain amounted to 6,377,974 bushels, which is nearly double the amount sent forward last year. The live stock shipments were considerably less than last year, in fact, about half, but the amount of package freight was correspondingly greater.

* * *

Charles H. McDonald, wholesale tea merchant, who has been carrying on business on Water Street for the past two years, has moved to No. 55 Dock Street, the premises heretofore occupied by J. J. McGaffigan. The new quarters are larger and more convenient for handling the steadily growing business.

* * *

H. C. Creighton, H. W. Cole, Margaret C. Cole and William Smith, of St. John, and George D. Grimmer, of St. Andrew's, are applying for incorporation as H. W. Cole, Ltd., the object being to purchase and carry on the wholesale grocery business of Bowman & Cole. The capital is to be $40,000.

* * *

A delegation of Chatham citizens has petitioned the Provincial Government to compel the St. John Exhibition Association to change their dates for this year's exhibition so as not to clash with the Chatham dates. The Government promised consideration.

E. R. Wainwright, grocer, Barrie, has assigned.

We Want Shipments

of all kinds of fruits, vegetables and produce. Best treatment and prices. Make enquiries of us. Best facilities in Ottawa Valley for handling your trade.

Also in a position to supply your wants at attractive figures in all imported lines.

DOMINION FRUIT EXCHANGE

52 Nicholas Street, OTTAWA

AUCTION 3 TIMES A WEEK.

Brunswick Brand

we now offer

NEW PACK

Sardines

¼ Oil Sanitary
¼ Oil Hand
¼ Mustard
¾ Mustard

WRITE FOR SAMPLES

Connors Bros., Limited

Black's Harbor, N.B.

Your Profit, Mr. Grocer,

depends upon your goods. There is a large profit in our

Royal Sport and Hogen Mogen Cigars

and there is steady profit, because smokers return for these famous brands, which, in the matter of quality, are unequalled. Manufactured by

The Sherbrooke Cigar Co., Sherbrooke, Que.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

GROCERY FACTS.

Something About the Goods Handed Over the Counter Every Day.

SELF-RAISING FLOUR.

Often prepared by merely adding baking powder to ordinary flour. Many of them contain only a very small proportion of tartaric acid and too much bicarbonate of soda. The acids and carbonates should be mixed in the proportions required to neutralize each other.

By mixing 2 ounces of tartaric acid and 4 ounces of bicarbonate of soda with every 14 pounds of well-dried flour of a good quality a superior self-raising flour is easily produced. Three ounces of cream of tartar may be used instead of the tartaric acid if more convenient. A little ground rice may also be added to advantage.

SOUCHONG TEAS.

These are general names for three or four assortments of fine black teas.

The Chinese term for them is Sian chung, signifying "little plant," or "little sprouts."

The smallest are called Pha-ho ; the largest, Toy-chong ; and a medium size, Pow-chong.

Souchongs rank next to Pekoes, and are very strong, but lacking the delicate flavor of the latter, although generally scented with the flowers of the Tasmanium sambic and Gardenia florida.

First Souchong is a grade better than second Souchong, although growing on the same shoot.

SPAGHETTI.

A smaller or finer sort of "paste" made in Naples, from the same flour and in the same way as macaroni, vermicelli, etc., but in long straight lines.

The words in Italian literally signify "little threads," hence it is of a much thinner and more fibry appearance than vermicelli and appears to be coming very much into fashion.

TRADE NOTES.

Empsey Bros., grocers, Montreal, have dissolved.

Louis Slobinsky, general merchant, St. Louis, Man., has assigned.

James Maynes, grocer, London, has sold his business to Boug Bros.

Fred. Kohli, Hespeler, has bought J. E. Klager's grocery business in that town.

The stock of T. J. Noble, general merchant, Prince Albert, Sask., has been sold.

Robillard & Poissant, general merchants, St. Edouard, Que., have dissolved partnership.

In one mail this week Hudon, Hebert & Co., of Montreal, received orders for forty gross of Bon Ami.

E. A. Cole, paper and twine dealers, have removed from Youville Square to 311 St. Paul St., Montreal.

Thos. Bell, Sons & Co., Montreal, have removed from 30 Hospital Street, to 6 St. Sacrament Street, room 23.

William C. McCuaig, of the Walker Bin and Store Fixture Co., Toronto, was in Montreal for a few days this week.

A curator has been appointed for the American Dressing Co. and the American Fluid Beef Co., both of Montreal.

H. J. Merritt's grocery store at Louisville, Ont., was burglarized on the night of May 7 and $100 worth of goods stolen.

E. Rechnitzer, general manager of the Canadian Packing Co., London, Ont., was in Montreal this week, and was taken around the trade by A. Watson, the firm's Montreal agent.

W. Richards, who bought the grocery and confectionery business of W. M. Ridley, of Manitou, Man., four months ago, has sold to W. Gammon, of Morden.

The Selkirk Canning Company, Selkirk, Man., has been incorporated. Directors, W. R. R. Bullock, J. W. Simpson, D. J. Dyson, J. D. Windrum and W. R. Mulock. The capital stock is $40,000.

W. T. Paterson will open a grocery business on Bridge Street, Belleville, on May 15. Mr. Paterson was formerly connected with the Steele, Briggs Seed Co. for a number of years, and promises to do well in the retail business.

Purity Castile Soap, Limited has been incorporated with head office at Toronto and share capital of $100,000, to manufacture soap, oil and perfumery. The provisional directors are: A. G. Griffin, M. Moyer, W. C. McKay, J. W. McFetridge and W. M. Hall.

The E. W. Gillett Co., Ltd., were represented by a "Magic Baking Powder" booth at St. Thomas' Church bazaar, St. Catharines, Ont., May 7 and 8, the proceeds from the sale of the powder was given to the Ladies' Aid Society of that church.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

Display a Few Boxes of the
5c. CHAMPLAIN CIGAR 5c.
and watch your sales jump.
The cigar is right. Your profit is right.
The Tercentenary is working for your benefit.
JOS. COTE, QUEBEC
Importer
Established 1887

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

WALKER BIN FIXTURES

The manager of a large Western Departmental Store shown above writes:—

"They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them .... We consider the money put into them a splendid investment."

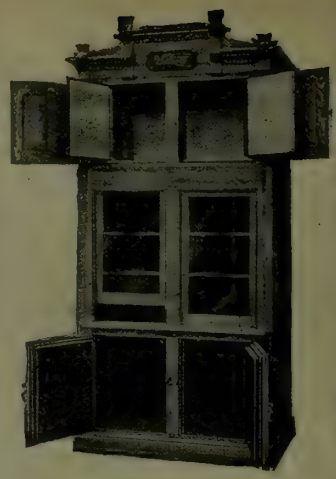
Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man. Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Keeping Books By Machinery

There was a time when the only way to harvest grain was by means of a hand sickle. Then came the cradle, and finally the self-binder.

Some firms still stick to the old-fashioned way of keeping their books; and this in spite of the fact that the

Allison Coupon System

works automatically and like a piece of machinery and is as much cheaper and better as is the self-binder and thresher better than the sickle and flail. Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

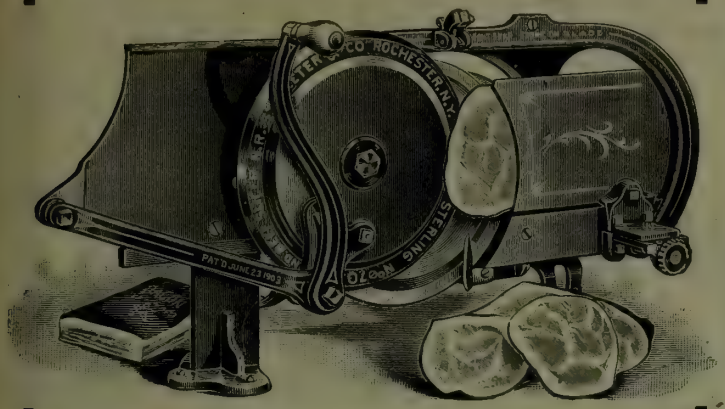
WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

THE STERLING

Equal to any slicer at any price at one quarter the cost.



Do your customers complain at their bacon being cut too thick or their cooked ham being haggled and uneven?

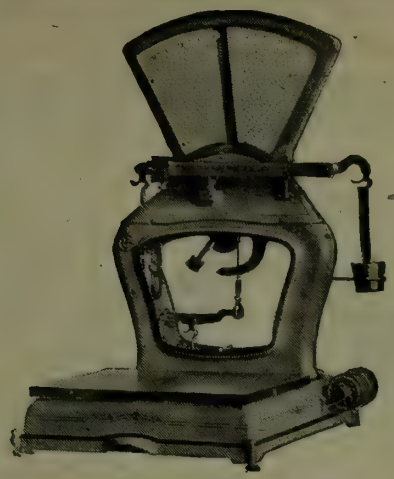
Do you complain at the loss of the ends and the waste which occurs in the old way of cutting with a knife?

THE STERLING cuts to the last slice.

Write us for illustrated booklet and full information.

HOWARD BROS. **Brantford**

CANADIAN AGENTS



BEFORE YOU BUY A COMPUTING SCALE

NO. 70 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

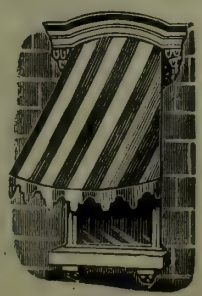
Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.

JAS. F. SONNE, Proprietor and Manager

193 Commissioners Street, - Montreal

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

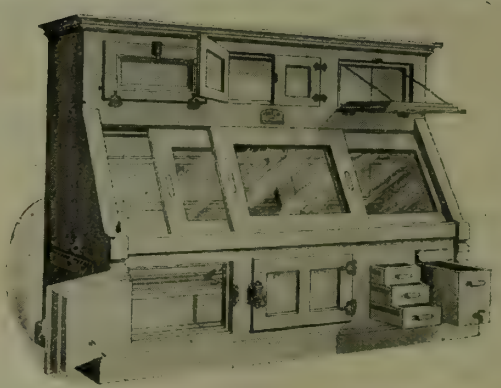
THE N. K. FAIRBANK COMPANY, Montreal

Mr. Grocer, Be up-to-date and use the

Aubin's Patent Refrigerator

Perfect Dry Air Circulation.

Highest testimonials from leading grocers in Canada.



Made in 10 sizes.

Silver Medal Quebec Exhibition.

Diplomas:
Ottawa, Montreal and Toronto

C. P. Fabien
Manufacturer
Montreal

Toronto Sample Room: Stewart & Co.
Representative, 178 Victoria St.

A Remarkable Year

We have been in business for over a year. Our record has been one of continual growth. From 140 new claims in May 1907 we have reached to 425 in the month of April last.

Have collected $10,959.99 for our clients during the past twelve months.

We can help you as we have helped those who have supported us during our first year in business.

THE BEARDWOOD AGENCY
313 New York Life Building
MONTREAL

FIXTURES, COUNTERS AND SHOW CASES
designed and made to suit your business at surprisingly moderate prices. Before fitting up or making alterations, write or phone me
J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 15, 1908.

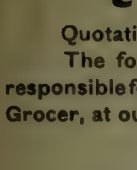
Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1 lb. tins, 3-doz. in case, per doz.	2 00
½ lb. " " "	1 20
¼ lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" ■	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

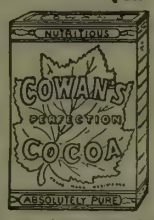
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz, $1.
White Swan Flaked Peas, per doz., $1.

CHOCOLATES AND COCOAS.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb.	0 22
Special quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—
Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 [illegible]
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼'s (for cooking), doz	0 90
Prepared cocoa, ¼'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ¼'s	0 42
" " ½'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoas, 1-5, ¼, ½, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 [illegible]
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
"Reindeer" brand per case (4 doz.)	5.75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.	
Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1-and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 [illegible]
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

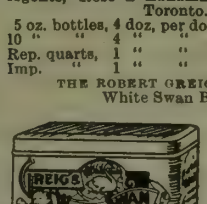
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

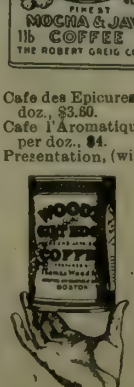
THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.50.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00
Imperial holder—	
Large size, doz. 18 00	
Med. size " 17 50	
Small size " 12 00	
Roquefort—	
Large size, doz. 1 40	
Small size, " 2 40	

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box. "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$2, $3, $5, $10, $15 and $20.

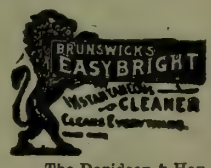
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	each 03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz. $2.50
Chocolate (Straight)	Contains 2 doz. $2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz. $2.50
Lemon (Straight)	Contains 2 doz. $2.50
Unflavored (Straight)	Contains 2 doz. $2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 35
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 35
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Another Store-keeper Sued for Damages

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts $15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. ***RISING SUN*** Stove Polish and ***SUN PASTE*** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

PURE CASTILE SOAP

We have just been appointed agents for a famous French house. Purest Castile Soap —**72% best.** We are in a position to fill import orders, or quote you prices ex-warehouse.

SAVONS FRANCAIS

C. Pagnuelo, Manager

Offices: 235 Coristine Building MONTREAL Factory: 1653 Notre Dame St. East

PURE MALT

VINEGAR PICKLES SAUCES

HIGHEST QUALITY ONLY

Stock our products and notice the growing satisfaction of your customers. We've been studying vinegar and sauces for over 150 years, taking advantage of any opportunity for improving in taste or quality, and there's no line on the market so sure, so high class, or so popular.

We have already despatched some carloads. Have YOU ordered for the season?

PURNELL & PANTER, Limited

Bristol, England

Canadian Agents:

E. McMichael	St. John, N.B.
H. Haszard	Charlottetown, P.E.I.
Erb & Rankin,	Halifax, N.S.
C. S. Harding	Quebec & Montreal
Kyle & Hooper	Toronto, Ont.
Bickle & Greening	Hamilton, Ont.
Carman Escott Co.	Winnipeg, Man.
C. E. Jarvis & Co.	Vancouver, B.C.

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... " 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80
in 5, 7, 14 and 30-lb. pails.

Jelly Powders

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

IMPERIAL DESSERT JELLY

Cartons each 1 dozen, Cases each 12 cartons, per gross.....$10 50

Terms net 30 days, or 1 p.c. 10 days.

Flavors—Lemon, Orange, Vanilla, Pineapple, Raspberry, Strawberry, Red Currant Cherry, Calves Foot.

MacLaren Imperial Cheese Co., Limited.

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 2 00	
20-lb. tins .. 1 90	
Cases 3-lb .. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
5 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of 2 doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....per doz.	$1 40
"	½-lb. tins ..... "	2 50
"	1-lb. tins ..... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F.D	½-lb. tins .....per doz.	0 85
"	1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's		$5 75
" pts. 24's		6 50
" ½-pts. 24's.....		25

Sauces.

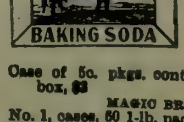
PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 50 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " }		2 75
" { 60 ½-lb. " }		
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases.....		5 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

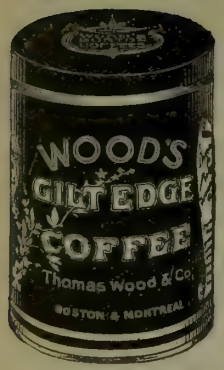
Maypole soap, colors.....per gross		$10 20
" black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish.....	"	18 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—		per lb
No. 1 White or blue, 4-lb. carton.		$0 07
No. 1 " " 1-lb. "		0 07

The Slogan of the Future



ESTABLISHED 1879

An expert in trade progress makes this bold statement:

"Each year it becomes more and more necessary for the retailer to confine his attention to goods of known value."

And on the firm and lasting foundation of merit and worth

WOOD'S COFFEES

stand forth. Their "known value" has been demonstrated for more than a quarter of a century.

The Grocer who "confines his attention" to them reaps his reward in profitable trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

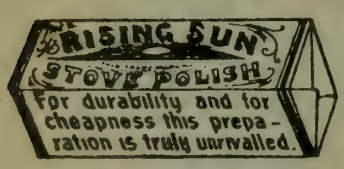
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 [illegible]
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 08
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 00
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03½ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton 75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

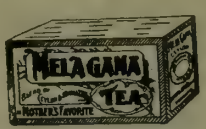
BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 21	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 ½-lb.	
" " 120 ¼-lb.	0 36

MELAGAMA TEA.

put up in 50 and 100 lb. boxes.



	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s		0 32
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 [illegible]
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 46
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 [illegible]
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 85
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz	$ 110
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case	0 62	0 67
6 " "	0 82	0 87

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

...FOR...
Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:
ROSE & LAFLAMME, LIMITED
Montreal and Toronto

"Sun Burst" Reg'd.
"Non-Pareil" Reg'd.
"Salad, Edible and Cooking Oils"
WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,
MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL-ST., - - MONTREAL

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

LEA'S

The Pickle with th

Our doubts are traitors, don't doubt, but try a small quantity of our TID-BIT PICKLE when we put it on the market in August. This is the only way that we can convince you that our goods have a flavor that can only be produced by a woman, and that once tried by the consumer, become a household necessity.

A Canadian Pickle of Quality, made in Canada from Canadian Products.

PACKED BY

The LEA PICKLING an

SIMCOE,

LEA'S

Home-Made Flavor

We could by the use of Vinegars, Spices, and Mustards of a lower grade, greatly increase our profits. We could by the use of Saccharine in place of Sugar (of which we use nothing but the best Granulated) again increase our profits, we could by allowing the processing of these goods to be done in a slipshod manner again increase our profits, we do not do these.

Made from Mrs. Lea's Home-Made Recipe.

PRESERVING CO., Ltd.

ONTARIO

PRIDE OF CANADA

SYRUPS AND SUGARS

In your own interest you should know these facts

¶ Every producer from whom we purchase must give a signed statement that every gallon maple syrup we buy from him is absolutely pure, that it is made from the sap of the maple tree only.

¶ Our factory is right in the heart of the maple forests, in Quebec province, the largest producing district in the world.

¶ You have our absolute guarantee that the sugars and syrups offered you are not adulterated in any respect. The recent inspection of maple products taken from stores all over Canada, showed that **Pride of Canada** goods alone proved their claim of absolute purity.

We lay stress upon PURITY, because it pays you to sell PURE GOODS

Pride of Canada Syrups are put up in glass and tin (as illustrated), in pints, quarts, ½ gallons, gallons and 5 gallons, and in 15 and 25 gallon barrels.

PRIDE OF CANADA MAPLE-SUGAR

A READY SELLER

This line is put up in neat boxes, 54 cakes to a box. Each cake retails with good profit at 10 cents.

The majority of good Canadian wholesalers all over Canada sell **Pride of Canada** goods. Prices and samples gladly furnished representative wholesalers.

Retailers who have trouble in getting **Pride of Canada** products should write us direct.

MAPLE TREE PRODUCERS' ASSOCIATION, LTD.

WATERLOO, QUE.

PRIDE OF CANADA

GOODS THAT ARE GOOD GOODS

Greig's White Swan Blend Coffee
Greig's White Swan Jelly Powders
Greig's White Swan Spices
Greig's White Swan Baking Powder
Greig's White Swan Flavoring Extracts
Greig's White Swan Cocoanut
Greig's White Swan Cream of Tartar
Greig's White Swan Flaked Wheat
Greig's White Swan Rolled Oats
Greig's White Swan Buckwheat Flour
Greig's White Swan Wheat Kernels
Greig's White Swan Graham Flour
Greig's White Swan Whole Wheat Flour
Greig's White Swan Gluten Flour

THE ROBERT GREIG CO., LIMITED

WHITE SWAN MILLS **TORONTO**

JAPAN TEAS

Lead the Market

BECAUSE climatic conditions in Japan are conducive to highest perfection in tea cultivation.

BECAUSE they are purest in method of preparation.

BECAUSE they are uniform in quality.

BECAUSE no teas grown elsewhere possess the many qualities of Japan Teas.

Grocers handling Japan Teas always hold their tea trade

Malta-Vita

"The Perfect Food"

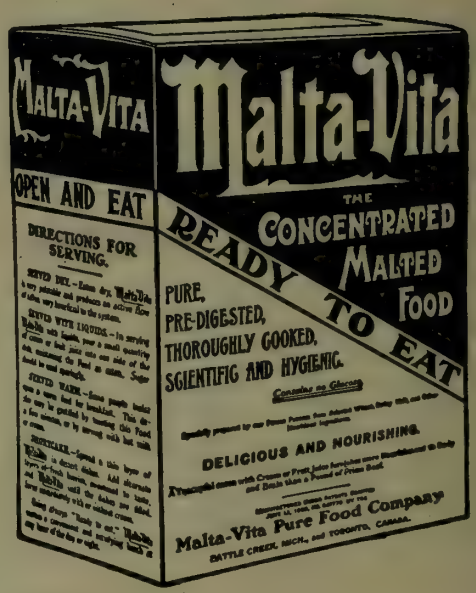
Malta-Vita is made from the best wheat and malt extract.

A healthful and delicious food, combines moderate cost and high quality.

No better cereal can be bought at any price.

Pays the grocer a good profit, and pleases his customers.

Order from your wholesaler, or write direct for quotations.

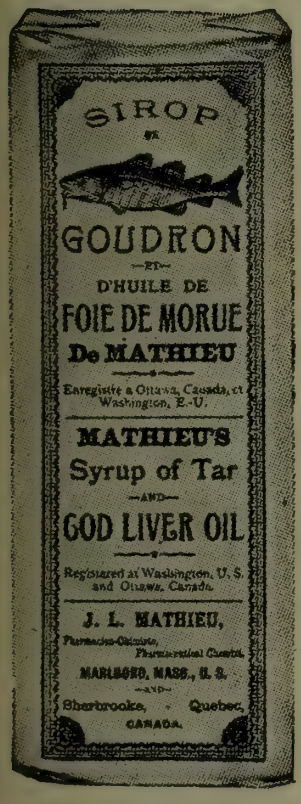


Malta-Vita

"The Perfect Food"

Malta-Vita Pure Food Co.

TORONTO, ONT.



The Constantly Increasing Sale

of Mathieu's Syrup of Tar and Cod Liver Oil and [illegible] obliged us to erect this large new building. Our aim has ever been to make the best possible products. The increase in our business—the lasting success achieved by our preparations are due to our constant efforts to satisfy our customers.

Mathieu's Syrup of Tar and Cod Liver Oil

This is a perfect combination for strengthening and building up constitutional weakness. It is particularly effective in preventing, alleviating and curing all chest and throat troubles. It not only cures the cold—but so tonifies the system as to make its return almost impossible.

MATHIEU'S NERVINE POWDERS

This is a magic cure for all headaches, nerve pains, neuralgia, etc. They contain no opium, morphine, chloral or any other dangerous narcotic or poison. Hence their safety for family use. They relieve insomnia, soothe the nerves and give restful sleep. When taken in conjunction with Mathieu's Syrup they are the quickest cure for any feverish cold.

SOLD BY ALL WHOLESALE DEALERS.

J. L. Mathieu Co., (Props.), Sherbrooke, P.Q.

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

UNEXCELLED FOR QUALITY

EVERY PACKAGE GUARANTEED

Box Calf Combination For Ladies' and Gents' Box Calf, Vici Kid and all Black Shoes.

Russet Combination For all kinds of Russet and Tan Boots and Shoes.

Ladies' Special For Ladies' and Children's Fine Boots and Shoes.

French Glycerine To retail at 10c. For Ladies' and Children's Shoes.

Black O A Black Liquid and Paste combined to retail at 10c.

Tan O A Tan Liquid and Paste combined to retail at 10c.

Patent Cream For polishing and keeping soft and pliable all kinds of Patent and Enamel Shoes.

Special Paste In Black and Tan for polishing Box Calf, Vici Kid or Russet Shoes of any kind.

FOR SALE BY

ALL WHOLESALE GROCERS
AND JOBBERS

MANUFACTURED BY

L. H. Packard & Co.

Limited

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF
HIGH-CLASS

SHOE DRESSINGS

Our Famous 5c.

(Silver finished)

Bank Package

(Gold finished)

Very popular package. Gives your tack business a big spurt.
Packed in half gross and gross boxes.

CARPET AND SHOE TACKS

All our tacks are CLEAN CUT and UNIFORM. Are DEPENDABLE.
Always the same.

Prices and samples gladly furnished jobbers.

THE BAZIN MFG. CO.

94 Arago St., Quebec

E. W. Hickson, 77 York St., Toronto, Selling Agent for Ontario

E NICHOLSON

D H BA

CODES
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
" CALGARY.
" EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON &

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

Plates used by courtesy of Christie Brown & Co., Ltd.

APPETIZING ADS.

create a desire for possession, and are the only kind worth while in the grocery trade. Can you imagine any other printing process which shows form, texture, color—almost the flavor—of your product with such fidelity as our THREE COLOR PLATES. The above page taken from a large catalog just issued is a fair sample of what we have done for others. We can do as well for your goods.

Think it over and write for estimates.

THE TORONTO ENGRAVING CO., LIMITED

92-94 BAY STREET

DESIGNERS ILLUSTRATORS ENGRAVERS

ESTABLISHED 1840

They look good

They are as good as they look.

ESTABLISHED 1840

The men who sell

"PANSY BROOMS"

The present day representatives of

H. W. NELSON & CO. Limited

OFFICE AND WAREHOUSE,
92 ADELAIDE W.

TORONTO

FACTORY,
15 17, 19, 21 JARVIS ST.

DO YOU WANT

CANNED GOODS

that retain the natural flavor and will please your customers? If so, insist on having the

ESSEX BRAND

put up at the factory shown below.

REAR VIEW OF FACTORY.

FRONT VIEW OF MAIN BUILDING.

The Essex Canning & Preserving Co., Ltd.

FACTORY AT ESSEX, ONT.

28 Wellington St. E., TORONTO, Canada

Coffees

We Have the BEST SELECTION

The Mecca	The finest coffee the world produces. Recommended by connoisseurs.
Damascus	A coffee equal to any on the market, superior to many offered at higher figures.
Cairo	A rich, smooth coffee, just the grade for good hotels and boarding houses.
Old Dutch Rio	A pure Rio, roasted from high-grade coffee.

The Mecca, Damascus and Cairo Coffees are put up in 50 and 25 pound hinge-lid crated tins, also in cases containing 15 tins, each 2 pounds. The Rio Coffee is sold in 50 and 25 pound tins only.

James Turner & Co., Limited

Hamilton, Ontario

TODHUNTER'S
THE STANDARD FOR COFFEE DRINKERS
THE BEST TONIC FOR BREAKFAST A LUXURY
EXCELSIOR
OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE
COFFEE
TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

Satisfaction

OUR GUARANTEE OF QUALITY

COFFEE AND SPICES — TRADE MARK — ICH DIEN

Established 1845

You frequently find it difficult to secure ABSOLUTELY PURE spices. With adulteration so practised as it is to-day it is not always possible to buy PURE spices and to be sure they are as labelled.

Always Look for Our Name and Trade-Mark

—ON—

BAKING POWDER — CREAM TARTAR
WHITE PEPPER — BLACK PEPPER
GINGERS — ALLSPICE
NUTMEGS — CLOVES, Etc., Etc.

Spices of every nature, whole or ground as required, guaranteed by us to be THE BEST OBTAINABLE. We ought to know—OVER HALF A CENTURY ESTABLISHED.

CORKS AND CAPSULES

S. H. EWING & SONS

96-104 King Street, Montreal
Phones: Bell Main 65 and Bell Main 155

20½ Front Street East, Toronto
Phone Main 3171

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited
Montreal and Toronto.

Canada's Best

Flavor
Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits
being used they are delicious

Appearance
They look tempting and taste as good as they look.

One Glance
and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal and Toronto

TO THE TRADE:

The Tea You Can Sell Quickest Is

CEYLON TEA

Because It

Pleases The Palate

Because It

Answers the Needs

Because It

Saves the Money

OF THE CONSUMER

And All Good Merchants Know That

THE TURNOVER'S THE THING

The Man with the Big Coffee Business is the Man who sells High Grade Coffees such as Chase & Sanborn's because consumers appreciate quality and uniformity in their coffee probably more than in anything else.

CHASE & SANBORN

IMPORTERS MONTREAL

Established 1834

Canada's Oldest and Best Wholesale Grocery House

For nearly 75 years we have been Canada's leading wholesale distributors of foodstuffs.

During that time we have sold millions of dollars' worth of groceries, and never have we given our customers anything but the highest satisfaction.

We are direct importers of high-grade Teas, Coffees, Spices, Raisins, Currants, Sauces, etc., etc.

Quaker Canned Goods

We are sole agents for the Province of Quebec for this famous line of Canned Goods. If you want to learn what really first-class canned fruits and vegetables are like, secure a trial stock of these Quaker Brand Goods.

Quaker Brand Salmon

We are the proprietors of this new and extra fancy salmon, put up in tall and flat tins. It is just the salmon for those customers of yours that require the finest fish procurable. We claim Quaker Brand Salmon to be superior in quality to any fish ever offered to grocers in Canada. Only by sampling it can you appreciate it.

Not only is the fish the finest packed, but the manner in which it is put up surpasses anything heretofore attempted.

Try our Japan Tea to retail at 35c.

It's the right tea to sell if you desire to give your customers continued satisfaction.

We are makers of Quaker Baking Powder, better than which there is none obtainable. Our travellers will tell you about it.

MATHEWSON'S SONS

202 McGill St., Wholesale Grocers P.O. Box 2360 Montreal

Thomas Wood & Co.

Importers and Jobbers of

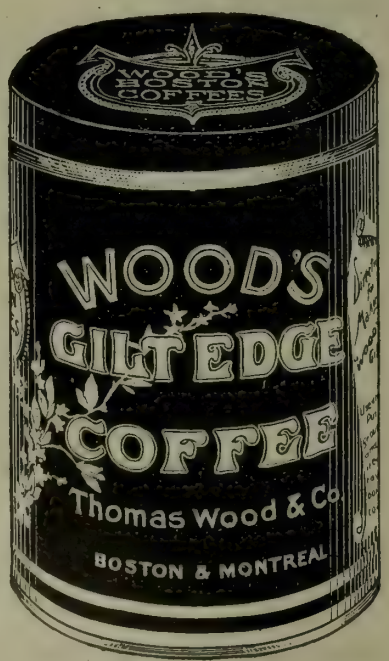
—TEAS—

Importers and Roasters of

COFFEES

428 St. Paul Street, - MONTREAL

Our travellers cover the majority of Canadian and United States Territory and will be pleased to make your acquaintance. Your direct orders will have our faithful care.



MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

Packed only in half-pound Tin Cubes.

These package goods are given preference for quality all over this continent. Orders for private brands of both Teas and Coffees solicited.

The Standard of Pure Jams, Jellies, Marmalades and Sealed Fruits in Canada to-day are

WAGSTAFFE'S

$500 Reward will be paid anyone who can prove that Wagstaffe's Limited have ever bought one pound of glucose since they commenced business in Canada.

Every pound guaranteed pure and better than the imported goods

TO BE HAD OF ALL WHOLESALE HOUSES IN CANADA

WAGSTAFFE Limited

Hamilton - Canada

HOLBROOKS DENY RUMOUR

We have received the following letter from Mr. H. Gilbert Nobbs, the Canadian Manager of Holbrooks Limited, denying the rumour which is current in some quarters that they intend starting a large factory on this side.

HEAD OFFICE AND MANUFACTORY, BIRMINGHAM, ENGLAND

HOLBROOKS LIMITED

· BREWERS OF PURE MALT VINEGAR ·

MAKERS OF HOLBROOK'S WORCESTERSHIRE SAUCE.

PURE PICKLES, JELLY & CUSTARD POWDERS, &c.

PHONE MAIN 4229

CANADIAN BRANCH: 25 Front Street East, Toronto, May 6, 1908

The Editor of The Canadian Grocer,
Toronto

Dear Sir:—

The rumour seems to prevail in some quarters that on account of the rapid growth of our trade in Canada we are on the lookout for a factory site for the purpose of manufacturing on this side.

We wish to emphatically deny this rumour.

For 109 years our goods have been manufactured in that part of England which has now become so famous as the home of our products and we recently enlarged our works to allow for the expansion of our trade on this side. It is our intention to continue to supply the Canadian demand direct from our English factories and you may, therefore, assure the trade that our goods will continue to be MADE and BOTTLED in England and that no alteration will be made in that high grade of pure goods for which our name is a guarantee.

Yours very truly,

FOR HOLBROOKS LIMITED

H. Gilbert Nobbs

CANADIAN MANAGER.

Eastern Townships Grocers

Save Freight!

Let Us Explain

When You Buy in the Large Cities

you must pay freight on your shipments, and as you do not buy in large quantity the rate you pay is high. We can save you the greater part of this expense. We are located in the centre of the Townships, and we buy all fancy and staple groceries in car lots. In consequence we can let you have them at **a price minus the big freight rate! Our quotations are Montreal figures.**

We carry everything in groceries, domestic and imported.

No matter what you want we can supply you. It will pay you to give us a trial order at least.

Write us if you would like further particulars.

T. A. BOURQUE & CO., Reg.

Proprietors of the Famous Duchess Brand Goods

Sherbrooke, Que.

Agents: D. S. PERRIN & CO., and VIAU FRERE, Biscuits and Confectionery.

REMEMBER

We represent **ONLY** the **BEST** houses in their **SPECIAL** lines.

Clark, Nickolls and Coombs, Limited - London, England
For Crackers, Santa Claus Stockings, Confectionery, etc., etc.

Midland Vinegar Co. - - Birmingham, England
For H.P. Sauce, H.P. Pickles and Pure Malt Vinegar

J. Bromley & Son - - - Leeds, England
For Finest Coffee Extract

Stavanger Preserving Co. - Stavanger, Norway
For Crossed Fish Brand Sardines

Cerebos Salt Co. - - Newcastle-on-Tyne, England
For "Cerebos." The Finest Table Salt in the World.

E. D. Smith - - - Winona, Canada
For Pure Jams, Jellies and Marmalade

We invite our **Customers** and the **Trade** to inspect our fine display of

Xmas Crackers and Table Decorations

Santa Claus Stockings

German and French Xmas Novelties and Confectionery

SHELLED NUTS

We are **Headquarters** for Walnuts, Almonds, Peanuts, Filberts, Pecans, Brazils, Cashew Kernels, Pignolias Pistachio, etc.

— also for —

French Cherries, Assorted Fruits, Cherries in Marischino, French Peas, Mushrooms, Capers, Olive Oil, etc.

WRITE FOR QUOTATIONS.

W. G. PATRICK & CO.

Montreal, Que. **Toronto, Ont.**

Seeded Raisins

to retail at 10c. pkg.

We are offering

MALAGA SEEDED RAISINS

Freshly Processed and
In Excellent Condition
——At a Popular Price——

The **Malaga Raisin** possesses the delicious flavor which is characteristic of all Spanish grown grapes. In use it cannot be surpassed. Those that we are now offering are the latest result of an entirely new process, and will give your trade entire satisfaction. Before ordering Seeded Raisins it will undoubtedly pay you to ask us for particulars and samples.

We will ship 5 case lots and over for account of wholesalers, ex. store, Montreal

Rose & Laflamme, Limited

Montreal Toronto

Down with Labor!

A revolution affecting
Trade, Commerce and the Home.

We guarantee that you can reduce a tiresome ten hour wash-day to a pleasant one of five hours by using

YOUNG TOM
Washing Powder

—and—

PURITY
Laundry Soap

Labor Downed!

FOUR bars of Purity Naptha Soap (not cheap resin soap) will do more washing than SIX bars of any other soap and give better satisfaction.

Our Motto is "QUALITY"
You Ought to Sell Purity and Young Tom.

MADE BY
THE YOUNG-THOMAS SOAP CO., Ltd.
REGINA, CANADA

P. O. BOX 112 Phone 3576

MASON & HICKEY

Manufacturers' Agents

Agents for

E. D. Smith
Pure Fruit Jams, Jellies, Preserves

Gorman, Eckert & Co., Ltd.
Coffee, Spices and Olives

Wallaceburg Sugar Refinery

E. D. Smith
Canned Fruits and Vegetables

Sarnia Salt Co.

Ingersoll Packing Company

Standard Computing Scales and Cheese Cutters

Millar's Paragon Cheese

Suchard's Cocoa and Chocolate

WRITE US FOR QUOTATIONS—WE CAN SAVE YOU MONEY

Track Warehouse—Write Us for Storage Facilities. Correspondence Invited with Manufacturers. All Goods Carried in Stock at

108 PRINCESS STREET, - WINNIPEG, MANITOBA

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East WINNIPEG, MAN.

I Offer,

For Shipment May and June

French Shelled Walnuts, perfect halves, French Shelled Walnuts, broken, French Shelled Walnuts (Chabertes) very fine.

Quotations and Samples from

ANDREW WATSON, 91 Place d'Youville. MONTREAL

Tel. Main 4409.

ROCK SALT

Selected Lumps for Horses and Cattle

Every farmer should have a supply.

FOR SALE BY

GANDY & ALLISON

Direct Importers and Packers of All Descriptions of Salt and General Merchandise.

16 North Wharf, - St. John, N.B.

P. POULIN & CO.

Poultry Feathers

Montreal's largest poultry and game house. Finest turkeys, geese, chickens, etc., in seasons when the dependable kind are required. We buy in large quantity and can sell at attractive prices. Also can fill your everyday wants.

Buyers and sellers of clean feathers of all kinds

Bonsecours Market, - - MONTREAL

Empire Teas, Coffees, Spices, Baking Powders, Extracts, Jelly Powders, Etc.

EMPIRE BRAND **Quality Like the EMPIRE Itself**

4 free 'Phones —use them

If you want samples advise us. It will pay you both as to price and quality.

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,
HAMILTON, - - - - ONTARIO

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.
LIMITED

Tartan

SIGN OF PURITY **BRAND**

You always have the best and highest quality of **Canned Goods** when you handle **Tartan.** All goods under this brand **fully guaranteed** by

'Phone 596
Write or wire for information.
Mail Orders promptly executed.

BALFOUR, SMYE & CO.
WHOLESALE GROCERS HAMILTON

Thos. McCready & Son, Limited
Bonded Vinegar and Pickle Manufacturers
Products sold throughout Canada

By far the largest sale of any Shoe polish on earth is enjoyed by

2 in 1 factory in Buffalo, N.Y.

2 in 1

SHOE POLISH

It meets the up-to-date requirements for compact convenience. It produces an instantaneous and lasting polish which can't be duplicated by any other brand. Any and every grocer who stocks 2 in 1 Shoe Polish can rest assured that he will sell every box of it in short order. Its intrinsic merit, combined with our aggressive advertising policy brings trade to every dealer.

What 2 in 1 is to shoes,

Black Knight Stove Polish

is to stoves. There isn't another stove polish on the market which can compare with it for one single instant. With the minimum of labor it gives to stoves the most brilliant and durable polish.

It is clean to handle!

It is economical. It is packed in a very attractive box, and brings you an excellent profit.

Order to-day from your Jobber.

The F. F. Dalley Co., Limited

Buffalo, U.S.A. **Hamilton, Canada**

SANITARY CANS

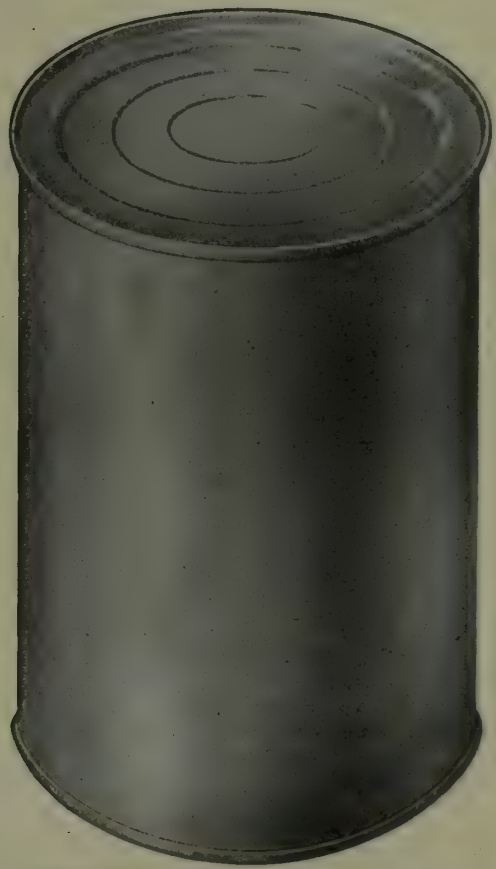
RAISE THE STANDARD OF QUALITY OF ALL CANNED GOODS

Sanitary Enamel Cans Preserve the Flavor and Color

of Strawberries, Red Raspberries, Black Raspberries, Blackberries, Blueberries, Sour Cherries, Beets, etc.

Entire End Open for Filling.

Sanitary Cans Sealed without Solder or Acid



Sanitary Can Sealed— "Bottom like the Top."

SANITARY CAN COMPANY, Limited

NIAGARA FALLS, - ONT.

Merchants prefer selling goods that give their customers unquestionable satisfaction. That is what

MELAGAMA TEA

does. Here we assure you ***that we have the only Automatic System in existence that sells goods without talking.*** If you are desirous of ***advertising your business*** and ***increasing your profits*** through the sales of the ***best package Tea*** on the market, order on a 60 or 100 lb. box assorted at once. We prepay freight. One trial is all we ask. A steady customer will be the result.

A SPRING HOUSECLEANING IN BULK TEAS

We Want to do Two Things:—

1st.—Have you one of our numerous satisfied customers.
2nd.—Make room for some large shipments shortly arriving.

In order to accomplish this end we quote the following:—

67 chests (EXTRA SPECIAL) Meddecombra Orange Pekoe, a well known garden	***25 c.***
350 chests and half-chests, Ceylon or Indian, extra tippy flavory, Orange Pekoe	***20 c.***
430 chests and half-chests, Ceylon or Indian, tippy flavory, Orange Pekoe	***19 c.***
294 chests, Ceylon or Indian, Pekoe (draw and leaf guaranteed)	***18½c.***
680 chests, Ceylon or Indian (Black or Green)	***18 c.***
284 caddies, 30 to 40 lbs. ea., Gunpowder (nice draw and make), original cost 17c. to 20c. (to clear)	***16¾c.***
130 half-chests, Japan Fannings, basket fired and sun dried, 80 lbs. each	***13 c.***

If you wish to take advantage of the above ***bargains*** we would advise you to send in your orders early and avoid being disappointed. ***Terms 30 days net delivered*** on ***MELAGAMA TEA.*** Bulks 4 per cent. cash, 3 per cent. 30 days or 3 mos. net f.o.b. Toronto.

Samples cheerfully forwarded, Write, Telephone or Telegraph at our expense.

Filling Letter Orders a Specialty.—If you are not already receiving our ***Monthly Special Quotation Card,*** let us hear from you and we will be pleased to place your name on our mailing list.

P.S.—See Price List on last page of this issue.

Toronto **MINTO BROS.** ***Buffalo***

Telephone Main 353

SOMETHING ABOUT PEAS

CANNED PEAS are sold in four grades or qualities—

Grade 1, known as Extra Fine Sifted Peas, or Petit Pois (Tresfins.)

Grade 2, Extra Sifted Peas, known as Sweet Wrinkle.

Grade 3, Double Sifted Peas, known as Early June.

Grade 4, Sifted Peas, known as Standards or Marrowfats.

Prices for these Peas vary according to Grade.

The brand is not an indication of the Grade. Make sure that you get the grade you pay for.

You cannot mistake **Aylmer Faultless Peas** as they have a **wrapper label.** These are the **finest Peas on the Market** at the price.

They will realize a **splendid margin of profit.** All you have to do is to call your customers' attention to them to make **quick sales.**

CANADIAN CANNERS, Limited

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

OLD HOMESTEAD BRAND

Is The Magnet Which Draws Dollars To Your Cash Drawer

High quality and unimpaired natural flavor is the attractive power. One can of Old Homestead brand sells many other cans. When you sell a customer Old Homestead brand you can bank on it that she'll specify Old Homestead as the brand she wants next time. Are you satisfied with the brand you are handling now? Does it possess positive, sale-creating merit? The wise grocer is he who seeks the **best** lines—not merely the **good enough!** Old Homestead Brand is the best, containing only carefully selected and expertly packed fruits and vegetables.

The Old Homestead Canning Co.

Picton, Ontario

More Profit In Canned Goods

is only possible to the grocer who handles a brand which is so good as to excite commendation. The news of an extra good brand of canned goods soon spreads in any locality, because, as you know, a pleased customer is a splendid advertisement.

RIVERDALE BRAND

is the Brand of Unparalleled Excellence

Our policy is to use only the highest grade of sound, properly-grown, full-flavored fruits and vegetables grown in the acknowledged garden district of Canada. Our factory is a model of up-to-the-minute completeness, containing every approved scientific appliance for the better packing and preserving of fruits and vegetables. Result, a product so good that

Every Grocer Is Protected

who is wise enough to handle it, from the loss which he might easily sustain by handling inferior goods.

ALL THE BEST JOBBERS HANDLE RIVERDALE BRAND!

The Lakeside Canning Co., Limited

Wellington, - Ontario

Mr. Grocer—Think This Over

Our Goods have given the best satisfaction for 16 years.

We Sell only Fresh Goods. Each season's pack is disposed of long before the next season's pack begins.

Our Goods are always Uniform. We are our own processor. We pack the goods ourselves. You run no risk of getting a new processor's goods each year.

You are not bothered with "Swells." Our cans are hand made at our own Factory, and we guarantee fewer swells than any brand on the market.

You get the Best Goods procurable, for our long experience in canning enables us to be thorough judges of Fruit and Vegetables, and we select and pack only the choicest.

Our Label is a Beauty, Gilt Edge, quite in keeping with the quality of the goods.

Our Goods do your advertising, and you get the profit.

Why not, when placing your order, specify

"Queen Brand"

Belleville Canning Co., - Belleville, Ont.

You Can't Lose Money

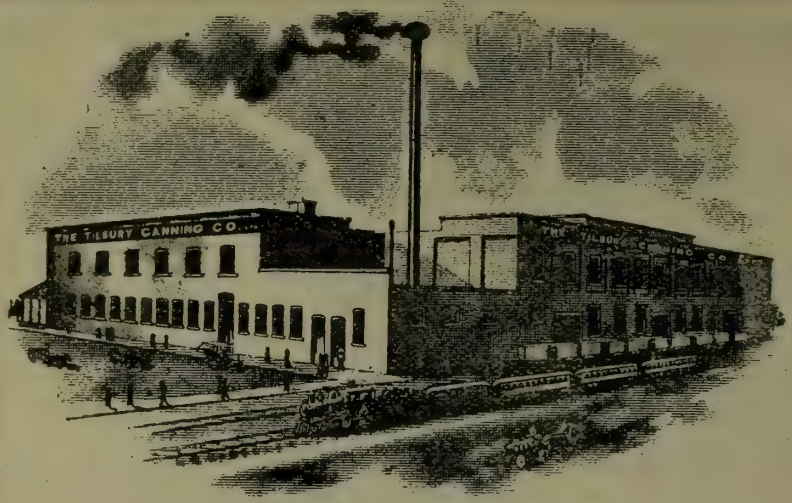
on canned goods if you specialize on

FARMER BRAND

That's because Farmer Brand quality is really excellent. The man who stocks Farmer Brand finds it is his briskest selling line. We maintain the superiority of Farmer Brand by using only the finest fruits and vegetables from the garden section of Prince Edward County, Ontario, where we have the pick of 3,000 acres. Our packing equipment is highly sanitary and right up-to-date; and our employes skilled, cleanly people.

Farmers' Canning Co., Limited

Bloomfield, - Ontario



"Tilbury Brand"

means the Very Best in Canned Fruits and Vegetables

One of the best-equipped factories on the continent, situated in the heart of the best Tomato district in Canada—the garden of Ontario—assures the permanent superiority of this Brand.
Our present stock consists of Tomatoes, Pumpkin, Beans and Apples.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Pure Food Wave

is sweeping over the continent. The man who sells impure goods is not only unwise, but right out of date. Stock

E.D.S. Brand Jams and Jellies

The Government Analyst declared that E.D.S. Brand is the purest in Canada.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Your Customers Will Buy

No other fruit jar when they hear about the

Schram Automatic Sealer

A fruit jar that is easy to seal---Easy to open---and an absolute perfect SEALER every time.

They are better made than other jars. Clear Glass---no sharp edges. Every one perfect. 8,200,000 Schram jars sold in 1907.

Ask your jobber, if he cannot supply you, write us.

"The Price is Right."

Schram Automatic Sealer Co.,
of Canada, Limited

WATERLOO, ONTARIO

886

To Seal—Merely place cap over jar and press gently into place—That's all.

To Open—Insert the blade of a knife and raise the edge—That's all.

Rowat's

have through the superior quality of their brands made a reputation for themselves in Canada—Every dealer and handler of

Olives

will find it to his advantage to stock Rowat's—Put up in all sizes of olives and styles and sizes of bottles etc. In

Pickles

there has never been an imported brand that has taken such a strong hold upon dealers and consumers as Rowat's It will be to your profit to stock Rowat's. Ask your jobber for Rowat's.

Ontario & Quebec—Snowdon & Ebbitt, Montreal.
Halifax—Warren & Co.
St. John—F. H. Tippet.
Vancouver—Jarvis & Co.

Something Special in Coffee

It will pay you handsomely to see our travellers about your high-grade Coffee in

50 and 100 lb. lots

Our offer will surprise you.

W. H. GILLARD & CO. WHOLESALE GROCERS **HAMILTON**

We offer you the finest

TOILET SOAPS

Our range includes the favorites :

"Mother's Choice"
"French Cream"
"Our Pets"
"Angel Soap"
"Glycerine Soap"
"Glycerine" Oval
"Glycerine" Red
"Carbolic Acid" Transparent
"Carbolic Acid" for Surgeons
and others

Also *Dog Soap*

We have just been appointed agents for a famous French house, making *Castile Soap 72% best ;* all sizes. Can quote you lowest prices for direct importation or ex-warehouse.

WRITE US

SAVONS FRANCAIS - MONTREAL

C. PAGNUELO, Manager

Factory - 1653 Notre Dame St. E.
Office - 235 Coristine Bldg.

Build Up Your Business on Quality

The following is one of many firms' opinion on quality.

Windham Centre,
May 11th, 1908

P. C. Larkin & Co.
Toronto

Dear Sirs:

Kindly duplicate last order. Can't keep store without "SALADA."

Yours truly,
Thomas & Lounsbery

In reply to our letter asking if we might use this for an advertisement they wrote :

Windham Centre,
May 14th, 1908

P. C. Larkin & Co.
Toronto

Dear Sirs:

You may use our card in any way you like to get more business. Your goods have helped us and we would like to help you.

Yours truly,
Thomas & Lounsbery

"SALADA"

Helps Everyone Who Handles It

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

GENUINE MERIT

and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All grocers should sell it —if they don't they miss sales.

ROSE & LAFLAMME, LIMITED
Agents, Montreal and Toronto

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

The Public are entitled to receive Foods in the Purest form which science and skill can produce.

The highest perfection is reached in

"SHIRRIFF'S GOODS

Shirriff's Concentrated Fruit Essences

Shirriff's Jelly Powders

Shirriff's Orange Marmalades

Manufacturers

Imperial Extract Co. - Toronto, Can.

Western Representative: Harold F. Ritchie
Montreal " W. S. Silcock, 33 St. Nicholas St.
Quebec " Albert Dunn, 67 St. Peter St.

Make the Whole Store a Showcase.

This cut shows how goods can be brought out in clear, white light.

Every detail coming out. Back of store being lighted as well as front.

This is the advantage of having Luxfer Prisms in your front transom and frequently does half the selling.

See us for Information

Luxfer Prism Co., Limited - Toronto, Ont.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

1896 2 Travellers

1908 24 Travellers

And a record of growth for 12 years that has never been equalled in the history of the tea trade.

The Largest and Best Equipped Tea Warehouse in Canada

You have found in your own business that good, rapid, healthy growth is not an accident; it is a result—a result of constantly serving your trade well; in fact, giving your customers **a dollar's worth for a dollar.**

Starting a few years ago with the best blend of tea on the market, and a firm determination to always keep it the best, **and doing it,** has won the fullest confidence of the merchant and his customers, so that to-day it is a household word with thousands of people that Red Rose Tea "Is Good Tea."

When recommending a tea to your customers, you should know that it is the best on the market; **you cannot afford to recommend any other.** Just take a package of Red Rose Tea home with you to-day (say 40c. Black) and try it. We will then have another grocer using and recommending it with confidence to his trade, and you will find that

Red Rose Tea is a Business Builder

Recommend it to your customers and watch **your** tea trade grow.

BRANCHES
3 Wellington St. E., TORONTO.
315 William St., WINNIPEG, MAN.

T. H. ESTABROOKS,
St. John, N.B.

HEADQUARTERS FOR

MAPLE SYRUP
MAPLE SUGAR

SUGARS & CANNERS LIMITED.

MAPLE SYRUP.
MAPLE SUGAR.
MOLASSES.
CONFECTIONERY
SPECIALTIES.
CANDIED PEELS
&c &c.

CANNED FRUITS.
JAMS &
MARMALADE.
TOMATOES.
KETCHUP.
PICKLES. VINEGAR
&c. &c.

INCORPORATED 1907.

CAPITAL STOCK $250.000.00

PARTHENAIS. ST. COR. ST. CATHERINE.

PURE FRUIT JAMS
JELLIES and
PICKLES

SUGARS & CANNERS, LIMITED, Montreal, Canada

We help the grocer **SELL JELL-O**

Advertising matter for store display and recipe books to give to customers sent prepaid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach, Cherry. Retails 10c. per package } 90c a doz.

JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. $1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.

Worcester Sauce

Made in England

This is our —Special— Worcestershire Sauce

Fifty years ago

WE ask YOU to write us for Prices and Samples

JOHN CASSON CO.
57 Front St. E.
TORONTO

Worcester Sauce

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

The Davidson & Hay Limited

Wholesale Grocers

Toronto

SALT

AND

SALT

ONLY

AND FOR EVERY PURPOSE

VERRET, STEWART & CO.
LIMITED

MONTREAL

Behind the straight-forward honest and reliable advertising talk of

"COW BRAND" BAKING SODA

lies the great fact that the soda is absolutely the purest, strongest and most perfect that can be made.

It has no equal and can have no superior.

Every package is guaranteed.
Demand "Cow Brand" when ordering Baking Soda.

Church & Dwight

MANUFACTURERS

MONTREAL

J. B. RENAUD & CIE

Wholesale Grocers

Flour, Grain, Feed, Provisions, Meat, Butter, and Eggs

The largest exporters of BEAUCE MAPLE SUGAR

118-140 St. Paul Street, Quebec.

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

OIL PASTE for all kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold **double** any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY & EASILY APPLIED. ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's **"Quick White"** Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off.
A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. **Largest quantity; finest quality.** Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE"
ELITE POLISH
BOX CALF
VICI KID AND ALL BLACK DRY LEATHER SHOES
WHITTEMORE BROS. & CO.
BOSTON U.S.A.

The only first-class article for ladies' and gents' **"Box Calf" "Vici Kid"** and all black shoes. The **only** polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross . .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

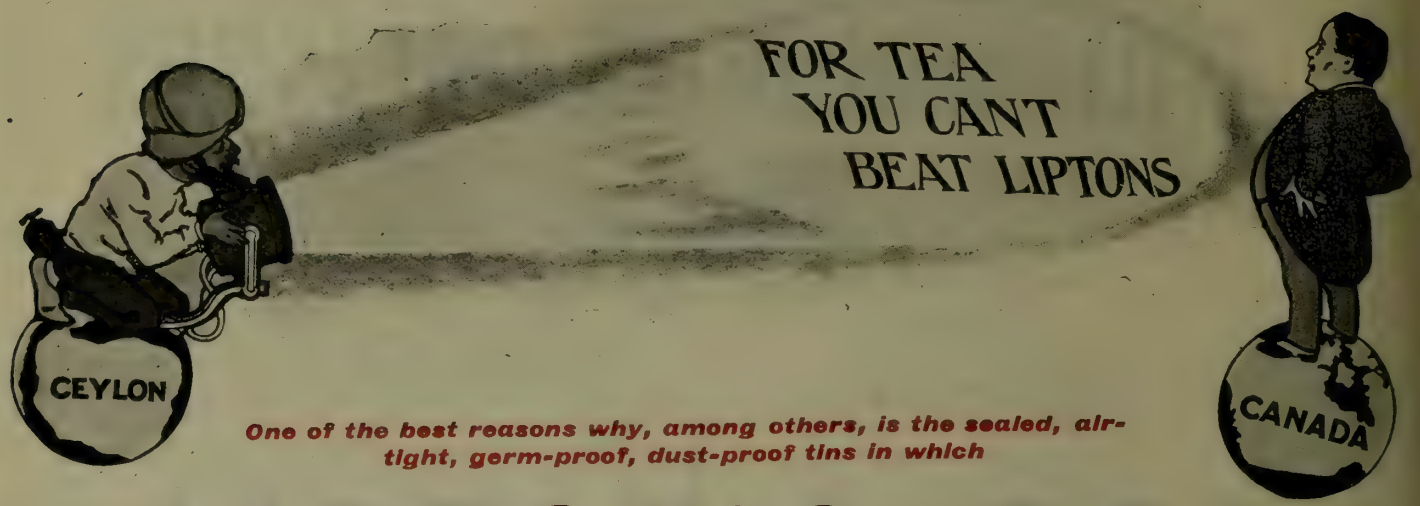
IF INTERESTED WRITE FOR CANADIAN PRICES

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET, CAMBRIDGE, MASS., U.S.A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all Competitors.

FOR TEA YOU CAN'T BEAT LIPTON'S



One of the best reasons why, among others, is the sealed, air-tight, germ-proof, dust-proof tins in which

LIPTON'S TEA

is packed. This scientific package keeps the full, rich flavor of the Tea in the Tea. It prevents the "leakage" of aroma and strength so common among ordinary teas.

OVER TWO MILLION PACKAGES SOLD WEEKLY.

CANADIAN OFFICE: THOMAS J. LIPTON, 75 Front St. East, Toronto

---

How About Mathieu's Nervine Powders

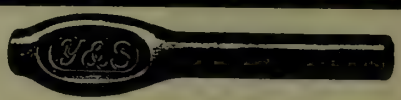
For the coming season? Do not forget to stock up with these "quick-as-lightning" sellers. They are one of the little things that tend to make your store the chief distributing point in your locality. Send us an order please!

Mathieu's Syrup of Tar and Cod Liver Oil sells throughout the summer—don't run short.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal



Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

ARTHUR P. TIPPET & CO.

Agents

"Thistle" Brand Haddies

Full weight in 16-oz. lined tins, containing no skins, no bones, no waste, no dirt or slime—nothing but the freshly caught, carefully cleaned and cured **genuine Haddock.**

"Thistle" brand will increase confidence in **any** grocer's general stock. It is a "builder" of confidence.

"Thistle" Tunny Fish

Heretofore a luxury, but now put up in one-pound oval tins in this country—superior in flavor and containing no waste.

For a while Spain furnished it in limited volume. The popular demand compelled the ways and means adopted by the Thistle Company.

FOR SALE BY ALL THE BEST DEALERS

---

8 PLACE ROYALE
MONTREAL

84 VICTORIA STREET
TORONTO

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident – its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis,	Quebec.	William Forbes,	Ottawa.
C. DeCarteret,	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Greening,	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

1908 Vinegar Season

Everybody knows that first-class quality only can be depended on to bring first-class trade, and to keep it.

PURNELL'S
Sauces Vinegar Pickles

Have quality, reputation and piquant charm, carrying them above and beyond all others.

Over 150 years making and perfecting Pure Malt Vinegar, with the result that there is none so fine, pure, rich and full flavored as ours.

PURNELL & PANTER, Limited

Bristol, England

ORDER TO-DAY FROM OUR AGENTS:

E. McMichael	St. John, N.B.
H. Haszard	Charlottetown, P.E.I.
Erb & Rankin,	Halifax, N.S.
C. S. Harding	Quebec & Montreal
Kyle & Hooper	Toronto, Ont.
Bickle & Greening	Hamilton, Ont.
Carman Escott Co.	Winnipeg, Man.
C. E. Jarvis & Co.	Vancouver, B.C.

WARNING!

Crescent BM&Co. Brand TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents
MONTREAL

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.. Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey108 Princess Street.

TEAS

If you desire to increase your tea trade, we would advise you to try the following established brands:

Goat Ceylon Japan, 60-lb. boxes.

A Blend Ceylon, 50-lb. boxes. **B Blend Ceylon, 50-lb. boxes.**

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toront and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

AGENCIES

FOR

Montreal, Quebec Province and Eastern Ontario

I am open for a few first-class grocery agencies for Montreal and district. Would like

Canned Goods Catsups
Tea
Biscuits Bottled Lines

or any high-class specialties.
A1 connection, especially with best trade.
Correspondence solicited.
Satisfaction assured.

Address

J. Walter Snowdon,
413 St. Paul St., MONTREAL

Cables—BOYD, TRINIDAD All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. London and New York, Frame & Co.

TOLEDO SCALES

SPRINGLESS and AUTOMATIC

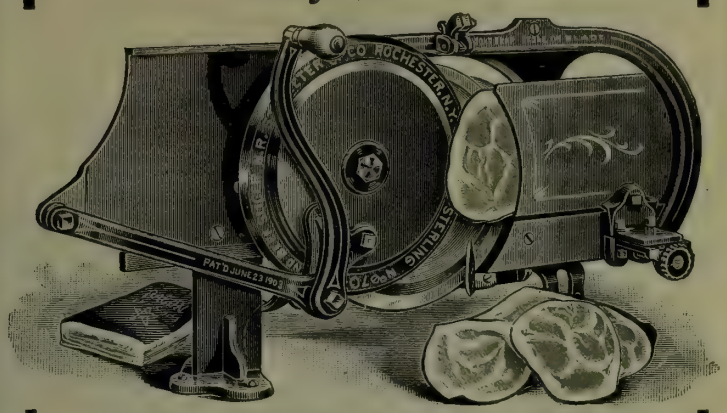
The Toledo System of weighing saves you time and money. Toledo Scales are designed upon an entirely different principle from all other scales; and are constructed in different styles for the weighing of goods and computing of values, for the Butcher, Grocer, and Confectioner. They are all automatic and built on the same principle with a view to quick and accurate weighing and computing. Because of their being automatic they save you downweight. Toledo Scales are fully guaranteed and sold on their merits. Phone Main 5399 and ask to have the system explained to you. Prices, $50.00 to $100.00. Sold on easy terms.

The Upton & Reed Specialty Co.

149 Queen Street West, TORONTO

Also Agents for Sterling Meat Slicer; Eureka Refrigerators; Climax, Cheese Cutter, Etc.

The Ends of the Meat Will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

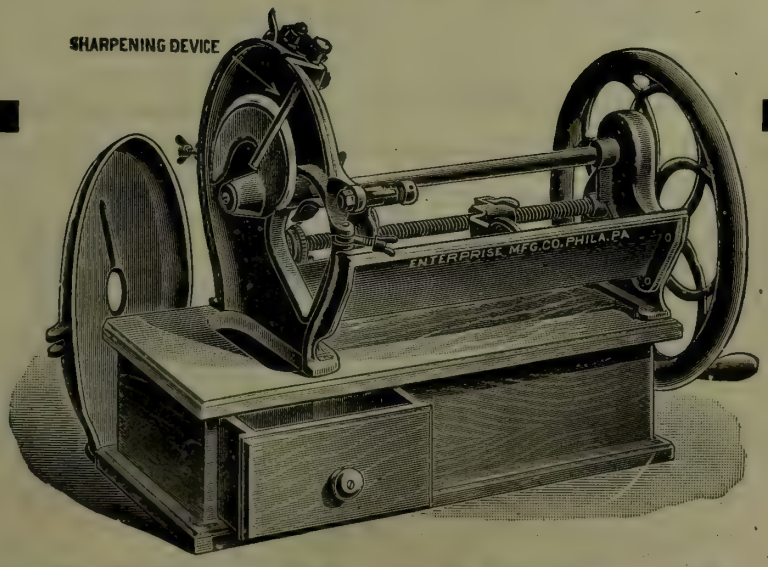
A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. Brantford

CANADIAN AGENTS

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.

No. 125, (with 2 blades) - - $22.50 No. 129, (with 1 blade) - - $22.50

It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

WALKER BIN FIXTURES

The manager of a large Western Departmental Store shown above writes:—

"They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them .... We consider the money put into them a splendid investment."

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man. Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Keeping Books By Machinery

There was a time when the only way to harvest grain was by means of a hand sickle. Then came the cradle, and finally the self-binder.

Some firms still stick to the old-fashioned way of keeping their books; and this in spite of the fact that the

Allison Coupon System

works automatically and like a piece of machinery and is as much cheaper and better as is the self-binder and thresher better than the sickle and flail. Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

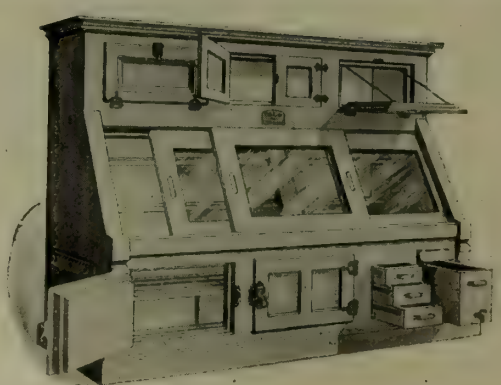
FOR SALE EVERYWHERE

Mr. Grocer, Be up-to-date and use the

Aubin's Patent Refrigerator

Perfect Dry Air Circulation.

Highest testimonials from leading grocers in Canada.



Made in 10 sizes.

Silver Medal Quebec Exhibition.

Diplomas:
Ottawa, Montreal and Toronto

C. P. Fabien
Manufacturer
Montreal

Toronto Sample Room: Stewart & Co. Representative, 178 Victoria St.

The
Elgin National
Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA
18 and 20 Mary St.,
HAMILTON, Ont.

WE WILL GET YOUR MONEY

We do not care how difficult *you* find it to make collections. *We* can collect. That is what we are in business for.

Money is tight these days. You really need the services of an up-to-date collection agency. We have won a reputation among business men for collecting the most difficult accounts in the most satisfactory manner.

Satisfaction is guaranteed. If *we* do not collect, *you* do not pay.

Manufacturers, wholesalers, brokers, retailers, all served equally well.

We want to tell you more. Drop us a line.

The Beardwood Agency
313 NEW YORK LIFE BUILDING
Montreal

YOUR AWNING MR. GROCER

should be up or ready to put up now. You cannot afford to wait until the summer is actually here, to look after this important matter.

Write us to-day and we will show you why you should have an awning—have it up now. Saves your stock and makes your profit greater.

All our awnings artistic, attractive and durable. Made by skilled workmen who know their business. Prices the best.

Also tents, awnings of every kind, horse covers, tarpaulins, etc.

Capital Tent and Awning Co.
SANDERS & PETCH, Proprietors,
OTTAWA, - - - - - ONTARIO

HAVE YOU BOUGHT YOUR AWNING?

The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

For Grocer or Restaurant.

The ARCTIC REFRIGERATOR

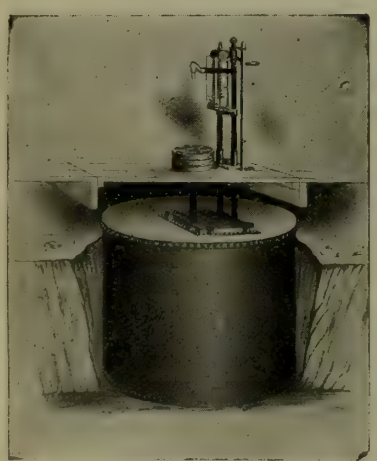
FOR BUTCHERS, GROCERS AND HOUSEHOLD USE

If you want a strictly high grade up-to-date refrigerator write for our catalog, or call and see us if convenient.

We carry the greatest assortment of sizes and styles in Canada and guarantee them to be perfectly dry and cold.

John Hillock & Co., Limited

154 GEORGE ST. TORONTO, CANADA



Cut 6—"Under the Floor" Outfit

You are Losing Money

With that old fashioned oil tank, you can't help it.

But put a Bowser Oil Tank in your store—Then oil will be one of your best money makers.

Send for Catalog B.

It gives you reasons why and describes the different styles of Bowser Tanks.

S. F. Bowser & Co., Ltd.

66-68 Frazer Ave., - - TORONTO

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

FIXTURES, COUNTERS AND SHOW CASES

designed and made to suit your business at surprisingly moderate prices. Before fitting up or making alterations, write or phone me

J. HOWELL JAMES

333 Lippincott Street, TORONTO

PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

One of our Household Line.

One hundred different styles and sizes of Household and Grocer and Combination Refrigerators.

Opal glass lined, genuine enamel lined, pure white enamel lined, galvanized steel lined.

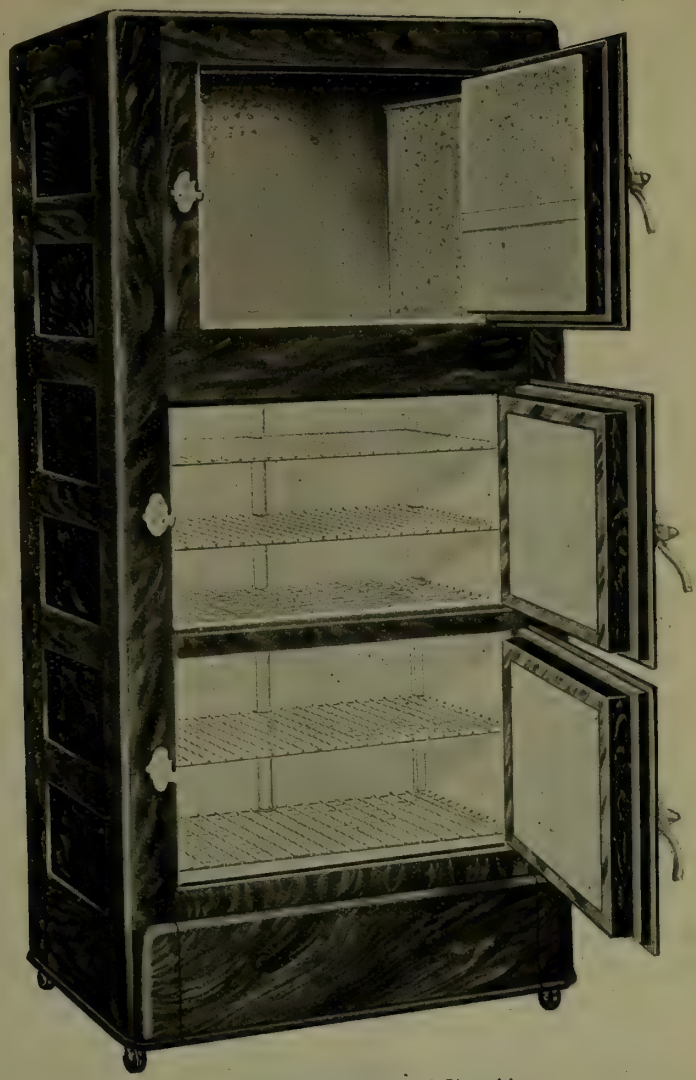
THE HAM & NOTT CO.

LIMITED

Brantford, Canada

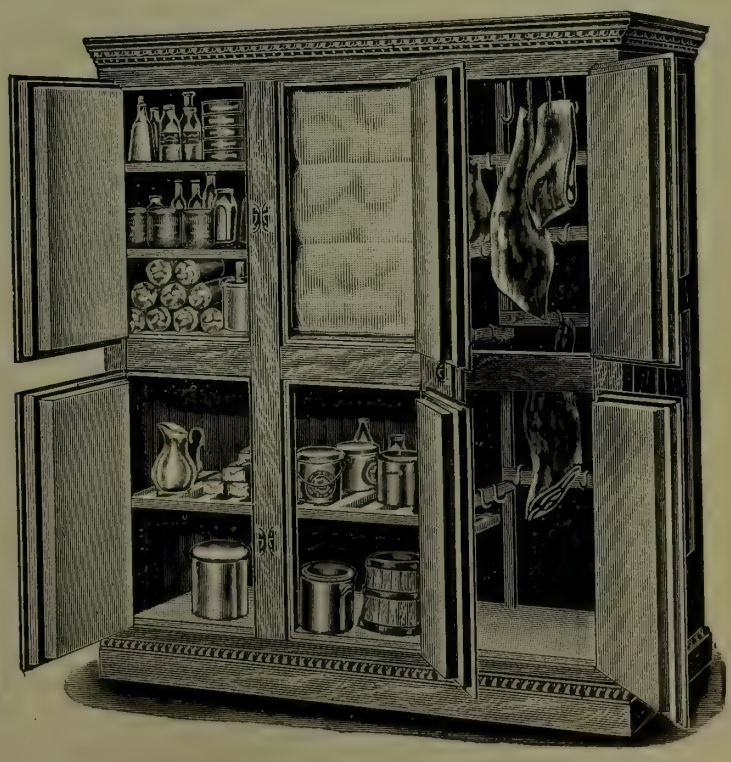
The Premier Refrigerator Manufacturers of Canada.

Our Line is sold by all the leading Furniture and Hardware Dealers in the Dominion. If no one handles them in your town write us direct for catalogue.

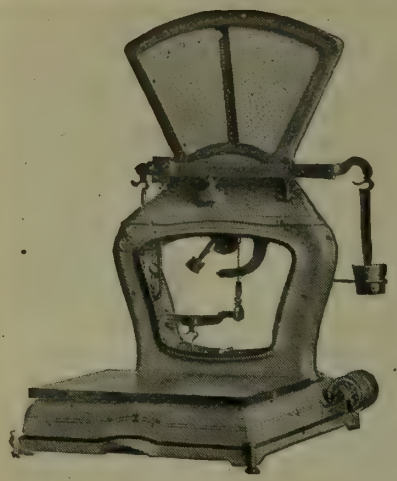


One of the styles of our Opal Glass Line.
(Pretty, isn't it.)

Our Model Grocer or Institution Refrigerators,
Four Sizes.



Our Combination Model Grocer and Butcher Refrigerators
Four Sizes.



NO. 70 MODEL

BEFORE YOU BUY A COMPUTING SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

"GET THE BEST"

SOMETHING NEW IN

COUNTER CHECK BOOKS

Our "Duplex" Book in various sizes. Alternate White and Colored Checks. Original White Paper; Duplicate Colored.

Specially adapted for Grocers' use. Samples and prices on application, or will send representative.

WE MAKE ALL KINDS OF CHECK BOOKS.

THE CARTER-CRUME COMPANY,
LIMITED
TORONTO and MONTREAL

Mention this paper.

BUY

Star Brand

COTTON CLOTHES LINES

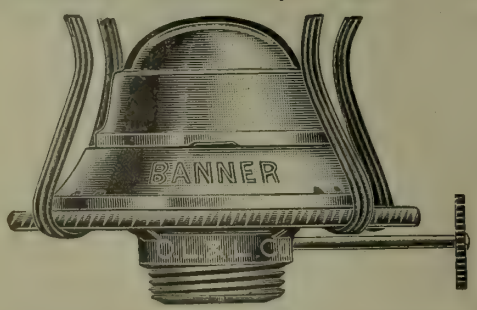
—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

Banner Lamp Burners

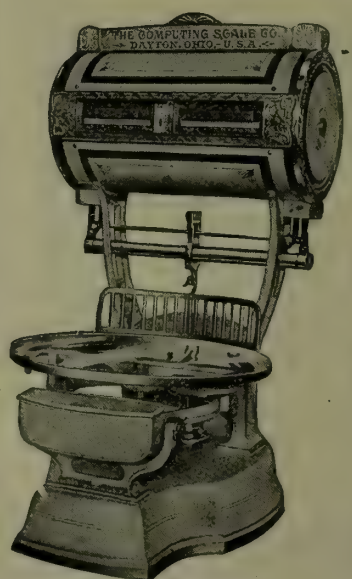


Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

Boston Special

Absolutely Automatic



The Dayton
Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

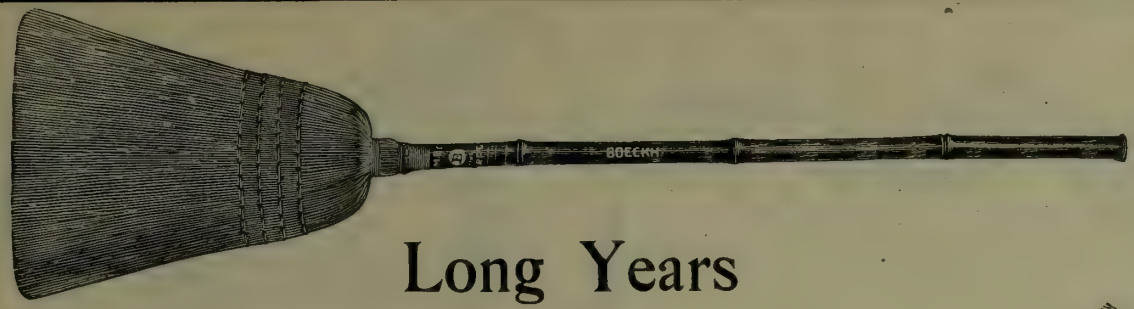
Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

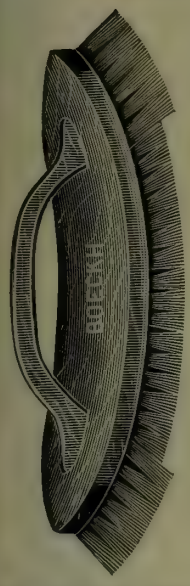
Pays for Itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

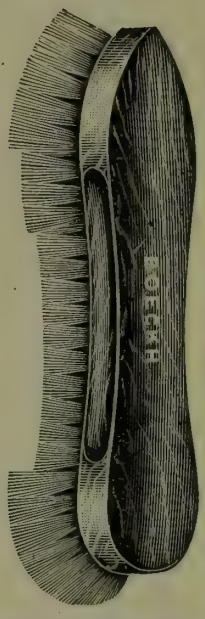


Long Years

of honest quality and scientific manufacturing progress are behind every one of



BOECKH'S
BRUSHES and BROOMS



It pays to sell goods with such a reputation. Are you handling them?

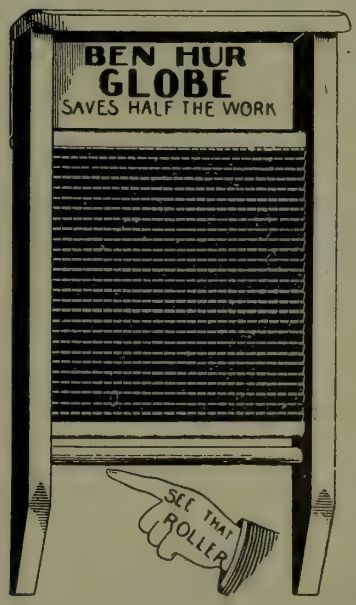
UNITED FACTORIES, LIMITED
TORONTO, CANADA

IT is only about five years since we began to push the Broom business, yet to-day our Brooms are found **in the largest and best wholesale and retail establishments** in Canada, from coast to coast.

They have the reputation of being **strongly built, uniform in quality,** and **unequalled in style and finish.**

We solicit a trial order.

Stevens-Hepner Co., Ltd.
Manufacturers of Brushes and Brooms
Port Elgin, Ontario, Canada



BEN HUR
SOLID BACK
IMPROVED
GLASS KING
BRASS KING

? Have you had a sample **BOSS WASHER,** over 12,000 sold. Try one.

WALTER WOODS & CO.
WHOLESALE WOODEN WARE AND SUNDRIES
HAMILTON and WINNIPEG

Blue Ribbon Tea

See our Salesmen before buying other package Teas. They will most surely be able to interest you.

Retail prices from 25c. to $1.00.

The Blue Ribbon Tea Co. Limited

TORONTO: 8-10 Adelaide St. West
MONTREAL: 266 St. Paul St.

FIRE WORKS

Rumors are current that we are to see Fire Works this year in

CANNED VEGETABLES AND FRUITS

Canners realize that financial stringency and high prices do not harmonize. Whatever happens, you will find us in the business larger than ever.

We are to-day prepared to sell at definite prices or at opening of the market.

Before placing your order for 1908 Pack, send us a memo of quantity and assortment, and we will submit you an interesting proposition to consider.

We have several popular Brands to offer as usual.

We appeal to large and small buyers.

If open for spot goods, write or wire for prices.

CANADA BROKERAGE CO., LIMITED

9 FRONT ST. E., TORONTO

A. J. YOUNG LIMITED

WHOLESALE

GROCERS and PROVISION MERCHANTS

NORTH BAY ONTARIO

We carry a large and well assorted stock and cater to the trade in New Ontario. Write, Wire or Phone us. We can serve you well.

GOOD GOODS **RIGHT PRICES** **PROMPT SHIPMENT**

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

AN INFLAMED TENDON
NEEDS COOLING.

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. $2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD
RICHMOND, - QUE.

Canadian Made Licorice

Now Obtainable in Canada

We wish to take this opportunity of informing our Canadian customers of the fact that we have opened our branch factory in Montreal, and are now able to take care of their commands promptly and satisfactorily.

The well known high quality of our product, which has earned a reputation for superiority among all discriminating users of licorice for the Confectionery and Drug trades, will be maintained in the Canadian-made goods.

The subjoined list of specialties will give an idea as to the range we manufacture. All prices f.o.b. Montreal. Our Montreal office will furnish price lists on application.

Flexible Licorice	Bricks	About 1,200 to box
	Elastic Tubes	100, 200 and 300 "
	Triple Tunnel Tubes	100 "
	Indian Plug	100 "
	Navy Plug	100 "
	Buffalo, hollow sticks	100 "
	Whips	100 "
	Cigarettes	100 bundles "
	Golf Sticks (glazed), solid sticks	100 "
	Flexible Sticks (glazed), solid sticks	200 "
	Pan Pipes	200 "
	Favorite, large penny stick	100 to box
	Dulce, large penny stick	100 "
	Curved Stem Pipes	200 "
	Straight Stem Pipes	100 "
	Cigars (banded)	100 "
	A.B.C. Blocks (containing best lozenges)	100 "

Lozenges No. 2, in barrels (bulk)
Lozenges No. 1, in barrels (bulk) best glazed.
Lozenges No. 1, in 5-lb. paper boxes.
Lozenges No. 1, in 5-lb. glass front cans.
Acme Pellets, in 5-lb. glass front cans.
Purity, pure penny stick, 100 to box.
Y. & S. Stick Licorice, in 5-lb. boxes.
Y. & S. Stick Licorice, in bulk, 25, 50 and 100-lb. cases.
M. & R. Wafers (48 five-cent bags to box).
Greek Mass, in 10-lb. boxes.
Greek Mass, in 50-lb. boxes.
Select Bundled Licorice Root.
Powdered Spanish and Greek Extracts.
Powdered Spanish and Greek Root.

National Licorice Company

Brooklyn, N.Y.

The Canadian Grocer and Its Publishers

With this issue is presented the Annual Spring and Export Number of The Canadian Grocer. A particular feature in regard to this number is that its circulation is not confined to its regular list of subscribers. Representing, as it does, the foodstuffs trade in Canada, from the products of which Canadian exports are to a great extent composed, the importance of spreading the news and conditions of the trade world-wide is fully recognized, and the circulation is considerably enlarged. Particular attention is paid in this matter to countries where Canada's products are now largely going and where business is being built up. Selected lists are secured from well informed local representatives of the best dealers in these countries, and copies of the paper go to them with the hope of interesting them in Canadian products and trade. This fact is particularly applicable to Great Britain, the West Indies, Australia, the United States, France, Switzerland and the British Colonies.

Not only is this issue of the paper largely circulated among these dealers abroad, but a very large number of copies go to the grocers in Canada who are not yet readers of the paper. An attempt is made to cover every grocer worth while in the Canadian trade, from the Atlantic to the Pacific.

* * *

As representing the grocery and foodstuffs trade of Canada, the paper attempts to be worthy of that trade. After studying the best English and United States grocery papers, we believe we can say without hesitation that The Grocer stands among the best, and yet we are not satisfied. We want to make a better paper, both for our readers' and our own satisfaction. In this desire you can help us. We have several things in mind to improve the paper which will be carried out just as soon as we can afford and arrange to do so. Some of these are coming shortly. There are other things, however, which may have occurred to you, and which we may not have thought of, which could be readily arranged. While we do claim to be authorities in the newspaper business, we do not profess to know all about the grocery business and are very anxious to receive suggestions. We may not be able to do what you suggest or would like, but will try mighty hard, and if we can't, we'll let you know the reason why.

* * *

While The Grocer's news service covers the grocery trade of all provinces in Canada pretty fairly, there are still a number of towns and districts in which we have no representatives. We would be glad to hear from anyone in the trade in these places who would undertake to send us the news of the district in, say, a monthly letter, or each week, if the district justifies it.

* * *

Newspapers that are successful are so because they print that which pleases their readers. We have always aimed at this, and that we have not been amiss in our aim is evident from the wide circulation and strong influence that characterize MacLean's trade newspapers. To attain this position, the best newspaper men and women have been secured and large sums of money have been spent and are being spent. To-day our editorial staff is unsurpassed in efficiency and numbers by any publishing house in Canada. Twenty editors and reporters are regularly attached to the newspapers and magazines published by us, while of specialists and correspondents in Canada, Great Britain and France there are 133. Each paper has its own staff of editors, correspondents and specialists.

* * *

Newspapers cannot live on their editorial staff alone any more than man can live on bread alone. There must be the co-operation of efficient advertising and subscription staffs as well. It is when these pull together and pull together well that the newspaper makes headway. On the staff of the MacLean Publishing Co. the aggregate number of men employed in either selling, advertising or soliciting subscriptions is 56. This enables us to systematically cover every part of the country. No other newspaper publishing firm in Canada has as large a selling staff as this, and we doubt whether it is equalled by any other on the continent. We do not say this boastingly, but merely to show our readers the extent of our organization.

* * *

That the business men of Canada have confidence in the future of the country is evidenced by the advertising they are doing in MacLean's Trade Newspapers. New business for January was the largest by 26 per cent. of any previous month in the history of the company, and the increase for the first three months promises to be equally gratifying. These increases are significant, in view of the marked falling off in the advertisements carried by many worthy newspapers and magazines in Canada and the United States. Profits, unfortunately, do not show any such gain. The increase in publication costs prevent such a desired consummation. But we have faith in the future, and faith is the substance of things hoped for.

* * *

It is significant that the growth in circulation has kept pace with that in advertising. From all parts of the country there has been a steady inflow of new subscribers since the new year opened, while old subscribers are renewing in a way that indicates that they are well pleased with our papers. This is the proof of the pudding.

* * *

But we are never satisfied. The more circulation we have the more we want. We have recently added several new men to our subscription canvassing staff. This will enable us to simultaneously work every Province in the Dominion, so that every probable subscriber who has come into existence since the country was covered last autumn will be waited upon before the end of the year by a trained solicitor, and no other publishing house in Canada has ever carried on such an extensive subscription campaign through trained personal canvassers.

Art as an adjunct to advertising has become a recognized fact. Art increases the effectiveness of advertising. Three or four years ago the MacLean Publishing Company established a staff of expert ad.-writers whose services were placed at the disposal of advertisers free of charge. The results in the way of increased attractiveness of advertisements have been so gratifying that we have now created an art department for the purpose of further augmenting the effectiveness of the advertising carried by the nine trade newspapers and magazines published by us. The chief of the art department has done some of the most effective art advertising work in Canada, and we are looking for big things.

A Review of Canadian Exports

THE PAST, THE PRESENT, AND POSSIBILITIES OF FUTURE DEVELOPMENT.

"Canada, the land of promise"; "The realm of wheat and gold"; "The world's breadbasket." These are a few significant titles attached to this richly-endowed portion of the Western Hemisphere by those who have spoken more or less seriously of the country's present and of its prospects.

The world recognizes the magnificence of Canada's resources. Stories are being told, and most of them are true, all over both hemispheres, of the possibilities of this country. The eyes of the nations are turned to Canada. But what the world is waiting for is to see how these possibilities will be taken advantage of.

As a thermometer of prosperity and development the exports of a country are accepted as a pretty fair index. And from this standpoint, Canada, for a comparatively new country, will rank among the leaders. A review of the facts and figures presented herewith will allow the formation of a pretty correct idea as to what Canada's export trade has been, its present conditions and what the future will bring forth.

25 Years of Expansion.

The exports of Canada during the past 25 years show a surprising record of expansion. In 1883 the total exports of merchandise from Canada were $84,285,707; while in 1906 (the last Government fiscal year which ended on June 30) they had reached a total of $235,483,956. Of these the exports to Great Britain jumped from $39,538,067 in 1883, to $127,456,465 in 1906; while the exports to the United States increased from $36,096,501 in 1883, to $83,546,306 in 1906; the business with Great Britain being proportionately much greater than that with the United States. The following table will show how these increases are made up:

	1883		1906.	
	G. B.	U. S.	G. B.	U. S.
Agricultural products	$ 9,474,740	$11,989,280	$42,305,048	$ 5,779,964
Animals and their produce	13,158,194	6,567,588	57,758,417	7,259,329
Fisheries	2,337,072	3,186,218	6,139,577	4,880,407
Forest products	13,027,337	9,916,040	12,498,738	23,085,040
Manufactures	1,211,189	1,603,274	7,233,232	9,652,328
Minerals	309,794	2,332,051	1,475,839	32,869,004

The above table shows the enormous increase during the past 25 years in exports to Britain of produce of animals and the field. The exports to all other countries increased from $8,651,139 in 1883 to $24,481,185 in 1906.

Last year (1907) there was a falling off, compared with the previous year, the total being $226,512,063. The output of the Canadian farm during 1907 was less bountiful than in former years, and below the normal, owing to unfavorable climatic conditions, especially in the Northwest, where the wheat yield was reduced in quantity and inferior in quality, due to late maturity and frosts. This condition of affairs may have temporarily checked expansion, but no severe or prolonged recession of trade is likely to occur. That this is so may be judged from the Government's report of exports, including coin and bullion, for the fiscal year ended March 31, last, which were valued at $246,960,000, an increase of $7,346,000 in a year. This is a remarkable increase, when we take into consideration the crop failure of last year.

Present Year Beginning Well.

The trade with Great Britain during April of this year shows encouraging increases. Wheat exports increased in quantity fifty per cent. over the corresponding month last year, while the value of this wheat increased sixty-three per cent. Flour exports, however, have shown a large contraction, but it is still considerably above the export level. Cheese exports are nearly four times greater than during April, last year, and there are signs of recovery in the butter trade. Provisions and dairy produce generally are showing an encouraging revival.

The following table gives some export figures for April, compared with the previous month, and with the corresponding month last year:

	April, 1908.	March, 1908.	April, 1907.
Cattle	£ 46,819	£ 82,682	£ 92,318
Wheat, cwt.	184,567	233,527	112,695
Meal and flour, cwts.	47,687	79,412	96,865
Peas, cwts.	305	8,984	3,024
Bacon, cwts.	131,984	169,935	183,320
Hams, cwts.	34,942	43,287	25,558
Butter, cwts.	60	2,032	.....
Cheese, cwts.	140,435	140,468	36,865
Horses	600	.....	.....
Sheep and lambs	.....	1,180	.....
	£587,399	£761,507	£550,845

Exports Principally Agricultural Products.

Canada, of course, is an agricultural country, and, naturally, her exports are largely agricultural, grains, especially wheat, oats and barley, and flour, are the heaviest lines, with apples, cattle and sheep, bacon, hams and canned meats, hay, and leather and paper close up. These are exported principally to Great Britain. Timber, agricultural implements, drugs and chemicals, manufactured articles of iron and wood, and copper and nickel ore, also figure largely. These, however, do not go so extensively to Great Britain, but rather to the United States and foreign countries. Great Britain and the United States are our best customers, but a yearly-increasing trade is being done with the British West Indies, Cuba, New Zealand, Newfoundland, Argentine, France and Germany; and Australia and Belgium, though not increasing their buying of Canadian goods, are still splendid customers. Japan, China and the Far East, also, might be considered, as the possibilities for trade look very bright.

Development of West Indian Trade.

One of the brightest features is the development of trade with the British

West Indies. Despite the fact that Canada has no reciprocal arrangement with the West Indies our trade with the islands is rapidly increasing, and the steamers going out from Eastern Canadian ports are carrying larger and larger cargoes of farm produce. A great deal of fish, too, is being taken. In fact, our fish exports are almost wholly sent to the West Indies, the United States and Brazil. These encouraging signs are a fair indication of what might be done under reciprocity if Canada obtained a preference on farm products in the different islands and in British Guiana. Recently it was found necessary to send a special steamer with a full load of Canadian products to Bermuda, and no doubt a market for Canadian manufactures of various kinds, as well as for farm produce, could be built up if closer relations were established.

Flour is one of the lines especially called for in the West Indies, and Canadian millers have found that this will be a great market in future. There are no mills there, and flour must be imported. Labor is cheap enough, but the fact that there is no demand for the by-products—bran and shorts—would militate against the conducting of a milling industry on the islands.

Cuba Takes Her Share.

Cuba, too, is a pretty good buyer of Canadian goods. For the ten months ending January 31, last, Cuba took goods valued at $1,115,089.

An interesting point is contained in the table of exports during these ten months. The total exports were valued at $245,965,226. Of these the British Empire took $130,382,054; the remaining $115,583,173 being divided among all other countries. Great Britain took $119,442,281, the colonies $20,939,773, the United States $100,242,170, and all other countries $15,341,002.

What the Government is Doing.

To build up our export trade the Dominion Government has a chain of trade commissioners and commercial agents in Australia, New Zealand, British West Indies, China, Japan, Corea, France, Norway, Mexico, Newfoundland and South Africa, besides centres in Great Britain whose business it is to keep Canadian exporters and importers in touch with trade conditions and trade matters generally in the various countries in which they act as Canadian Government representatives. The Canadian immigration agents in Belgium, France and Great Britain also supply the Department of Trade and Commerce at Ottawa with information which may be useful to the Canadian trade. A monthly report is issued by the department, supplemented with a weekly bulletin, containing this information, but in regard to this report and bulletin service we are still behind the daily consular reports published by the British and United States Governments. Doubtless our service will be improved in time and Canada, too, will have this daily trade bulletin.

Another aid in the promotion of Canadian trade is the Exhibition Branch of the Dominion Agricultural Department, which was formed after the close of the Pan-American Exhibition at Buffalo in 1901. Both at Chicago and at Buffalo the Dominion and the various provincial governments conducted their own exhibits. Now the Dominion Government undertakes to look after all exhibits and thus prevents wasteful duplication and expense and during the past few years this branch has conducted the Canadian exhibit in Osaka (Japan), St. Louis, Milan (Italy), Glasgow, Dublin, Wolverhampton, Edinburgh and those in New Zealand and Belgium. At present this branch is looking after the Canadian exhibit at the Anglo-French Exposition in London and trying to bring Canadian goods to the attention of prospective customers.

F. C. T. O'HARA.
Recently Appointed Deputy Minister of the Canadian Trade and Commerce Department.

There is an "Extension of Markets" Department, at Ottawa, whose business it is to compile lists of exporters and their products and supply these lists through commercial agents abroad, to traders and probable buyers in other countries.

Another aid to the Canadian export trade is the cold storage stations, the refrigerator car service and cold storage compartment service on steamers inaugurated several years ago for the forwarding of perishable goods, especially fruit and dairy produce, to the British market. This has enabled the small shipper to enlarge his field of operations to some extent, allowing him to enter a foreign market and thus compete for business at home and abroad.

As regards the cold storage system the ammonia process of cool air circulating through pipes has proven itself to be better than the ice refrigerator scheme; but as to the success of the sending forward of fresh fruit and vegetables to the British market by this or any plan, there appears to be some doubt. Tomatoes, especially, are said to have suffered somewhat in transit. These goods and all Canadian goods, sent to Britain, are going to the world's greatest market and are meeting in competition the choicest products of the world. Too much care cannot be taken in preparing and forwarding our merchandise.

During the early part of the last century and while the country was being settled, the principal product of Canada was timber, and this was exported largely to Europe. The timber trade is not now so all-important as it once was and what exports there are go largely to the United States.

Filling the World's Breadbasket.

With the filling-up of the country the wheat fields gradually extended and as the golden grain took the place of the forest, wheat soon occupied the primary position. At first the United States was a good customer, but with the abrogation of reciprocity in 1866 and later the passing of the McKinley tariff in 1890, we had to look for other markets for our wheat and Great Britain's demands began to be catered to. The opening of the West by the C.P.R. made possible the cultivation of immense tracts of prairie suitable for the growing of grains, and so Canada entered the lists as a world's wheat producer.

Meeting New Conditions.

The older parts of the country now began mixed farming, and as Great Britain was already taking Canadian cheese there was an opportunity also to add beef and bacon, poultry, eggs, butter and fruit. The British market presented new conditions and new demands, and Canadians had to adjust themselves to this work. As an instance of this, Mr. C. C. James, Deputy Minister of Agriculture for Ontario, cites the case of barley, which, up to the time of the passing of the McKinley tariff, was an article of export to the United States. "British maltsters use enormous quantities of barley," he

says, "but we simply could not change the consignment from Oswego or Buffalo to Liverpool. Canadian barley did not suit the British malting process; it was not of the right kind." So the new conditions had to be met and the new buyer had to be given what he wanted. This applies to all our exports. The wishes of the buyer must be respected and the conditions of the market met, so far as possible.

In 1902 the barley exported to Britain was valued at only $172,028. In 1906 it rose to $426,917; and last year to $710,445. Ever since 1890 this grain has shown an advance every year.

Increase in Wheat Exports.

About two years ago J. J. Hill, the American railway magnate, made a speech in which he tried to frighten Minnesota wheat growers and flour millers by telling them that in ten years Canada might monopolize the British market with her wheat and flour. Whether or not he intended to frighten the millers, Canada's export of wheat alone to Britain has shown a rapid and steady increase. In 1902 wheat was sent, valued at $18,024,257, and in 1907 $41,264,798 worth, as against $30,234,611 in 1906; and the prospect is for larger export figures this year. Littl Belgium also bought of our greatest export last year to the value of $995,785.

Bran valued at $228,084 was sent to the English market in 1907, as compared with $155,298 in 1906. This by-product of the flour mill is steadily and rapidly rising in export to Great Britain and the United States, also, is a good customer, taking $185 667 worth last year.

Flour Rising Steadily.

Flour has steadily risen in export value from $2,290,056 in 1902, when 648,199 barrels went forward, to 1,022,926 barrels valued at $4,325,549 last year. Newfoundland in 1907 took from us 246,214 barrels of flour valued at $1,178,954; the British West Indies 67,885 barrels, worth $288,412 and the United States 26 696 barrels, valued at $109,231.

Canadian wheat and flour meet with competition from all the world in the British market, but it speaks highly for the Canadian product when the export values come up so remarkably. The chief competition comes from Argentina, the United States, Russia and Southern Europe, but the high standard of the Canadian grains makes an increasing demand. The Canadian miller and exporter should keep up the quality of his goods and make his special brands called for, as there is no business to be done nor money to be made in competition with the cheaper grades

Canadian Miller's Opportunity.

On the flour situatron some of the smaller Canadian mills are afraid of the competition on the British market and cite the increased number of mills which have gone up all over Scotland and England, but those familiar with the milling business on both sides of the water say Canadians have the better of the argument. There may be some very large buildings and plants in the Old Country, but these only mean an increased outlay on capital account which can be made good in one way only —a high price for the output of the mill. Then there is the matter of offal —bran and shorts. There is a much better market here for these by-products

"TAIL" END OF A BARREL OF CANADIAN EXPORT APPLES.

than in the Old Land, although we do send an increasing amount of these to the Old Country every year. Of course labor must be considered, but the number of hands employed in a mill seem to cut but a sorry item. The machinery is either bought in America or is built in Britain from American patents. All in all, the balance is in the Canadian millers' favor.

Argentine up to a few days ago had quite a call on the British market, owing to its cheapness and the partial failure of the Canadian and United States crops last year, but a change has developed. Argentine is running short, and Canadian wheat and flour are again in demand. The proportion of gluten is much greater in our Northern wheat then in the grades coming from our South American competitor, and so better bread is obtained from it. At present there is a call in Britain for Ontario patent, which is a good pastry flour and there is a growing demand for rolled oats and breakfast foods of all kinds. Canada might, and should, do much more exporting in the various lines of grains.

The Railways Participating.

Canadian railways are encouraging the export grain trade by making it easier to carry goods to the seaboard The C.P.R. is building a large elevator on Georgian Bay and constructing a new straight rail line therefrom to connect with Montreal. The G.T.R. is putting up two elevators, one at the head of the lakes and the other on Georgian Bay, and the Canadian Northern is working for the completion of its line to tidewater at Quebec. Added to these we may expect in the not distant future, a railway in the West to Fort Churchill, on Hudson's Bay.

Canadian Shipping Ports.

An interesting point arises here as to the importance of our Canadian shipping ports. A correspondent in St. John, writing this week, says: "The past season (1907-8) saw the largest winter port business in the history of this port. The previous best year was 1895-6, when exports totalling $23,615,001 were sent out, while during the past season we shipped exports valued at $23,685 160. The shipment of grain amounted to 6,377,974 bushels, nearly double the amount sent out the previous year. Live stock shipments the past season decreased to only half the amount sent out in 1906-7, but the amount of package freight was one-half greater than the previous year.

Montreal is our principal shipping port, and the following table shows the position held by that city as regards exports last year compared with former years:

Year.	Vessels.	Freight tonnage.
1903	802	1,890,904
1904	796	1,856,697
1905	833	1,940,056
1906	820	1,973,223
1907	740	1,924,475

A slight decrease is shown in outward freight last year as compared with the previous year. This is accounted for by the fact that live stock, butter, cheese and other export lines, owing to the unfavorable weather conditions prevailing last year, were not offered so freely as usual. Only 96,977 head of cattle went out, compared with 128,160 in 1906; sheep exports were 11,585, compared with 10,791, and 174 horses compared with 641 in 1906. Grain

shipments amounted to about 32,000,000 bushels, the largest on record. This year, owing to the high freight rate on grain between Buffalo and New York an increased shipping business is expected in this commodity at Montreal.

Butter and Cheese Trade.

Our export trade in butter and cheese with Great Britain fell off very largely last year, the decrease being somewhere in the neighborhood of 30 per cent., but fortunately this was not due to keen competition in the English market so much as to the fact that we did not have butter and cheese to offer. Demand in Canada with the increasing immigration, is growing so rapidly that the producers, having a much smaller output last year found themselves only able to supply the home demand. There can be no doubt but that as soon as Canada can provide her own market with ample supplies, and have some left over, then will she be able to throw down the gauntlet to New Zealand and the other colonies in the British markets. The general conditions in the British trade in these products last year were much the same in many respects

Now that Canada must awaken to the competition in the English markets of New Zealand and Australian products, which have passed the experimental stage and are now assured factors in the British situation, we have to consider also the debut of a new competitor in the markets across the seas. This new entry last season was Siberia, and some have seen cause for a grave reflection in this event. At the present moment, having the necessary natural assets, it only remains in Siberia for a greater civilization to assimilate these qualifications and evolve from the process proper facilities for placing their products on sale throughout the world.

Up to the present, owing to the primitive methods which they employ, they have not been regarded very seriously, as their butter brings a lower figure in London than the make of other countries.

Much has been said about the utility of silos where fodder can be stored during the winter that will greatly augment the yield of milk and also be cheaper than feeding the cows on hay It is regrettable that the high price of hay and feed led so many farmers to slaughter their cows both in the autumns of 1906 and 1907. Such action on the part of the farmers precludes the possibility of very rapid growth of the industry.

PICKING APPLES FOR EXPORT IN A CANADIAN ORCHARD.

Present Conditions.

The butter and cheese markets of Great Britain are at present stationary and no change is noted since the butter scarcity of two months ago. Then butter sold as high as 36 cents a pound. Just now Danish and other foreign butters can be bought in London for 24 cents, some four cents cheaper than English butter. The Britisher is unable to provide an article of uniform quality, which gives Danish, Canadian Irish New Zealand and Australian butter a chance throughout England and Scotland.

Canadian export butter in Britain showed a serious shrinkage last year—about $1,000,000, compared with $5,459,300 in 1902, which rose irregularly to $6,802,003 in 1906. In fact, it was the smallest showing since 1895.

With butter there is always the element of chance present. With cheese it is different. During the canned meat scare in Britain a great run was made on cheese, with beneficial results to the Canadian exporter, for a taste was created for Canada's product and now a number of people ask for it in preference to the Old Country make The weather conditions in England and on the continent generally since the beginning of the year have been distinctly against anything like a normal season of cheese-making in Europe this year. An English provision journal says of Canadian cheese: "The Canadian product has got the good opinion of the market here. Its quality is recognized to be more and more uniform as the years pass. It is pretty well agreed that there is little difference in the real value between any summer and autumn make now, and buyers know they are getting on to a good article when they buy Canadian cheese, whether it be June or September, July or August."

London retains its position as the chief market for Canadian cheese, with Liverpool, Bristol, Glasgow, Leith and Manchester following.

Cheese exports to Britain which had increased from $19,620,239 in 1902 to $24,300,908 in 1906, last year dropped to $22,001,332.

Egg Trade Fell Off.

In the egg trade during the past year somewhat the same conditions have prevailed as in the butter and cheese situation, which has not made it the brightest of years for this business. The keepers of hens in many cases, owing to the lofty prices of feed, have thought it wise to kill them off. There was considerable talk about the prospects of trade with Great Britain during the past season, but our prices were too high. Therefore, the exporters found no material inspiration in the British markets.

Changing Conditions.

A remarkable change has come over the egg trade of Canada during the past seven or eight years. Ten years ago English buyers came to Canada in the Spring and contracted for large shipments, probably 80,000 to 100,000 cases in the fall. At that time eggs for pickling could be obtained for 9 or 10 cents a dozen, while to-day from 14 to 17 cents has to be paid, the home demand and curtailed production being responsible for the increased price. The result is that egg exports have greatly declined and England now gets, besides the Irish and Danish article, eggs from Southern and Eastern Europe.

In 1902 Canada sent Great Britain $1,691,024 worth, while in 1906 our eggs

sent to England were valued at $448,463 and last year at only $270,567.

Poultry Business Increasing.

Dressed poultry exports to Britain totalled $101,808 last year, an increase of $20,000 over the preceding year. Though not so high as in 1902, when Canada exported poultry valued at $216,503, the amount sent to the English market is increasing yearly, despite the fact that a strong home demand has arisen within the past few years. Live poultry valued at $68,276, was exported in 1907 to the United States.

Could Develop Meat Trade.

Although at present one of Canada's most important exports, the live and dressed meat trade, could be considerably developed. For one thing, the embargo on our cattle compelling them to be killed within ten days of their arrival on British soil works injuriously against Canadian trade and should be lifted, for the animals at the time of slaughtering are not in satisfactory condition, owing to the long sea voyage they have just undergone. We may reasonably attribute the falling off in cattle exports last year to the unfavorable weather conditions which prevailed all over the American continent the greater part of last summer causing drought and scarcity of feed.

Great Britain took Canadian live cattle over one year old valued at $8,382,786 last year, compared with $9,742,588 in 1902 and $11,044,248 in 1906; and live sheep valued at $266,019, compared with $430 055 in 1902 and $244,053 in 1906. The United States was a close second in sheep last year, taking $228,184 worth.

Bacon Trade Declining.

In 1903 Canada appeared to have reached its high-water mark in the export of bacon, that year's figures being $15,429,122. Since then the exports have declined yearly, last year's total being $9,907,734. Beef, too, has declined since 1902, when we exported $395,294 worth. Last year the figures were only $71,935, but even that total is $30 000 greater than in 1906.

Exports of ham have been see-sawing from $237,306 in 1902 to $343,370 in 1907, the highest export values being $444,617 in 1903. In fact the year 1903 was Canada's best year in the dead meat export trade. There is, however, an active demand for Canadian hams and bacon in South Africa, where they have an excellent reputation.

Some Strong Opposition.

The British market for hog products requires a lot of study and careful watching. Denmark is a strong competitor of Canada in this line of meat and has the advantage of closer proximity to the market. It takes two weeks after killing to place Canadian goods on the London market whereas, but two days are required for the Danish articles, which, consequently, are put on sale in a milder and fresher condition, and probably are more palatable to the English taste. There is this to be said, however, that the Canadian products are better cured and can be more easily kept if necessary.

When the London market is overstocked a telegram to the Danish packers will suspend killing until a demand again exists. This scheme could not very well work in Canada. Two weeks' goods are already on the way by the time the order is received, and if there is a continued glut on the English market it is the Canadian exporter who loses. Then although both Canada and Denmark are agricultural countries, the community-of-interests idea seems to be working more harmoniously in the latter country. The farmer and raiser of hogs knows he has a profitable line of work and is aided and helped by the packer, and the farmer and packer are both aided by the government.

A Record in Mutton.

Canadian mutton, which seemed to be going under in competition with Argentine, New Zealand and Australian meat last year took a brace and established a record, Canadian exports to Britain being valued at $40,488. The Southern countries above mentioned have first-class refrigerator services and are able to lay down mutton on the English market in an almost fresh condition, thu giving them a good hold on the British buyer. All praise is due the Canadian exporter when he is able to increase his sales in the face of this strong competition.

Canned Meats Decreasing.

Canned tongues, which had been increasing in value up to 1905, when Canada's exports jumped to $3,525,270, have as suddenly declined to $1,349,880 in 1906, and $135,844 in 1907. This extraordinary decline is, no doubt, due to the effect of the campaign carried on during the beef trust arraignment in the United States, and due, too, to the articles which appeared in the public press during the past couple of years This also applies pretty generally to all canned meats.

Enormous Fish Shipments.

Of export fish a most important line is dry salted codfish, which goes in large quantities to Brazil and South American countries; to Cuba and the West Indies, and the United States and Great Britain. Brazil alone last year took $708,206 worth, while the British West Indies hold the record at $735,941.

The United States took $239,253 worth of pickled mackerel, and $144,984 in fresh and frozen herring. The West Indies took $118,605 worth of herring, and the United States $343,934 in sea-fish of various kinds.

Fresh lobsters, valued at $405,503, and canned at $962,471, were taken by the United States. The British market for lobsters has declined to almost nothing for fresh and from over a million dollars in 1906 to $613,428 last year for canned goods. This decline is no doubt partly due to the enforcement of the law regarding the size of lobsters to be caught. France took from us last year $844,865 worth of lobsters.

Fresh salmon exports to Great Britain have declined, the United States heading the list at $135,070. In canned salmon, also, British exports declined to $1,813,672, a drop of over two million dollars in one year. This is due greatly to the shortage of fish and an-

PACKING CANADIAN APPLES FOR EXPORT SHOWING "MARKED" BARREL.

other small export shipment may be expected this year. Australia took $199,088 worth of canned salmon last year.

United States Demand Increasing.

An interesting feature is the increasing export of fresh water fish to the United States. Fishermen aver that enough fish is caught in Canada in a week to supply the Canadian market for a year. Last year the United States took fresh fish valued at $1,124,887. Some of the fish, like carp, catfish and blue pickerel, which particular Canadians would not buy at any price, find ready sale at good prices among the foreign element in the larger American cities. Great Britain still buys our whale and the furs of marine animals, last year taking $199,966 worth of the former, and $111,699 worth of the latter.

The Export Fruit Trade.

A resume of the export fruit business of Canada almost resolves itself into a history of the apple trade with foreign countries. The apple industry in Canada during the year 1907 was particularly satisfactory. The crop did not exceed all records, and, perhaps, might be below the average, but this condition is amply compensated for by the fact that the quality of the year's production was excellent. One peculiarity which might be noted was the size of the Ontario apples, which were a little small, but this fact did not militate against their sale, as their quality left nothing to be desired. A combination of circumstances in the United States and England contributed largely to the good prices which were obtained by the Canadian shippers in foreign markets. In the United States there was a comparative shortage in the crop and a similar condition of affairs prevailed in England. These circumstances acted as a stimulant to the Canadian exporters, who were anxious to take full advantage of the situation. Under ordinary conditions the apple crop for export purposes passes through Montreal, but last season, owing to the strong demand in the United States for Canadian apples, a large volume of the business went to other points of outlet. A specially large number found their way across the boundary at Niagara Falls, and ultimately were offered for sale in Boston and New York.

Last year Canada exported $1,234,290 barrels of apples, valued at $3,696,977, to the English market, against 1,029,418 barrels, valued at $3,475,825 in 1906. Though our exports to Great Britain of green and ripe apples are increasing yearly, we have not yet reached the figures of 1904, when we sent $4,379,826 worth. The United States last year bought apples from us to the extent of $312,761.

There is some slight competition on the London market from Tasmanian and South African apples, but the supply of these is somewhat limited. A demand for Canadian apples exists in Germany, and some effort should be made to take advantage of that trade. The present method of non-uniformity of grade packing prevented the placing of a quantity of Canadian apples with some German houses a year ago, when buyers were sent out to pick up some choice brands. These buyers were disappointed with the way Nova Scotian apples were set out and placed their orders with United States growers instead.

Dried Apples Going to Holland.

Last year Great Britain took but 7,355 worth of dried apples, compared with $12,254 worth in 1906. There has been a decline in the export of these goods since 1903, when the record stood at $29,143. But if the exports to Britain are declining, we are sending large orders to Holland. Last year that country took dried apples valued at $68,442.

Fresh berries of all kinds are going to the United States and practically none to Great Britain. Canned and preserved berries, however, are again increasing in export to Britain, last year about $250,000 worth going forward, against $248,619 in 1906. We are still, however, behind the $370,973 record of 1903.

Canned Goods Aggregate Well.

Canned goods exports generally are about normal, canned apples being the most prominent fruit. Other lines close up are tomatoes, peas, corn, peaches and strawberries. The total value of these exports to Britain last year was $241,003.

Maple sugar was bought in the Old Country more freely last year than for the several previous years, but the United States is still the buyer of this maple line, importing in 1907 $214,317 worth, compared with Britain's $4,482.

The United States continue to buy our turnips, and last year there were sent across the line 1,073,302 bushels, valued at $160,485.

Cereals Are Sold Widely.

Canadian cereal foods were introduced into Great Britain several years ago. Last year exports to that market totalled 27,438 tons, valued at $356,172. This is a falling off compared with 1906, when the value of cereal exports was $860,363. The West Indies and some of the other European countries are becoming large buyers.

Great Britain took practically all of Canada's oatmeal last year. Our total export was valued at $666,130, of which Britain took $611,251 worth. This is a line that has been steadily rising in value as an export article. In 1902, we sent $329,042 worth to the English market, while in 1906 the value had risen to $492,084.

Agricultural Products.

Our bean exports to Britain are declining rapidly, owing to increased home demand, though the United States are also buying largely.

Buckwheat, though not making as good a showing last year as in 1906, is still going ahead. In 1902 we sent $79,094 worth, while last year the export of buckwheat had increased in value to $147,653.

Oats last year went forward to the value of $2,448,800, compared with $762,503 in 1906, and $1,861,661 in 1903. This grain fluctuates much in export yearly, and depends a great deal on the demand and prices to be obtained in the European markets.

Whole peas, too, are continually seesawing. In 1902, $1,105,814 worth went to the English market, while last year we sent but $313,542, which, with the exception of 1905, was the poorest yearly record to date.

Hay is still declining in export, due principally to short crops. Britain took $356,172 worth last year, but this amount is very small compared with the $952,728 in 1906, and but a mouthful compared with $1,702,538 bought by Britain in 1902. The United States in 1907 took hay valued at $240,687.

Exports of hops are up again after the declines of the past six years. In 1907, $32,259 worth was sold, which is the highest in a decade.

Some Miscellaneous Features.

One of the great features of Canada's export trade in the line of manufactures is the increasing demand abroad for agricultural implements. Germany, Australia, France and Great Britain being very large buyers. Typewriters to Britain and linotype machines to South Africa are also special export features. Cordage and charcoal are going forward in growing quantities to the United States, as also are drugs and chemicals and electrical apparatus, fertilizers, ice and manufactures of steel and tin. England is taking aluminum, musical instruments, oil cake, and leather, the latter to the value of $1,491,572.

One of our large export items is printing paper. England last year bought this to the value of $842,646; the United States $677,894, and Australia $600,607; the total value of shipments in this line being $2,500,635. The United States besides took $3,263,735 worth of wood pulp. One very interesting fea-

ture is that while Canada imports from Great Britain great quantities of ale and beer, last year $924,614 worth of whiskey was sent to the United States.

One or two facts which have been impressed in various ways throughout this article deserve comment.

It is very evident that as Canada's population is increasing and the country is developing, the demand at home for several lines which were formerly exported very largely has increased to such an extent that local consumption approaches the aggregate production and the markets abroad which would otherwise be open to such products cannot be supplied. This will account for the decrease last year in several lines of export.

This condition will become more evident as the country continues to grow, and it is incumbent on exporters and the Government departments interested to take all possible steps to increase production in these lines of goods.

SPLENDID INTERIOR OF A CANADIAN STORE—GROCERY DEPARTMENT TRITES-WOOD CO., FERNIE, B.C.

"DEY SHO' IS HOGS."

Mose, the darky cook of a party of surveyors in Eastern Texas, was greatly annoyed by the razorback hogs that roamed around the camp. One evening, while he was at the spring, a particularly ravenous band of these "piny woods rooters" raided the cook tent and ate everything that was edible and some other things that weren't.

For several moments after his return from the spring Mose could find no words to express his feelings.

"Wall," he finally exclaimed, "de good Lawd suhtainly knowed His business when He named hawgs 'hawgs'! Dey sho is hawgs!"—Philadelphia Ledger.

DOESN'T PAY TO SCATTER ORDERS.

Not a few merchants have the idea that the shrewd way to buy goods is to keep eight or ten different firms in the same line dangling along with small orders to each one, rather than concentrating the orders with one firm, and trusting to that firm to protect them on prices.

Commercial travelers themselves will tell the honest seeker after information that the man who scatters orders doesn't get as good treatment as the man who throws his trade to one house as long as that house treats him right.

Consider just the one item of building up credit for your establishment. It is better for you to do your business in one place, as far as possible, because it is better for you to owe money to one house than to a dozen. Having your account in one basket, you can watch that basket. Moreover, by centralizing your trade, you build up a solid reputation with that house for credit; you are recognized as a valuable customer, to whom the concern can afford to make concessions.

The representatives of that house, when they come to your town, will see to it that you are put next to all the things that you ought to know; the close inside information which the representatives of the big wholesale houses have is not distributed hit or miss, but goes to the concerns in which that house has an especial interest. If there are any inside figures to be given out, you will get your share of them. While a drummer may now and then make a special cut to a new customer to get his trade, he won't keep the system up, and he will plan to get his money back in due time.

By concentrating orders, too, a merchant is able to make up enough of an order to save in freight shipments. If the merchant is patronizing a number of places, he may try to make up enough for a profitable shipment from each one of these concerns, taking the risk of over-ordering in some lines with the object of saving freight. The result is that he is "stuck" with some overstock, and loses more than his freight savings for a year.—Merchants' Journal.

How Canning Is Done

A TRIP THROUGH A TYPICAL CANADIAN PLANT.

There isn't anything much more familiar in the grocery store than a display of canned goods. The grocer, too, when he buys his 30 or 40 cases, talks away with the traveler about "swells" and "leaks," and yet how many of them are familiar with the processes which are gone through in the production of the goods. A representative of The Grocer had the pleasure of visiting several typical canning factories in Ontario some time ago, and in one of them was fortunate enough to secure some photographs of the plant which show pretty clearly how the business is done. Something of the story of the trip and the photographs are given herewith. No attempt is made to give a technical description but rather to put the story in a practical and interesting way and to give points which grocers can talk to their customers about.

ENGRAVING NO. 1—THE MOVABLE PEELING TABLE.

The importance of the Canadian canning industry is shown by the large number of factories, most of them specially built and most of them kept in admirable condition, as regards cleanliness and sanitation, which are devoted to the trade. In practically every factory machinery and appliances are at work which our grandfathers never dreamed of.

For purposes of illustration we're going to follow, say, a bushel of tomatoes from the point where they are unloaded by the farmer, through the factory till they are deposited in the warehouse awaiting shipment.

The tomatoes, which are usually brought to the factory in baskets, are first emptied carefully into a machine usually situated outside the factory proper, near the unloading platform, which washes and scalds them and by means of a moving elevator passes them into the factory ready to be peeled.

A machine has recently been invented which is said to peel tomatoes quite efficiently but as yet it has not come at all into general use and the work is done by hand, usually by women who are employed in large numbers during the season. The peeling is done in a surprisingly rapid and efficient manner at a so-called "table," the extensive piece of machinery which is shown in the first engraving.

The Peeling Table.

The machine, as will be seen, is really a circular series of small bins or compartments fitted on either side of a framework, while between these runs an endless belt of flexibly-connected metal plates which is kept continually moving. The women sit or stand around this table and the tomatoes, which are placed in pails after coming from the scalding machine, come to them by the pailful. Each woman lifts off a pail of scalded tomatoes as it comes to her, places it beside an empty pail in the small compartment in front of her and places the peeled fruit into the empty pail, and the peelings drop into the first one. When a pail is filled it is placed on the moving table, along with the pail of peelings and passes along around the circle, the peeled fruit going to the filling machine and the peelings to another operator where it goes through another process.

With from 70 to 80 women working around one of these tables, and they work remarkably fast, the scene is rather an active one. In most factories inspectors are engaged in watching the peelers, seeing that the peeling is done properly and that all unfit fruit is discarded. These inspectors, too, carry the checks which in most factories are given with each pail of peeled fruit and thus tab is readily kept on the amount of work done by each employe.

How Cans Are Filled.

After being peeled the tomatoes go to the filling machines. These are manufactured in different designs and are continually being improved, so that it is difficult to describe all systems used. In general, however, the fruit is emptied into a hopper in the top of the machine and is fed automatically in exactly the proper quantity to the cans, which pass and stop for the amount required for filling below the hopper. If salt is used it is sometimes squirted in in solution by the machine before the can is filled, or is sometimes fed in in its crystal state. A large amount of the tomatoes, however, are canned without even the addition of salt.

One of the latest machines for filling cans, and a most interesting one to see and hear, in operation, shows a hood down over the can as it comes beneath the hopper, pumps the air out and then forces the fruit in, doing all this in an instant and causing in the operation a noise something like a man walking in a swamp with long boots on.

The Sealing Process.

After being filled the can, which has either a large hole in the top, or has the top entirely open, according to the

style used, the latter being a later design, goes to the soldering machine, or to a crimper to be sealed.

With the open-top can the sealing machine automatically applies a cover and this is again automatically crimped around the top of the can in such a way as to provide a hermetical seal, with this style of can no solder whatever is used in sealing.

ENGRAVING NO. 2—RETORTS FOR COOKING.

The soldering machine, which seals the partially-covered cans, is a remarkable piece of apparatus. As the cans pass along on a track entering the machine the small tin caps are applied. In the machine a small amount of spelter is systematically smeared on and then the soldering irons, circular in form and working in sets, automatically drop down on the cans, turn partially round to complete the seal and then rise, releasing the cans which pass out and along the track. The whole process is done very rapidly and the machines are remarkably efficient.

One other point, however, deserves special mention. A tiny hole is punched in the can top before soldering to allow the escape of the heated air. This is sealed by a touch with a soldering iron by a man who supplements the machine and who also carefully inspects each can as it moves past him.

From the soldering machine the cans go to a tester which assures the completeness of the seal.

Two Ways of Cooking.

The next process is an all-important one, that of cooking. Two methods of appliances are generally used for this, one of which is illustrated in engraving No. 2. This shows a number of retorts. After being tested the cans are placed a hundred or so at a time, in a sort of metal cage, and by means of a derrick and overhead tram are swung over these retorts and lowered inside. The covers are then clamped on, the steam turned on and the cooking process begins. The time consumed in the cooking operation varies of course with the kind of fruit and its condition.

The other system of cooking, which, to the uninitiated is a more novel one is entirely automatic. The machine in this case consists of a huge wooden chamber or covered trough from sixty to a hundred feet long, in which boiling water is circulating and through which an endless belt of wooden slats moves. The filled cans are dumped on the slatted belt, pass down into the cooking chamber, and continually moving, pass along to the other end where they again emerge. The passage through this cooking chamber is necessarily very slow and the machinery is arranged so that it may be adjusted to a nicety to allow the fruit to remain the proper time in boiling water. The mechanism may be adjusted so that the cans take from but a few minutes to an hour and a half or more to pass through the cooker.

The Final Processes.

When the cans of fruit are cooked and this is common to both systems, they pass to another endless belt which carries them through a chamber of cold water for the purpose of cooling.

After cooling the cans are loosely packed in cases and are then transferred to the storehouse in connection with the factory, where they are allowed to remain for some time before shipment for the purpose of detecting any "swells" or imperfectly sealed goods, which would probably cause trouble later.

When an order comes in from the broker or jobber the number of cases required is brought into the factory for labelling. This work is done by a special machine which automatically pastes the label and slaps it on the can with an accuracy and rapidity scarcely believable.

It will be seen that through the processes already described the fruit is not touched by hand after it leaves the peelers.

ENGRAVING NO. 3—COPPER KETT LES FOR BOILING JAMS.

How Other Fruits Are Treated.

Fruits, such as apples, peaches, pears and plumes, pass through practically the same processes, though the earlier stages are somewhat different. Plums, of course, are not peeled, but are very carefully picked over and the imperfect

fruit discarded. Instead of passing to a machine filler they are dumped into a large shallow box, the bottom of which is full of holes, corresponding to the openings in a number of cans which are placed beneath. A few oscillations of the box serve to shake the fruit into the cans.

Apples are peeled on small hand-machines and quartered by hand. Pears

ENGRAVING NO. 4—LABELLING BOTTLED GOODS.

are hand-peeled and in some factories peaches are also peeled by hand. Of recent years, however, a remarkably machine has been designed which peels the peaches without damaging the fruit.

With these fruits a syrup is added and, in the case of apples, a chemical compound is used to prevent deterioration.

After the cans have been filled they pass through the various processes before described.

Jam Manufacture.

One of the departments of practically every canning factory is that given over to the manufacture of jams and jellies. Part of this is illustrated in engraving No. 3. he fruit products entering into the composition of the jams are boiled with the syrup in large copper kettles which are steam-heated and after being brought to the desired consistency are canned or bottled in the usual way.

The process of putting the labels on bottled goods is illustrated in engraving No. 4.

Catsup-making.

The making of catsup involves another department which usually finds a place in every factory. The tomato "pulp," as it is called, the lower grades of which are made from the skins and cuttings of the tomatoes and the better grades from the tomato itself, is boiled in large copper kettles and is seasoned with a variety of spices. It is then run into large tanks from which the bottles are filled by means of specially designed cocks, as is well illustrated in engraving No. 5. A machine for cooking and capping the bottles is also shown here.

Cleanliness in Evidence.

The delightful cleanliness in the clothing of the employes and the premises as shown in this last engraving, is but an evidence of the attempts made in the great majority of the Canadian factories to carry on the processes of canning under conditions which are as far as possible ideal. While all departments of the factories cannot be kept so clean as the one depicted here, it is but fair to say that in the majority of cases every possible effort is made to provide for sanitation and cleanliness in the processes of the canning industry. This photograph would appear, from the dainty aprons and clothing of the women employed, to have been a "fixed" picture, but the writer found just the same conditions existent, and they surprised him considerably, too, when he looked on the same scene some months ago.

For the photographs used in illustrating the above article we are indebted to the Aylmer Canning Co., Hamilton —Editor.

ENGRAVING NO. 5—BOTTLING CATSUP.

"Thomas," said Major Hartigan, as he gazed into his son's eyes with a soul-searching look, "have you eaten any of those canned peaches I put in the cupboard?"

"Father," said Tommy, "I cannot tell a lie. I have not touched one."

The major eyed him wrathfully, as he plunged his hand into the pocket of his coat and drew forth five incriminating stones, which had each one been enshrined in the luscious flesh of a peach but which were now staring in all their horrid nakedness.

"Then how is it," said the parent, "that I find these peachstones in your bedroom, and only one peach left in the cupboard?"

"Father," said Thomas, as he silently but swiftly left the room, and placed a chair in such a position that his father would fall over it if he followed too quickly—"father, that is the one I never touched!"—Philippines Gossip.

The Mission of the Wholesaler

By FREDERICK W. HANNAHS.

The question whether the wholesaler should or should not be the recognized logical medium of distribution between the manufacturer and the retailer has long been a matter of discussion. It has created a feeling of unrest and to a certain extent distrust among all classes of business, but probably in none has this been more apparent than in the grocery trade. Arguments have waxed warm pro and con, but the weight of the logic appears to be largely in favor of the wholesaler.

From time immemorial in the manufacturing business there has been such a recognized medium of distribution through which small buyers have been enabled to purchase goods in quantities suited to their business. In dry goods circles it is an accepted fact that manufacturers of dress goods, linens, etc., shall not sell direct to the retailer. The china, crockery and glassware trades have a custom of their own, which divides their buyers into several classes, each with discounts of such gradation as to make it more profitable for the retailer to buy through the jobber, who in turn is protected by the manufacturer in a minimum profit of at least 10 per cent.

The Jobber an Important Factor.

The grocery jobber—or more properly speaking, the wholesale grocer—is a much more important factor in the commercial life of the country to-day than is generally known. Many years and vast fortunes have been spent by the great wholesale grocers of the country in developing their plants, which of necessity must be large, commodious and adapted to handling a great amount of merchandise at the smallest percentage of expense. The wholesale grocer has attracted to his establishment the food products of the world and is in a position to distribute them to the retail trade at a much less percentage of expense than can possibly be done by the manufacturers direct. The wholesaler's salesmen have at their command thousands of articles from which the retailer may select in small lots just what he wants. For that reason, if for no other, the wholesaler is in a position to be of invaluable service to the manufacturer.

The manufacturer of staple food products must to-day have an immense investment in his plant to meet the demands for the article which he makes; but it would take infinitely larger capital and untold expense for him to deal with the retailer direct. It is a generally recognized moral impossibility for most manufacturers to even attempt carrying the necessary credits in such a distribution of goods. It is much preferable for the manufacturer to deal with the wholesale grocer in a large way, get his money promptly and meet the demand for his goods with the help of the wholesale grocer. It is to the manufacturer's interest to market his goods through the wholesaler, not only because he can move his stock from his warehouse more expeditiously, but also for the reason that he can realize on his investment more promptly and in larger amounts than he could if he sold in such quantities as might be desired by the retailer, who, in most cases, would desire long credit.

A Help to the Manufacturer.

The prompt handling of merchandise and the quick return on his investment allows the manufacturer to keep the price of his commodities at a figure more attractive to the consumer than could be done in any other way. To attempt to supply the retail trade direct would require a tedious and burdensome system, even if sales were confined to the larger retail buyers, who form only a very small percentage of the whole number of retail merchants.

The wholesale grocer has a legitimate field. He cannot be eliminated. Just so long as it is more convenient and economical for the retailer to get from one source from a dozen to fifty different commodities than it is to get them from a dozen to fifty different sources, just so long will there be a need for the wholesale grocer. He carries a multiplicity of goods. His representatives go into localities which it would not pay the manufacturer to visit. No printer's ink advertising, however potential, can do the work of the wholesale grocer, because he is constantly and systematically in touch with the wants of the retailer through salesmen almost every day. His judgment is generally relied upon by his customer.

Jobber Should Be Protected.

Publicity from the manufacturer and the highest type of salesmanship on the part of the wholesaler are both necessary factors in business and should go hand in hand. Owing to the fact that the capital of the wholesaler is largely tied up with the retailer, the manufacturer who looks to the wholesaler for the exploitation of his profits should afford him proper protection. It is to the mutual interest of both that the wholesaler receive a fair margin for the use of his capital and the plant that distributes the product of the manufacturer. Working as he does along lines of least resistance and commanding the widest distributive machinery, the jobber is not alone the most valued adjunct of the manufacturer, but the friend of the retailer as well—one to whom both should cater rather than harass.

Day of Wholesaler Not Passed.

The day of the wholesale grocer has certainly not passed, notwithstanding the spasmodic effort of a few disgruntled retailers to eliminate him. He is logically a necessity to both manufacturer and retailer and from an economical standpoint must continue to be the mainstay, especially of the manufacturer. It is generally admitted that from 85 to 90 per cent. of the staple food products of to-day are distributed through the wholesale grocer. If this be true, it is manifestly unfair that a manufacturer should select 10 or 15 per cent. of the large retailers through whom to distribute a part of his goods at a lower cost than the large majority of retailers must pay. A larger volume of business always accrues to the individual or firm best equipped and having the best advantage for doing business. All such are bound to get the lion's share of trade. Where, then, is the justification for according the small class of large retail dealers a preferential over the large majority of merchants in the same line? Rather is it not to the manufacturer's interest to see that his large distributors have a fair return for the work they render him in the distribution of his product? When manufacturer and wholesale grocer recognize this great mutuality of interest, much good will result to the retail grocers everywhere. In those sections of the country where the retail grocer looks to the jobber as his friend and business protector, the retail merchant is the most successful and prosperous in the land.

It is easy to invent seemingly logical arguments to show the retailer that he can buy more cheaply directly from the manufacturer than through the jobber, but both careful analysis of the logic and actual experience show that it does not always work out in that way. The retailer who delegates his purchasing to an exchange is not only losing his own independent position, but is simply elim-

inating one jobber by creating another, who is no better able to supply him than the jobber already existing.

Run Your Own Business.

In my opinion, the retail grocer is an important enough individual to stand on his own basis to do his own business and not delegate it to any single individual or any association. It seems to me a very serious mistake when retail grocers will draw their supply from another retail grocer, even though he does a large business, for the reason that they are only building him up, and if he is an honest, up-to-date merchant, he will sell their good customers just as cheaply as he will sell them, and it is to his interest to do it. I have never known of any retail grocer who turned his brains with his business over to someone else to run, that ever made a success.

The Retailer's Position.

My claim is that the retail grocer is entitled to an honorable position in business life to-day, and he should not belittle himself by delegating it to someone else, because no one knows as well as he the needs of his particular customer. Understand me, I am in favor of retail grocers' organizations for mutual benefit and social intercourse. It is a great thing to know that your neighbor has the same difficulties to contend with that you have and you can do him a lot of good and he can do you a lot of good without agreeing on any price or in any way delegating the main functions of your business to him. There are general lines on which you can all work to the mutual advantage of all.

The Wholesaler's Influence.

As has often been said, the influence of the wholesale grocer for the distribution of manufacturer's goods is more potent than that of the manufacturer himself. On the other hand, the retailer is best served by the wholesale grocer for the reason that, as a rule, he is the best judge whether articles offered are salable, and will "take" and be a success in that section. The wholesaler judges because of his greater experience and larger knowledge of business than generally falls to the lot of the average retail grocers.

The Logical Distributor.

The wholesale grocer is the logical distributor, because no one manufacturer can possibly produce all the products now in demand any more than he can distribute them all. There is, therefore, a place in trade for the wholesale grocer that cannot be filled by either manufacturer or retailer. And while that place exists the jobber will remain and flourish.—New York Journal of Commerce.

CARE OF DELIVERY HORSES.

Every retail grocer should be aware of the importance which attaches to the appearance of his delivery horses. A horse ill-fed and poorly kept betrays the slip-shod methods of its owner, and worse than this, it brands him in the eyes of discriminating customers as that meanest of all mean men, the one who abuses and neglects the dumb beast that serves him.

The delivery horse is the faithful worker of the retail grocery store. In the morning he goes to market and on his return he is taken around the order route that the customers may get their groceries in time for dinner. After a scant time for dinner at noon he is taken out again to cover the order route and at night he is all too often given no attention except a feed of oats and a little hay and left ungroomed to sleep all night in a dirty stall. Every minute of the day he is serving his master and every minute he is just as surely advertising the kind of a master he serves.

No grocer should allow immature boys to have the care of his horses. Pretty nearly every healthy boy likes to see how much speed he can get out of a horse; very few boys have the judgment necessary in feeding and watering a horse at any time, and least of all when the animal is in a heated condition. Get a man to handle your horses and discharge those who do not handle them right. Cruelty is one of those offenses that admits of no excuse.

The feet of city horses need frequent attention owing to the hard pavements. The horse that draws a load should be rough shod and will require the attention of a good blacksmith, about once every three weeks if proper care is given.

The stable in which horses are kept should be clean and light; it should be well ventilated at all times, but should be built so that the animals are protected from drafts. The stalls should be cared for night and morning and at night the horses should be bedded down with straw. On coming in at night the horse should be carefully cleaned with a currycomb and a good brush and the same treatment should be given him in the morning after having cleaned the stall, and while the horse is eating his ration of oats. Let your horse have plenty of water at all times except when he is heated, at which time give him a few swallows in the bottom of a bucket and then wait an hour before giving him more. Treat your horse well and he will abundantly repay you.

A TRIBUTE TO THE PUBLISHERS.

The following letter was recently received from Mr. Edward Brown, Mayor of Portage la Prairie, who was chosen leader of the Liberal party at the big convention held in Winnipeg. It will be noticed that he writes after reading two of our papers regularly for fifteen years. During a recent visit to Toronto he called at our office to make the personal acquaintance of the president and managing editor. On May 5 he writes as follows :

Mayor's Office,
Portage la Prairie,
Manitoba, May 5, 1908.

J. B. MacLean, Esq.,
Toronto, Ont.

Dear Mr. MacLean,—During the 15 years in which I was actively engaged in the retail business here after coming to Portage la Prairie, I considered "The Canadian Grocer" and "The Dry Goods Review" among the most valuable newspapers that we received, and always looked forward to the weekly numbers with the greatest interest. The information furnished was a distinct help in the conduct of our business, and I certainly think that every retailer in Canada should be a subscriber.

During the last five years my attention has been devoted more particularly to financial matters, and in so far as "The Post" is concerned I cannot speak of it in terms too eulogistic. It covers a particular field of its own, and should be of immense value to anyone who is attempting to study at close range the financial situation. I feel assured that the views presented are of a disinterested character, and so long as its present policy is pursued of discussing in an independent way all matters bearing on the questions of finance, it will continue to be more and more appreciated by men who desire to get at the true inwardness of things.

Yours truly,
(Sgd.) Edward Brown,
Mayor.

GIVE THE BOY ANOTHER CHANCE

Don't fire the boy. Keep him and make a better boy of him. If you do he will be a better man. Boys are all right if you understand them. In every one of them rightly handled there is a germ of manhood and possibilities of mighty success in the future. Grown up under kindly influences the excess energy that made them enjoy their boyish escapades will be directed to the accomplishment of great things. So don't fire the boy. Talk to him. Get him interested in the work. Tell him of the things before him in life. Teach him thrift and industry. Remember he is just a little raw material, out of which you can fashion a better man than you are, no matter how good you are.—Exchange.

The Traveler and the Grocer

A CONSIDERATION OF MUTUAL RELATIONS FROM BOTH STANDPOINTS.

The question as to the relations which should exist between the traveler and the retailer is one which is exceedingly interesting. To provide for a satisfactory treatment of the subject, the ideas of practical men, authorities in their line, in both departments of trade, have been secured, and are presented herewith. It should be interesting for members of both professions to read what the man on the other side thinks about it.

A MODEL GROCERY FRONT—STORE OF BRUCE & SANDERSON, TORONTO.

THE TRAVELER'S STANDPOINT.

By One of Ontario's Most Successful City Salesmen.

It is commonly known and generally understood as a privilege among the knights of the grip, that the temperament, characteristics, habits and manners of men upon whom they call to sell their goods, are topics for discussion among them, and that a definite knowledge of the peculiarities of every individual customer is considered by them as good and valuable information. And, on the other hand, merchants are not slow to make known to each other their likes and dislikes of the representatives of business houses who call upon them. While these conditions exist it is a well known fact that many of both classes consider some of their best friends among those of the other class.

The question as to how the merchant should receive the traveler, answered correctly, we believe, altogether depends upon the traveler. If he be not well received, first call, last call, and all the time, he has not made himself the master of his profession, and while we have every sympathy for the novice, and all must be beginners some time, the business house that allows a representative to pass out of their doors to represent them before he is properly trained, no matter how much natural ability he may posess, is following a short-sighted policy and is risking a leakage of business which very materially affects the dividends of the annual balance sheet.

True, some salesmen have made for themselves and their house a measure of success in spite of their negative qualities and shortcomings, but it is a simple thing to realize that this same man, properly trained and equipped, with all his better (positive) faculties and qualities developed to a marked degree, would possess such a power in himself that approved business methods would be to him as tools in the hands of a giant, to build and make for himself and his house a business that assures success and makes him equally indispensable to his customers.

What Makes Up a Transaction.

Let the commercial traveler inquire a little into the factors, or elements that combine to make up a transaction, and he will find out, if he never knew it before, that the mere outward acts involved in selling, the signing of orders,

delivering of goods and payment of money, do not constitute a transaction; that these are but evidences of business, the results of a business deal.

Let him look a little further and he will discover that this business deal has a beginning. That it has its various stages of growth and development, and that it has a finishing, if successful, just as any other performance has. Here is where the question of the attitude of the customer, or merchant, is of the most importance.

The beginning of the transaction is the basis upon which we must depend, and from which point we must build. This "beginning" is of greatest possible importance, and unless the start is rightly made the ending is guaranteed a failure. There are so many epigrammatic statements that stand in men's pathway and prevent success. For instance: "A bad beginning makes a good ending." If this is true, and some men act as if it were, then let us by all means be systematically poor beginners. Begin at the wrong end with deliberation, for of course we desire "a good ending."

Let us begin every transaction rightly and, studying the matter from the standpoint of the traveler himself, we will find that while conditions vary, the traveler who fails to realize this to the degree of fitting up in a way to meet and sail with the varying winds—the mental winds of the customer and those of his environment—deserves all he gets in the way so-called of "unfair" treatment at the hands of merchants.

But let us look at the question of courtesy on the part of "the man who buys" toward "the man who sells" in another light, and let us lift the dealer out of the "nickel in the slot machine" class, where from the head of the establishment down throughout all departments there is a humble submitting to the clamor of the public for this, that, and the other popular article, regardless of what profit is being made, but simply to hand out what is asked for, being satisfied with small or no profits and poorly paid employes.

Credit a Necessary Factor.

No factor is so necessary in building up business as credit, and no factor is so necessary in building up credit as truth. It is comparatively easy to start credit, but the art is to keep credit. The young business man who says: "I want no credit, I buy and sell for cash" makes a mistake. It is all right to pay promptly, but do not establish a spot cash payment basis, for later on, when you ask credit, your creditors will think something is wrong. Establish a credit, whether you need it or not. It is a good advertisement and a frequent help, and the man on the road is the one who can very materially help to establish that credit, and he is the man who trades for this purchasing power the goods the dealer wants to buy. Therefore it is quite clear to every thinking man that the dealer should meet this "purchaser of his power to buy" with the glad hand, and make him very welcome.

To Be "Put Next" the "Good Things"

There is only one right way and the sooner the dealer appreciates the force of this the sooner will he advance the value of his purchasing power and be "put next" many "good things" kept for the "good fellows" who appreciate what a traveler can do for him by way of "specials."

This salesman of his money or influence or power to purchase in the world of trade should not forget that the man who has the goods is just as susceptible to a kind word, a hearty reception and a pleasant smile, as he himself, and as prices are not always fixed, and pointers are continuously on tap, he may prove as good a persuader to sell his cash for higher value than the traveler to sell his goods at higher prices. It is just as much the dealer's duty to himself as to the traveler to be amiable to the man who is before him representing his firm and offering his goods, which doubtless the dealer needs, as it is the place of the traveler to overlook occasional discourtesy and lack of business etiquette which it is sometimes their lot to encounter.

THE GROCER'S VIEWPOINT.

By a Successful Western Ontario Retailer.

Grocery travelers, as a class, are as fine a collection of gentlemen as you will meet in any walk of life, and the treatment accorded their customers, in most cases, is all that could be desired. Yet there are always exceptions, and as a practical grocer, I feel that I could give a few suggestions as to how the grocer likes to be treated by his friends, "the knights of the grip."

No merchant likes to feel that if a traveler comes into his store when he is out that he will lose half an hour of his clerk's time on account of a traveler's gossip and stories, nor does he care to have much of his own time wasted. Modern life has not a great deal of use for extended sociability in business hours. Beyond the hearty hand clasp and the expression of friendship that is felt rather than spoken.

Loyalty to Good Accounts.

A traveler should be loyal to his good accounts in advising them as to the likelihood of the market rising or declining, and in giving them the preference when he has a bargain to offer.

Business relations should be considered strictly private, and the traveler who talks freely of his sales in your city is apt to lose the chance of "closing" with you unless it is to your special advantage to buy from him. No merchant likes his business proclaimed from the housetops.

Something About Order Taking.

It is particularly annoying to have a traveler take an order and then not be able to fill it. A traveler should know his firm's stock thoroughly. Sometimes orders are taken for articles which cannot be secured simply to get the other items on the list. Then you rely on their arrival, perhaps advertise them, but they never arrive.

Although "increasing" sales, that is, enlarging an order, from say five to ten cases, without the merchant's consent, is a rare occurrence, yet it has happened too often to be pleasant. The writer had a tea traveler attempt it and you may be sure never had confidence in him again.

Travelers should be careful not to urge storekeepers to overstock or buy heavily of new goods for which there is not a created demand. A copy of every order taken should be given the merchant and signed by both parties. It prevents future disputes. When a traveler promises to give a merchant complete control of an article in his city, he should live up to it. Selling other merchants, no matter under what pretext, is positively dishonorable.

Small Editions of "Ginger Talks."

A traveler who is thoroughly up to his business would scarcely indulge in the luxury of smoking in business hours. Most merchants object as it is annoying to ladies. Even if times are a little dull in other places the grocer doesn't want to hear of it. He has "troubles of his own." He prefers the bright, optimistic fellow, who cheers him up, inspires him with courage and hope, and finally sells him a nice fat order of seasonable trade-bringing goods.

And that's just what the vast majority of our traveling friends do. They are small editions of "Ginger Talks" and always smiling.

Come to think of it—the disadvantages, the rebuffs a traveler meets—the way he always manages to keep cheerful stands for a good deal in his favor.

It's easy enough to be pleasant
When life glides by like a song,
But the man worth while,
Is the man who can smile,
When everything goes dead wrong.

Good Profits from a Meat Table

By OUR GUELPH CORRESPONDENT

The question as to whether a meat counter is a profitable department in the general grocery of to-day is one which has been much discussed. Numbers of the grocers say. "We handle meat only as an accommodation to our best trade, because we really do not get our own out of it."

You know yourself that you cannot cut up a ham and give So and So the front end and someone else the shank end and show a profit. Now, for a long time it has been quite fashionable to have a meat counter or meat table and the majority of first-class grocery stores are right in line and some claim a profitable business can be done, while just as many claim the opposite. Your correspondent, having been given an opportunity to examine the books and sales records of two entirely different stores in different neighborhoods for the purpose of getting at least a rough estimate of what business was done in this line, took off-hand the two months of July and February and set to work to find out the posibilities or rather what these two stores had done in these two months in their meat department.

You will admit that those two months are considered to be two of the quietest in the year. In one of these stores they have the reputation of doing a first-class trade in this line and the other claimed there was no money in selling meat. Instead of giving each one the credit of their own sales and for the purpose of getting at or somewhere near the facts. I added the two together and divided up even and found the following results:

February Sales.

	Profit per lb.	Waste.	Net profit.
Cooked ham, 150 lbs...	.10	$1.50	$13.50
Raw ham, 140 lbs.....	.4	.80	4.80
Bacon, 270 lbs.	.3	1.00	7.10
Sausage, 210 lbs.	.2	1.00	3.20
Bologna, 70 lbs.	.3	.50	1.60
Pork chops, 225 lbs...	.2	1.00	3.50
Pickled pork, 25 lbs...	.2½	...	.63

Showing after good allowance for waste, net profit for month $34.33

As will be noticed, some of the meats, such as cooked ham, runs away up in the warm weather, while sausage and pork chops drop back. Then in the cold weather some of the others vary a good deal, so I think in taking those two months you have a good fair average.

July Sales.

	Profit per lb.	Waste.	Net profit.
Cooked ham, 400 lbs...	.10	$4.00	$36.00
Raw ham, 250 lbs. ...	.4	2.80	12.20
Bacon, 380 lbs.	.3	2.00	8.40
Sausage, 70 lbs.	.2	...	1.40
Bologna, 140 lbs.	.3	1.00	3.20
Pickled pork, 80 lbs...	.2½	...	2.00
Pork chops, 50 lbs. ...	.2	...	1.00

Showing net profit for July.. $64.20
And for the two months $98.53

One might safely calculate $50 per month after a very large allowance for waste, etc., which there is not the slightest need of doing. Say, 12 months at $50 or $600 a year. This, indeed, would pay a handsome salary for one clerk, even if he did not sell any groceries for you at all and when you consider the fact that it is only at or near meal time that this department requires the services of one man those grocers who cannot see any money in it must have missed something.

The Equipment Needed.

To do a business of this kind in connection with a grocery store you need first, if you feel you can afford it, a neat, marble-top table or counter to suit the size of space there is to spare in the store. You can manage without it if necessary. This will cost you according to size, from $15 to $25, but to be what I will call extravagant, we will say:

Table	$20.00
Two good knives, say $1 each ...	2.00
One good steel	1.50
Two maple boards, about 1 foot long, 25 cents each	.50
One saw	1.50
Total cost for equipment of, say	$25.50

The scales you use for groceries will answer for meat as well. If you can not afford a marble-top table use marble oilcloth, which makes a good clean substitute.

Plates or platters come in handy for displaying your meat and these are generally found around an up-to-date store. After cutting up your meat for display a little garnishing of parsley or mint very often helps the sale. The above is about all the equipment that is necessary but more can be added if you feel inclined. A good refrigerator is a nice thing to have but most grocery stores are already supplied and the meats, if properly looked after, will not interfere with the other articles in it. A small meat chopper for cutting up the odd pieces of cooked ham, which costs about $2, will soon pay for itself and please many customers.

A Few Hints.

There are a few facts to remember in connection with a meat table:

First: Buy your meat from a first-class, reliable firm who will protect your interests and exchange anything that comes into stock not up to the standard.

Second: Keep your knives, table, boards and platters always exceptionally clean.

Third: Put your meat all in the refrigerator at nights, even in winter.

Fourth: Sell the ends of ham quickly. Don't stick for price.

Fifth: Don't get into the habit of cutting up for display purposes more than you can conveniently sell.

Sixth: Always cut up the ends of bacon or other ends early in the morning or when your customers are not watching you.

A few other lines of meat that can be added to those already mentioned which are good sellers and show a good profit are headcheese, pressed beef, tongue, spare ribs and tenderloin in season. You will be astonished how many people will come into your store for just a half-pound of cooked ham for tea or lunch and will very often buy from $1 to $5 of groceries that never thought of such a thing as groceries when leaving home. The grocers all handle lard and this really belongs to the meat department and shows an excellent profit and is easily handled. Above all things get the best of everything when buying as no grocer can expect to build up a trade by buying inferior goods just because they are cheap and this applies more noticeably to this department than to any other in the store. Cleanliness is next to goodliness it is said, and cleanliness should be the watchword in a grocer's meat department. I have noticed in several stores a large box under the table for scraps etc., and would not advise any good grocer to provide any such means of doing away with odds and ends as it only gets employes into the habit of needlessly throwing away a lot of good profit. The bits of fat and also the skins from cooked hams can be sold for soap grease It also pays to have the bone taken out of the hams, which you desire to slice up and save time.

This article would not be complete without a special reference to the latest

device and money-saver in this department which has come into popular favor recently; namely, a meat slicer. There have been and are still a variety to choose from. The slicer that will cut up the ends of cooked ham, bacon, etc., is a most profitable article for a grocer to buy and while the first expense looks large they soon pay for themselves.

The meat department is all the year round a money-maker and especially at Easter is a great drawing card for any grocer and makes the Saturday before Easter Sunday almost as good as a Christmas eve.

"WHEN THE WELL RUNS DRY."

You fellows whose wives help you in your business may think you fully appreciate 'em, but you don't.

It's a harder thing than you think to properly size up a good wife, particularly if she helps you in the business.

Until you lose her.

You can't lose some wives. You try, but—well, never mind.

I know a grocer out in the Western part of Pennsylvania who's up against a lot of trouble.

It comes from appreciating his wife too much. And too late.

He had a dandy wife! I always said she was the real head of his business. They had no children, and they lived in nice rooms over the store. She had nothing much to hinder her, and so she was able to be in the store the most of the time.

That wife was one of the best business partners a fellow could have. She kept all the books and did some of the buying. As a matter of fact she could have done it all as well if not better than her husband.

She helped wait on trade, too. She was all right, and I told her husband when she died about three years ago that he'd never in the world be able to replace her. He pretty soon found it out, too.

Yes, that woman was all right. But she worked a lot harder than she had a right to. What's more, her husband let her.

As I say, she died. It hit her husband fearfully hard. They had been practically one person in everything, and when she dropped out of the business it meant a whole lot more work for him.

Just how much he had no idea of until he had to do it.

A couple of years ago he married again. The second could give the first cards and spades on a lot of things She was a better looking woman and a good deal younger, and she liked to fling her hoof.

Liked to go and have a good time. With the other one the store was all the good time she ever asked for or got.

The grocer knew his second wife was pretty skittish, but thought to himself she'll settle down and help some a little later. The little later's never come. She's hotter after a good time to-day than she's ever been before, and as for helping in the store—not guilty!

She simply won't do it. Her argument is that she can't do it—has no knack that way—and I believe she's right.

What would you do if you were up against a contrast like that? The first wife was faithful, hardworking, interested in the business, able to run it and indispensable in it, and the second no good at all? At least no good in that way.

I guess you'd do just as he does. You'd tell her. And you'd keep on telling her. And you'd tell her again.

And she'd have scraps and things would all go to hen.

That's exactly what things have done there. That grocer is trying to change a leopard's spots. He's trying to compel his wife to take an interest and do some work in something that she has no interest in and don't know how to work for.

Will he succeed? He will not.

But maybe the poor devil don't appreciate his dead wife now! Didn't he appreciate her while she lived? Not half. But if the poor dead soul has a jealous disposition she's getting her revenge now, all right, for her memory and her reminiscences are making the life of her successor a regular bear-garden.

The other day I stood looking at the cashier in another grocery store not very far away from the other one. She was a woman of about thirty-five and a hard worker, as I know from periodical visits to the store.

The night I was there she looked tired. It was a sweaty night and there was perspiration all over her forehead.

I didn't say, did I, that she was the wife of the proprietor?

"Your husband certainly ought to appreciate you," I said as I looked down at her sweaty little face.

She laughed a little.

"I hope he does," she said, "but I don't feel sure. I think he takes it as a matter of course.

"We've been married five years," she went on, "and in the beginning I had nothing much to do in the daytime—we board—so I thought I'd like to be in the store. John liked the idea, so I came. Sometimes I think I work harder than anyone else in it. I don't mind it, though."

The grocer just then came back—I've known him for years—and I said:

"See here, old man, you're working this little woman to death."

He thought it was a joke.

"Pretty healthy looking corpse, ain't you, Jen?" he said with a laugh, and that was all the good it did.

Some of these days Jen may die. These overworked women have a way of doing that.

Will John realize then that she was overworked?

He sure will.—The Stroller in the Grocery World.

DON'T LET OLD GOODS ACCUMULATE.

One of the greatest sources of loss in retail stores is the accumulation of old stock which through age has become unsalable, or, at least, has lost a portion of its value. Look over your stock this month and if you find you have still on hand part of a lot of goods received, say, last October, it is time to make extraordinary efforts to get rid of them. If necessary, make a job lot of such goods and offer them at a price that will move them. It is better to stand a partial loss than a total loss. This rule of keeping goods as short a time as possible will work to your advantage greatly in keeping your stock clean and fresh, and will insure the minimum of profit on a given amount of invested capital.

A great many sales are lost and a great deal of dead stock is carried by stores which are in the habit of having places behind or under the counters in which to place goods. These are probably never overhauled except at stock-taking times, and these drawers and hiding places are an excellent catch-basin for "stickers," which ought to be on the counters where they can be pushed more than ordinarily.

Do not have any place in your store where goods can be stuck away out of sight. If you have plenty of room it is better to have all the goods above the counters, on the shelving. Have no shelves below, so that there will be no opportunity to put things away out of sight. Many stores, however, cannot do this, as they are crowded for room, and it is, therefore, necessary that a part of the goods should be kept below the counter board.

If this is necessary, see that all goods not in easy access are looked over and examined and brought to the light at least once a week. If the goods are kept out where they can be seen they are very much more apt to sell than if hidden away. Assistants are usually careless about goods which are not easy to reach, and they very seldom take pains to look into any of these old drawers or under the shelves to find the goods to sell.—The Storekeeper.

The Story of Smyrna Figs

J. M. P. MAINETTY, OF SMYRNA, IN THE PREMIER ENQUIRER.

The fig tree grows almost wild, and requires very little cultivation. Although certain varieties are grown in various parts of the world, those of Asiatic Turkey, commonly called Smyrna figs, for the reason that they are packed and shipped from Smyrna, are the best. The growing district is in the Province (Vilayet) of Aidin, the plantations extending from Ayassoluk to Ortakchi, a valley over one hundred miles long, spreading far on both sides of the line of the Ottoman Railway, which runs through it, affording direct transportation from the interior.

The nature of the tree and the quality of the fruit is not the same throughout the growing district. In fact, the varieties are extremely numerous, but the following are the four principal classifications, that is: Ayassoluk, Inovassi, Aidin and Tchaili, bearing the names of the districts where they grow.

The Inovassi fruit is the best, being of light color, rich and juicy, of thin skin and very fine flavor. The principal varieties growing in the Inovassi district are: Balagik, Deirmendgik, Erbeily, Naipli, Carabounar, etc.

The Erbeily and Deirmendgik fruit is the finest in every respect. The Balagik, while of a fine quality, is small, and the Carabounar, Naipli, etc., is large but not as thin-skinned.

The Ayassoluk variety grows in a low, damp country, and this quality is very fine when the season is dry. If, however, rains prevail during the growing, the fruit is not sound.

The principal varieties of the district of Aidin are: Aidin, Omurlu, Kiosk-Dere, Sultan Hissar, Nazli, Ortaxi, etc. The Sultan Hissar and Omurlu are the best, but as a whole this district's fruit is not very juicy and is of a yellowish color and rather of thick skin.

The varieties known as Odemish, Thyra, Payamboly, Bosdoghan, Boudemia, Kaymaxi, etc., come from the Tchaili district. Some of these varieties are good, but, barring a few exceptions, the fruit dries up and loses its richness after it is packed in boxes. All these denominations are the names of the different villages around which the fruit is grown.

The Inovassi district, giving the best fruit, and the reproduction of the fig tree being done by cuttings, one should think that the Inovassi varieties should be introduced in the other districts. This has been tried for years; cuttings from the Inovassi district have been planted in other districts, sometimes only eight or ten miles away. The best of care has been given to the young trees, which bear fruit in the fifth year. The first yield resembles a little the variety of the cuttings; each following crop, however, for the next three years looks more and more like the fruit of the district the tree grows in, and on the tenth year, which is the period of the largest production, the fruit becomes identically the same as the fig of that special district. If these fine varieties cannot be successfully planted ten miles outside of the districts where they naturally grow, it is not likely that the attempts of the California planters to produce a fig similar to the Smyrna varieties will ever be a success. Enormous quantities of cuttings of the finest Turkish varieties have been imported and planted in California, and although the tree thrives in that country, it de-

THE STORY OF SMYRNA FIGS—A SELECTION ROOM.

generates and gives a fruit totally different from the Turkish fig.

The fig tree grows to a height of eighteen to twenty feet and spreads its branches like an apple tree. The best fruit is obtained the first three or four years, both in size and quality. Its life is quite long, some trees bearing after they are forty years old.

There are two kinds of trees, the male (Eilek) and the female, the latter producing the commercial fig (yemish.) The female fig does not mature unless a certain quantity of male figs are hung on the female tree between the tenth and fifteenth of June, as the caprification takes place at that season. This is very interesting, and let us mention here that the male fig (Eilek) has its male itself (Boghas).

The Eilek, after having matured its fruit, loses its leaves, and before losing all its sap, towards the end of October sprouts a certain quantity of small figs (Boghas), which resist the coldest weather and which remain at a standstill until the beginning of May. Then they begin to grow at the same time that the real male fig (Eilek) begins to sprout on the same tree. By the time the Eilek grows enough to be fertilized the Boghas is ripe, and from its orifice come certain hymenopterous insects of the genera blastophaga and sycophaga, which enter the minute orifice of the receptacle at the end of the male fig (Eilek), apparently to deposit their eggs, thus conveying the pollen to the stigmas, and ensuring the fertilization and consequent ripening of the Eilek. When the Eileks are ripe between the tenth and fifteenth of June, they are gathered, strung, and a string of them hung on the branches of every female tree. Here occurs the same process of fertilization as between the Boghas and Eilek. From the Eileks come myriads of blastophagas, which enter the commercial fig and fertilize it, the process known as caprification.

This is really one of the most dangerous periods of the growing crop, as frosts, heavy rains, etc., occurring at that time, kill the insects and only such figs as have been caprified ripen, the balance dropping before maturity, and going to waste. The commercial figs, thus fertilized, ripen by the beginning of August. They are not picked, but when they reach a certain maturity, they begin to dry, and consequently drop on the ground.

THE STORY OF SMYRNA FIGS—ONE OF THE PACKING ROOMS.

SMYRNA FIGS—GRADING.

In the morning everybody on the plantations goes around with baskets, gathering the fruit, which they carry to a certain place where the ground is covered with dry leaves and straw (Serghi), and on which they spread the fruit, exposing it to the sun, and allowing it to remain there from two or three days. It takes about three days to dry the fig if north winds prevail, as the atmosphere is then very dry. If, however, westerly winds are blowing, which means heavy dew at night, the fruit must remain exposed to the sun from five to seven days. This is another dangerous period, as rain, or even a shower, might ruin hundreds of tons of fruit lying on the ground. Heavy dews sometimes are just as detrimental. The proper atmospheric conditions to insure a crop of large, sound, rich figs, are west winds in June and July, followed by north winds in August, and from then on an occasional west wind every five or six days.

When the figs are dry enough, they are packed in camel hair bags of two Turkish kintals each (about 250 lbs.) and carried to the railroad stations on camel back. This is why the crop is reported by camel loads, each load representing two bags or about 500 lbs. The railroad carries the bags to the Caravan Bridge station, just outside of Smyrna, and from there they are again loaded on

camels and brought to the fig market (Ingir Ysharsi), where they are examined and bought by the packers. Mixtures of the different varieties are made in the packing places to insure uniformity in the appearance of the fruit. Women do the first selection. They sit around large quantities of fruit, selecting four sizes, which they put in separate baskets. While selecting the fruit, they pull it by the stem through the palm of their hand, thus giving it a long shape, called Macaroni, which demonstrates the size and makes the fig easier for the packer to handle. From the selection rooms, boys carry the baskets to the packing rooms and place the proper sizes before the packers, according to the quality they are packing.

SMYRNA FIGS—MARKET IN THE BAZAARS.

There are five kinds of packing: Layers, Locums, Pulled, Macaroni or Colonna and Natural.

The packing in Layers is the most popular. The fig is split open underneath, flattened and given a certain shape before being placed in the box. One layer of figs is put on top of another until the box is filled. Layer figs measure in width from one and a half to two and three-quarter inches—according to grades.

The Locum is practically the same packing, only done more carefully. The fig is given a kind of die shape instead of cushion, and the idea is to fill the box perfectly, leaving no space whatever between the fruit, which makes this packing the hardest and most expensive.

The Natural packing means figs packed in their ordinary shape in bulk, either in quarter or half-cwt. bags. Generally, the common grades and also the refuse, which means the figs that cannot be used for packing, are put in bags in their natural state, and are bought by grinders for baking and confectionery. Since a few years, however, large quantities of fine grades are imported as Naturals in fifty-pound boxes, and are repacked here, either in baskets or jars. Some also are imported in Macaroni or Colonna for the same purpose. This packing consists of putting the fig in the boxes, as prepared by the women, one by the side of the other, and all the stem ends one way.

All fig packing is done by hand, and there is no process or machinery used. The packers wash their hands in brine while packing, but this is only done to prevent their hands from getting sticky —salt water being used, as fresh water would injure the fruit. The sugar generally noticed on the figs comes through the skin of the fruit from the saccharine matter, after the natural fermentation which occurs after the fig is packed.

Fig packing is one of the principal industries of Smyrna. Thousands of people find employment during the end of August and the months of September, October and part of November, more than half a million dollars being paid in wages during that time. Packers are paid on an average of from 30 to 50 Piastres (which means from 75c. to $1.25) per day, and on an average, it takes four to five men one day to pack a skeleton case, weighing about four hundred pounds net. To this must be added the expense of selecters, carriers, porters, weighers, carpenters, etc. Figs to be exported to this country are generally packed in boxes weighing half, one, eight, ten, twelve, fourteen, twenty and fifty pounds; some weighing as high as one hundred pounds are used for show window purposes. They are sold on a Cost and Freight basis per cwt., prices being quoted in shillings, and in accordance with the proportions of sizes and grades.

The demand for figs has increased considerably during the past two years. Some years ago a crop of seventy-five to eighty thousand camel loads was considered large, and difficulty was found in disposing of the goods. With the increasing demand, new plantations have been started, and the crops of the last two seasons have been enormous, in 1906 reaching one hundred and twenty thousand loads. Notwithstanding this, the goods find a ready market, and, with the exception of very short crops, at higher prices than were ever realized before.

SMYRNA FIGS—ANOTHER PACKIN G ROOM.

[For the information and engravings in this article we are indebted to the Premier Enquirer, of New York, for whose courtesy we are exceedingly grateful.—Editor.]

Two Hours on a Delivery Wagon

By A GROCERY TRAVELER

Did you ever take a ride with a grocer's delivery clerk in a real live town? I did once and it will suffice for a lifetime. It happened in an eastern town where business dines with its hat on and goes to bed with its boots on. I was walking up Cherry Street when I met the delivery wagon. The driver, being an acquaintance, invited me to take a ride with him and I accepted and seated myself beside him.

"Now there's a mare that knows 'er business," said the clerk as he hit her a crack with the whip that sent my feet skyward and my head into a basket of potatoes. After regaining my equilibrium and pushing the "dints" out of my hat, I told the scoundrel that it was quite evident that the beast did know her business a confounded sight better than her fool of a driver knew his, and that if he would be kind enough to slow up a little I would jump out and go with him some time in the future when I felt more able-bodied.

"Yes, sir, you bet that mare knows her biz," said the lad, utterly ignoring my request. "She'd start right from the store without a line and make the round trip without missing a customer's house or making a wrong turn; and, throwing the lines over the dashboard, she'll make a turn the shortest possible way if she has to skin a telegraph pole or jump a gutter to do it."

"Gewillikens, boy! What——"

I was interrupted in my remark by a sudden collision between the pit of my stomach and the bulled-head of the grocer's boy. The front wheel on the side of the aforesaid boy slewed around when it struck the curb, and the hind wheel ran over the corner and nipped the bark off a maple tree. When I caught my breath I reminded the grocery slinger that a cabbagehead had fallen overboard and been cut in two, and out of respect for the vegetable family I advised him to stop and gather up the remains. But who ever heard of a delivery clerk showing respect for anything. He said the old mare knew her business and would have to make the trip before twelve o'clock and couldn't stop for busted cabbages or death.

It was at a little house on a back street down in Oakdale Park where we made our first stop. A peck of peaches and a half-dozen eggs were fished out and, after blowing off the dust, it was discovered that five of the eggs had collapsed and their contents, mingled with the dust of the earth, had given the peaches a veneering which was ghastly to look upon. We turned around, ran over the wheelbarrow, and started on the home stretch. We had driven a mile and a half with that peck of peaches and six eggs and delivered them within a few rods of two grocery stores. I supposed that our customer was either at loggerheads with her neighbor grocers or else a mother-in-law to the distant grocer, and I asked my light-headed companion to explain matters. He said the lady had formerly lived near the store; that "once a customer, always a customer," was a law among grocers, and, consequently, a groceryman followed his customers all over the city, and while soliciting these orders they often picked up new trade in strange territory. I asked the commercial teamster if he could cypher in subtraction and division. Giving the mare a cut with the whip that upset a basket of potatoes and put the third kink into my back, he said he had no time to fool away with such things and wondered why I asked such a dumb-foolish question. I said I was going to ask him how long it would take a grocer, with fifty customers like the one at Oakdale, to get rid of a fifteen-hundred dollar capital; but as he was a stranger to figures and was in a fair way of becoming a grocer himself I would let the matter drop.

Our next stop was at a house on Thomas Street. This time it was a peck of potatoes, a bar of soap and a gallon of kerosene oil. I waited fully ten minutes for the embryo groceryman to pop his head out of that back door, and when he did pop I saw a change had come over him—a change for the worse. He had a barbarous look on his face and was covered from head to foot with soot. My impression was that he had undergone an altercation with the hired girl and that during the melee the range had bursted.

Springing on the seat he struck the mare an angry blow which nearly broke my neck. He said the "old gal" asked him to help move the cooking stove and he had been on the road long enough to know better than refuse. He said that in spring and fall during house-cleaning times, he was frequently asked to help move stoves, cupboards etc.; help take up and shake carpets, split kindling wood and help the girl lift the boiler on and off the stove. He had never been asked to rock the baby while its mother called on a neighbor, but he was subject to such things all the time. I looked at my young soot-begrimed friend, aged beyond his years with the cares and petty annoyances of his profession, and secretly resolved that I would not again inaudibly consign him to the bottomless pit if he filled every available inch of my vertebral column with kinks and unhinged every joint in my anatomy.

At a fashionable place on Henry Street the poor fellow really got mad. It was a market basket full of small packages, among which had been a sack of eggs. When the basket was lifted from the wagon a yellow stream af albumen exuded from the bottom. Before the clerk discovered it he succeeded in ornamenting himself with yellow daubs and stripes. Dropping the basket on the cobble-stone pavement he drew his handkerchief and began to rub and swear—that is, if he had not been a grocer's delivery clerk he would certainly have used profane language. The more he rubbed the more he sweat and decorated his pantaloons. It had at last come my turn to enjoy the fun and I revelled in it. He was in a white heat of rage and made a desperate attempt to remove the egg liquid from those packages, but the more he scraped the dirtier they looked. He said he wouldn't care a blankity-blank-blank if it had happened anywhere else but right there at Mrs. Van Goldberg's—but I will spare this young man's feelings, although he showed no disposition to spare my feelings when the fun was on his side.

Our next halt was at a house on Union Street, where what was left of a bushel of potatoes was delivered. At a house within a half-block of three or four East Bridge Street grocery stores the mare halted, and the egg-bedaubed, soot-besmeared and dust-covered clerk jumped out, but the ten pounds of beans had broken out of their paper house and danced all over the bottom of the wagon until they had become so thickly coated with egg paste that they lost their identity and could not be delivered.

Our next call was at a house on College Avenue where a half-bushel of potatoes, a peck of apples and a cabbage head had been anxiously looked for since eleven-thirty a.m. (it was now twelve-fifteen p.m.), but not having arrived in time for dinner, the lady of the house was in a proper frame of mind to bite off the head of the first delivery clerk that came in sight. May my head be bitten off seventeen times rather than receive one such curtain lecture as that unfortunate clerk received on that occasion. When we turned the next corner she was still shaking her fists at us. I was truly repentant by this time

and freely forgave my unlucky friend for all injuries received at his hands.

When I reached home my wife took me into the back yard and swept me. She asked me if I had been tied behind some wagon and dragged home. I told her never to speak unkindly to a grocer's delivery boy or ask him to rock the cradle, turn the grindstone or carry in the night wood. I advised her never to call at a grocery on her way home and order a yeast cake and a lamp wick and then make things unpleasant at home because she got there ahead of the goods. I assured her that her reputation would not suffer if she carried a half-pound package of tea in her arms, and that it was always safer to carry home a package of eggs than order it delivered by wagon. In fact, I was so impressed with the worries and vexations of the delivery clerk that I actually advised her to occasionally kiss him for his mother.

UNDER NEW MANAGEMENT.

Many, many times I see this sign conspicuously displayed on some retail business house, not as often on a grocery store as on a saloon or restaurant.

Advertising that "here some man has made a failure—but come in now and see how much better I will be."

This sign makes food for thought.

It almost always means a history of failure, I think. Somebody has gone in there as owner or manager, put in his best licks, but failed to make good.

His successor, unwilling to shoulder the other man's failure, seeks to remove the stigma of it by loudly announcing the change.

Is there anything to business management besides buying right, finding buyers and then selling right? I've heard men contend that that was all and that anybody who gave proper attention to those things would succeed; and I've heard others contend that there was something more.

I believe I agree with the latter. If there is nothing more than those three fundamental elements, why do some men get so much more out of their business than others?

I am inclined to believe that the real manager is born and not made.

Like the real farmer. Some farmers are careful enough, and apparently thorough. Their results are moderately good. Others, with poorer soil and poorer facilities, get twice as much.

They simply seem to coax the stuff through the soil.

As a business manager the Jew is everybody's model. You can give him a poor little business, rocky and rough to the last degree, and the results he will get from it will astound you. Other men may make it go, but the Jew will squeeze from it every drop of success it contains.

You can say what you please about the Jew, he may not even be able to write his name—but he knows business

What is his secret? What is the secret of any born manager, Jew or Gentile? I verily believe it lies in watching the little things. The things that a lot of us think too trifling for any use.

With a Jew nothing is too trifling for any use. Everything that concerns his business is important. I've heard Jews argue an hour to avoid the payment of interest amounting to $1.50. Meanness you say? They don't think so—it's business. Business to save every cent they can—business to turn every piece of string to account—business to stop every pinpoint loophole—business to make every item of their business give a good account of itself.

So far as I know every large Hebrew fortune which exists to-day had its foundation laid that way.

To be sure, a business run that way becomes a great deal heavier burden than a business where one isn't straining after the little things. But, other things being equal, it is almost sure to yield more money.

Of course, to the merchant who puts money last, this argument will not be impressive. Nevertheless, thousands of men who failed could find the main cause of their failure right there.—E. J. B. in Grocery World.

SPEAK WELL OF YOUR EMPLOYER

If you work for a man, in heaven's name work for him. If he pays you wages which supply you your bread and butter, work for him, speak well of him think well of him stand by him, and stand by the institution he represents.

I think if I worked for a man I would work for him. I would not work for him part of his time, but all of his time, I would give undivided service or none.

If put to a pinch an ounce of loyalty is worth a pound of cleverness.

If you must vilify, condemn and eternally discourage, why resign your position, and when you are outside damn to your heart's content. But I pray you, so long as you are part of an institution, do not condemn it. Not that you will injure the institution, not that, but when you disparage the concern of which you are a part you disparage yourself.

Think it over.—Fra Elbertus, in the Philistine.

THE BOY ON THE DELIVERY WAGON.

The one who drives the delivery wagon may think that his work is not of very much importance to the business, but in this he is mistaken. While he may not realize it, or hear much said about it, he is of as much value to a business as almost any other employe, especially if it is a grocery business.

If he is kind to his team, sees that his harness and wagon are properly cared for, he is doing his employer a good service. If he is neat in his dress, courteous and polite to customers, handles his goods properly, he will make and retain friends for the business,

It is true that some people to whom goods are delivered seem to show very little appreciation of courtesy or kindness, and if allowed will impose on the deliveryman, but this class are not in the majority.

A dirty, careless, disrespectful delivery boy can do a business considerable injury. The leaving of gates unfastened and doors opened when they should have been shut; the entering a room with muddy feet; the careless handling of packages, are things that customers will not long put up with, and there will be either a change in delivery boys or a change of places to trade.

Some of the most successful business men got their start on the delivery wagon. It is a hard job, but it is a splendid educator. The knowledge obtained in this part of the work may be turned to a decided advantage when promoted to a clerkship in the store and taken off the delivery wagon entirely.

We have known of some young men starting in this way in order that they might become acquainted with their customers, and the most successful salesmen are those who know and understand the wants and needs of their trade.

In one certain Texas town a young man worked for several years on a delivery wagon, and as he was a thorough business man he made it a point to cultivate the acquaintance and good will of all his customers and especially the ladies. Promotion followed promotion until he became a head salesman, and during this time was growing older and wiser, and at a city election decided to offer himself as a candidate for city secretary.

His good will of the ladies stood him in good place in this, for they remembered how courteous and attentive he was when a delivery boy on a grocery wagon, and how he had maintained this same character all along, and they used their influence with their husbands, and the result was that he was elected by a good majority.

Dominion Government Tea Tester

By OUR SPECIAL OTTAWA CORRESPONDENT

From the standpoint of the grocery trade no more interesting place can be visited, by anyone in the business, than the tea-testing room of the Department of Customs, at Ottawa. Formerly it was located in the basement of the western block, but within the past few months the establishment has been moved to the top floor of the custom house, on Wellington Street, in the building next to the Rideau Club. R. C. Allan, who for over ten years has tested all the teas for the department coming into Canada until a few months ago, when testers were appointed for Hamilton, St. John and Halifax, is an unique personality. He knows the grocery business from the ground up and probably has not his equal in the Dominion as an authority on teas. He was born in the little town of Lachute on the 27th day of May, 1836, but has lived the greater portion of his life in the Province of Ontario.

A Lifetime in the Trade.

After a few months spent, when quite a young lad, in a general store at St. Andrews, P.Q., Mr. Allan secured a situation in the grocery business in Prescott, but moved to Dundas at the time the Asiatic cholera was prevalent in the little town on the St. Lawrence. Several years were spent in Dundas, Brantford and Galt, during which time the future tea expert was lying up a store of commercial knowledge which has stood him in good stead in subsequent years. The determination to make the tea trade a life study came after he had secured a position as traveler for Cramp, Torrance & Co., of Toronto. It was with some hesitancy that the firm gave the young grocery man, without any knowledge of the road, an opportunity of proving his metal, but so successful was he in his chosen occupation as a tea traveler that he remained an honored representative of the firm until Cramp, Torrance & Co. went out of business.

First Experience in Tea Testing.

A somewhat curious incident was the beginning of Mr. Allan's knowledge of tea-testing. He had gone into a new territory with his samples and had tackled the big grocery man of the town for an order. "I want a special tea," said the merchant, at the same time handing a sample to Mr. Allan. "I got only one chest of it and have been trying for months to secure more, but without success." "You shall have it," replied the traveler, and in a few weeks' time Mr. Allan, when he called upon the merchant again, said he was prepared to furnish him with any number of chests of the tea the grocery man required. A large order was the result.

"How did you find the tea that you wanted?" asked the representative of The Canadian Grocer of Mr. Allan. "Well, when I returned to the warehouse in Toronto I showed our buyer, Mr. Lamb, the sample I had brought with me. At that time there were only three importing houses in Canada, all of which kept in stock every known variety of tea. Mr. Lamb examined the sample which I had brought with me, and in a few minutes had selected one which he thought was its equivalent. He asked me to draw both samples, the firm's and the merchant's, and they turned out to be the same. They were Ping Sueys, and from that day on I never forgot what a Ping Suey was. That was my first experience in tea testing, and from that day I added to my knowledge of teas, and the districts in which they are grown."

How Testing is Done.

Mr. Allan's office is not an elaborate affair. The principal feature of it is a circular table which revolves on a pivot. Piled up on this table, and on others in the room, are scores of small tin boxes in which are the samples which reach Mr. Allan from the Customs Department. These samples have come in from all parts of Canada. Each sample is numbered consecutively the departmental officials knowing the name of the importer, but this information is withheld from Mr. Allan. All the tea-tester receives is the report sheet from the department, numbered in the first column with the equivalent numbers of the samples accompanying. These may run 4,200, 4,201, 4,202 and so on. The remainder of the columns on the sheet are blank, and in these Mr. Allan has to embody the result of his researches.

When the samples are received in the tea-testing branch, and the tester is ready to commence business, the gas is turned on and the kettle put on the

J. J. ALLAN, GOVERNMENT TEA TESTER AT WORK IN HIS OFFICE.

bracket to boil. Thirty to forty plain white wedgewood cups without handles are placed on the circular table, and behind each one is the little tin from which the sample is to be taken and tested. First of all, there is a careful examination of the teas by the olfactory process. A small quantity, the weight of a five-cent piece, out of each tin is balanced on a tiny pair of scales, and placed in a cup. Then the boiling water is poured upon the tea, and after a lapse of from three to five minutes, and you ask the question, "Where is that sample from?" Mr. Allan sips the decoction and immediately you get your answer, "That is from Ceylon," or India or Ningchow, as the case may be.

For an infusion of green tea Mr. Allan always uses these cups, but for drawing black tea small pots are used, the quantity in this latter case being equal to the weight of a ten-cent piece.

"The best way to make tea," said Mr. Allan, in conversation, "is to have the water fresh and boil it thoroughly. The vessel in which the tea is to be made should also be hot. Pour the boiling water on and let it stand for five minutes. Some people prefer three minutes, but all the tea will be extracted from the leaf in five. A longer time than that draws out the tannin, which is most injurious to the stomach."

A Summary of Canadian Imports.

"What kind of teas are consumed in Canada?"

"In the east green tea is still the favorite. Considerable green tea was formerly used, but now it has given place in many parts of Canada very largely to the black teas of India and Ceylon, and even the greens of China and Japan are being attacked by the planters of the British East Indies, who are sending to Canada excellent green teas. To show what persistent advertising will do I may call your attention to the figures of last year. The table is of striking significance when contrasted with the figures of ten years before.

Thus last year there were imported into Canada 15,570,046 pounds of black tea and 6,377,835 pounds of green tea. Now contrast this with a decade ago. In the year 1897 the total importation of black tea amounted to 11,256,437 pounds, of a value of $1,712,641. Of this total quantity 5,102,444 pounds came from Great Britain. These may have been either China, Japan or India teas. The tables show that of black tea coming direct from India or Ceylon in 1897, the total was 1,487,883 pounds, and even assuming that all the British importations from Great Britain came from India or Ceylon, which is hardly likely to be the case. There has been an increase in the consumption of India and Ceylon teas in Canada in the ten years to the amount of in round figures, 10,000,000 pounds. Correspondingly the consumption of green tea has fallen off. The importations ten years ago of green tea totalled 11,152,202 pounds of a value of $1,502,616. Ten years ago China sent us 1,119,824 pounds of green tea. Last year China sent, as will be seen by the above table, 538,679 pounds, a decrease of over 50 per cent. Japan, on the other hand, ten years ago, sent us 9,624,375 pounds, and last year only 3,952 001 pounds.

"How do you account for this extraordinary turnover?" Mr. Allan was asked. "Well, principally to persistent advertising. You know the old saying is, "Judicious advertising is the keystone of success." The men who are handling the India and Ceylon teas have made full use of the columns of representative trade papers like The Canadian Grocer, as well as of the daily press. In addition the public demonstrations of the Indian teas at great public exhibitions like Toronto, Ottawa, London, Hamilton and other places, which draw the attention of the public to the quality of the British product have been very effective. I know many instances in which people who were accustomed to drinking green tea have changed to the Indian blacks through the cup presented to them at public exhibitions. Of course, in some sections of Canada it would be difficult to effect any change. The Province of Quebec is the greatest green tea drinking province of the Dominion. Different sections of the country have their preferences. For instance, west of Kingston the people use a much finer quality of tea than they do east of that city. Most of the low grades are Nagasaki teas. The green tea from Yamashira is probably the finest flavored that is grown. We also get good qualities from Yokohama. China now sends us no green tea to speak of. Japan captured the trade, and now Ceylon and India are cutting out Japan. The black tea from China has been pushed almost entirely out of the market by India and Ceylon tea. The China teas are very desirable in quality, but the people here do not drink them on account of the price. The fancy China teas are, however, very popular in Britain, where quality more than cost is studied.

	Imported. Lbs.	Value.
Tea of India, black, imported direct, or purchased in bond in United Kingdom	7,415,335	$1,024,178
Tea of India, green, imported direct, or purchased in bond in United Kingdom	336,944	39,414
Tea of Ceylon, black, imported direct, or purchased in bond in United Kingdom	7,663,946	1,136,496
Tea of Ceylon, green, imported direct, or purchased in bond in United Kingdom	1,550,211	217 835
Tea of China, black, imported direct or purchased in bond in United Kingdom	490,765	70,706
Tea of China, green, imported direct, or purchased in bond in United Kingdom	538,679	84,294
Tea of Japan, green, imported direct, or purchased in bond in United Kingdom	3,952,001	584,164
Total	21,947,881	$3,157,087

Some Pointers on Tea.

"The finest green tea in China is probably Moyune. Fychow supplies a fine green, but not as good as the other. The black tea from Kneemum is very fine. Ningchow and Moning teas are also very good. My favorite is Ningchow which possesses a sort of smoky flavor. Pekoe-Shushing is an admirable tea.

Black teas are fermented with the object of giving them a certain flavor. Green teas are not fermented. Gypsum and soapstone are used by the Japanese to give their late teas the color and appearance of the early picked varieties, which are the best. There is a great difference between China and Ceylon teas, as much difference in fact as between beer and whiskey. Ceylon tea, when it cools, will cloud. China tea, if sound, will never cloud. Age injures tea, and tea from Japan will lose in quality on this account as much as 25 per cent. in one year. China black tea will keep better than any other variety, but I do not suppose there is 10 per cent. consumed in this country. As I have already said, we get most of our teas from India and Ceylon. They are more liable to must on account of the climate of the countries of production and do not nearly possess the keeping qualities of China black."

The Modern Retail Grocer

By John A. Green, President National Retail Grocers' Association of the United States, in the New York Journal of Commerce.

In treating the subject, "The Retail Grocer," it is my object to point out his desires and aims; the problems which confront him; his social position, and his position in the political and commercial world.

Anyone embarking in the grocery business to-day must be a master of detail and have a thorough knowledge of the business, if not, an unlimited supply of capital with which he may buy his experience, before beginning to be what is commonly known as a "successful merchant." The demands on the retail grocer to-day are greatly in excess of that of former years. That the expense of doing business has materially increased is well known. The demands on his resources for up-to-date fixtures, telephone service, better delivery outfits and prompt delivery of goods eat up his profit to such an extent that unless he be thoroughly posted in his business and keeps accurate accounts as well as seeing that collections are prompt and losses kept at a minimum he will suddenly find himself not prosperous, but in an adverse position.

Control Neighborhood Business.

Everyone in the business should aim to control the business in his neighborhood. In every town and city there is one retail store that holds the best position, and the aim of each is for that position. This position is achieved by giving close attention to every detail; by polite and courteous treatment, which treatment, coming from the head of the business, cannot help but influence those associated with him. This high position can be attained by keeping the best goods, serving customers with the best quality rather than the lowest price. I have seen grocers urging goods on customers other than that which they wanted simply because there is a little more profit in it sometimes losing the sale, and if not losing that particular sale, driving the patronage of those customers away from the store. While it is always compulsory to wait on each in turn, a merchant should never be so busy that he cannot give a cheerful word to those in waiting and a promise to serve them at the earliest moment.

Should Know Human Nature.

The problems of the retailer are many The temperament of the trade, the satisfying of the different tastes, the gauging of his purchases to meet requirements and the collection of accounts are all problems which are difficult to solve to a greater or lesser degree. A man to understand different temperaments must be a good judge of human nature. This is one of the greatest problems and close attention to it will mean more to him than any other thing, for through this means he will be able to satisfy his customers on every point. If he is a shrewd judge of human nature he can see how to provide for their wants and how to approach them in the matter of collection.

A Factor in Political World.

The retail grocer can be a large factor in the political world. In fact, there is no business man who has access to every family in the same relation as the retail grocer. Every door is open to him with a cordial welcome. He holds in his hand a powerful influence if used with diplomacy and in the right direction. If a successful merchant he has the entire confidence of every person with whom he has trade dealings. If the influence that he can possess is turned in the right direction, it will spread out through the entire neighborhood and place him in an enviable position from a political standpoint. The politicans will seek his assistance; great men will trust him implicitly, and the advice given by him will be heeded. He can wield this influence in many directions, civic, religious or commercial. But first of all, and more than all, he must have within himself the essentials of "character."

This part in the commercial life played by the retail grocer is too often looked upon as one of drudgery. I say that the retail grocery business is one of the pleasantest and most lucrative that anyone might engage in The constant going and coming of the trade, the different characters with whom he comes in contact the many lines of goods that are continually changing and many other things that might be referred to, keep him fully alive and abreast of the times.

The condition of the retail grocer has improved to a very great extent over that of former years, brought about mainly through his organization. The coming together in the meetings, discussing methods of conducting business has, through an interchange of opinion brought about an improvement both in conducting business affairs from a stand point of selling goods, the cost of doing business, the percentage which must be realized to conduct a successful business, and the collection of accounts. It is positive proof of their improved condition that we find that the best class of citizens are now turning to it for occupation and investment.

An Esteemed Class.

While the rise to a prominent place in the commercial world may be slow for the retail grocer, yet it is nevertheless sure. Hundreds of grocers can be pointed out who, after a business career of twenty years, are looked upon as the mainstay of the community and prosperous to a degree of independence. I know of no class of business men who so generally hold the friendship and esteem of their fellow citizens as the retail grocers. It is the retail grocer who meets his fellow citizen every day in a close relation which is essentially domestic. It has always been the "corner grocery" where political campaigns have been fostered and national destinies fought out. In fact, the retail grocer is a sort of pivot in the community around whom revolves much of the social and political life of his town, ward and city. Given the public confidence and friendship it lies entirely within the making of the grocer himself what shall be his distinction as a citizen.

Necessity of Taking a Holiday.

One of the greatest mistakes in the career of the retail grocer is that he thinks it impossible to leave his business for a few days of recreation. How many men with every essential embodied in their make-up for a successful career have failed because of their neglect to take the needed rest and recreation at the proper time!

It is true that "worry shortens many lives." It impairs energy. Too many of us get the idea that business would go to the bad if we should withdraw our hand for a week or month. This is a very great mistake. A good clerk is worthy of confidence, and it would

pay well sometimes to try him. Get out into the open, under the blue sky. Nature will suggest something that can be carried back to the store and thoughts will spring from a rested mind, open up new avenues which will help on to success.

The Greatest Essential in Business.

The greatest essential for a successful business life as a retail grocer must be individuality. To originate, to think to do. He is prone to follow in other people's footsteps. To think what other grocers are doing.

A leading retail grocer once said to a clerk in the hearing of the writer, in answer to an assertion that certain prices were quoted at another store, that he should bear in mind there were no stores in the city other than the one in which he worked. While this may be a broad assertion, it covers the ground entirely. We must have a thorough knowledge of detail, cost of goods, the expense attached to the sale thereof and an individuality that will impress itself on the customers, that will gain their confidence and make them feel that you are dispensing your products at the lowest possible cost. Individuality, in fact, is the root of success and many prosperous retail grocers would never have attained the position they hold today were it not for their individuality It is through a combination of such individuality that the retail grocers' associations have been able to bring about reforms which will be of lasting benefit to the retail trade.

POINTS TO REMEMBER.

Better sell a customer too little than too much. The man who buys too little will come back for more. The man you oversell may never come back.

Just remember that people may think of the price while they are making the purchase, but they think of the quality when they are using the goods. Sell the highest possible quality every time.

It doesn't pay to recommend goods a bit higher than they will stand. A customer fooled that way once won't give you a second chance.

Greet every customer as soon as he comes in. If you cannot wait on him at once, at least find out if possible what he wants so as not to keep him waiting needlessly.

Misrepresenting goods is taking chances with your reputation. There may be ways in which it is worth while to take chances, but never with your reputation.

Tropical Fruits for the Grocer

By A NATIVE WEST INDIAN

Almost every grocer throughout the country will be found handling tropical fruits. In noticing this one is inclined to ask: Is there any money to be made by so doing? Whether it is found profitable to a great or lesser extent to sell these tropical fruits, than it is to handle the fruit which is grown in Canada, must depend on the following: How the grocer purchased the fruit, in what condition they reached him, and the scarcity or abundance of the supply which obtained at the time he made his deal.

Purchasing tropical fruit in Canada is attended with as much risk as in purchasing Canadian fruit in the tropics. Apples, which the Canadian grocer buys and sells to his customers at, say, one cent each, would, if exported, bring five times that amount. Nor does this apply only to apples. It is equally applicable to several other fruits which are grown in temperate climates, and which cannot be grown profitably, and in some cases not at all in the regions of the Equator. The percentage of profit which is gained by the Canadian grocer in handling tropical fruit; namely, bananas, oranges, pineapples, etc., is equal to that obtained by the West Indian grocer or fruit dealer in handling fruit grown in Canada and other countries producing the same species. The irregular transportation of fruit and other cargoes to and from the West Indies—irregular—in that goods are in transit for as long as four weeks—causes an enormous loss to such cargoes, particularly those consisting of delicate fruit. It is, therefore, to be hoped in behalf of both sides of the trade that better transportation facilities will be brought in to use and the sooner the better.

How Bananas Grow.

While on the economics of the subject it may be interesting to learn how bananas and pineapples are grown:

Bananas like a rich clayey soil, moist but well drained. The tree is produced from a sucker, which in turn is obtained from another tree. This sucker is buried in the earth about two feet deep, after this is done, the earth is plowed about it, and provided rains fall in due season, nine months from the time of planting, a full grown tree will produce a bunch of fruit. The size of the bunch depends on the fertility of the soil, the care and cultivation which is given the tree during its growth, and the number of other trees which are allowed to spring up around the parent tree. Nine hands is reckoned the maximum bunch, but they produce bunches as low as only

TROPICAL FRUITS FOR THE GROC ER—BANANAS GROWING ON AN EAST INDIAN PLANTATION.

four hands which are of no value for export.

Pineapples Require More Attention.

Unlike the banana, the pineapple will not produce in a clayey soil. This delightful table delicacy, the best of which is the Ripley, does best in a friable, sandy loam, easily drained and containing a certain amount of pebbles. When the plant has borne its fruit a number of small suckers are thrown out around the parent stock. Each of these form a separate bearing plant, so that the profitable reproductive aspect of this is at once seen. Unlike the banana in every particular, this plant has to be very carefully looked after if the best results are to be obtained. The specimens seen in Canada are of the poorest, in fact, the Ripley is not known. The class that seem to get here are of the turnipy or what is known in the islands

TROPICAL FRUITS FOR THE GROCER—NATIVES LOADING BANANAS ON STEAMER.

where they grow, as the "Cowboy" kind, which name they have probably derived from the fact that they grow uncultivated in open lands where cattle are pastured, and are reaped by the cowboys. Foreign and English writers have described this fruit as being the finest known, the flavor of which is at once acquired.

How to Handle Citrous Fruits.

A temperature of about 40 degrees will be found ideal for the preservation of citrous fruit, such as oranges, limes, lemons, and grape fruit. During the summer months when the demand for these is greater than at other times, the grocer generally has to stock more than when the thermometer registers a low temperature, and he is then exposed to greater danger of loss from the summer heat. As a remedy for this damaging effect of the high temperature on the fruit, it would be advisable for him to purchase frequently from his dealer, and in small quantities according to immediate requirements. In any case, he should place this portion of his stock in the coolest and best ventilated portion of his store-house. The fact may be observed from the Italian fruit dealer who carries a large percentage of his stock outside where the air can get at them also and protects them with an awning which keeps off the sun.

Give Bananas Fresh Air.

The banana, being of a more hardy nature, is perhaps one of the most profitable lines to handle, but even this fruit should have care and attention. The best way to stock this fruit is to hang it up by the stalk or stem so that a pure current of air may reach it. Excessive heat or excessive cold will have a damaging effect on this fruit but the average temperature of the store will not do much harm to it. The consumers of bananas are of the opinion that the bright golden fruit is the best, and will pay 5 or 10 cents a dozen extra for this; whereas, the fruit is in its most wholesome state just when it begins to get a little black, provided the blackness is not caused from any damage which it has sustained in handling. This may be a good point to impress on customers, who are not familiar with it, and at the same time will often save money.

The banana, in its stage of decay, makes one of the strongest and purest vinegars known, and the process is very simple. By placing about fifty or a hundred "fingers" of the fruit—as each one is called—into a cask for about 14 days after they have started to decay, they will soon melt to a watery state, which is itself, pure vinegar.

Keeping Pineapples.

A few suggestions as to the best way to preserve pineapples from decay will be helpful. The fruit should always be carefully covered with paper to exclude as much as possible any action of wind or air. A fairly warm temperature suits them best. They cannot stand rough handling, as the slightest damage done to any one part of the fruit—except the swordlike leaves on the top—will penetrate the entire fruit. Cuba and Florida supply the bulk of the pineapples to the Canadian market, but it is regrettable that better transportation and other facilities do not allow Jamaica, B.W.I., to offer some of her "Ripley," which is the best of pineapples.

SUGAR CRISIS IN RUSSIA.

Industry in Serious Position Through Operation of Peculiar Local Conditions.

A correspondent writing from St. Petersburg to an English paper recently says: "A serious crisis has developed in the Russian sugar market, and already several small manufacturers are bankrupt. I hear that a prominent member of the Right party of the Duma is very deeply involved. The causes of the trouble are unconnected with natural economic laws, and are those which have always operated in Russia. The sugar industry as it has always been entirely in the hands of the native Russian, has suffered more from Government interference than any other industry. The country would gladly take six to ten times more than the amount of sugar allowed by Government to be produced every year, but it assists the operations of the Russian excise to keep down the production and artificially raise prices thereby. This prevents small cultivators from competing, and the history of sugar production in Russia shows the rapid rise to fabulous wealth of one "sugar king" after another, each in turn falling with a suddenness that is even more marked than his rise. The situation in Kieff, the great centre of the sugar industry is on of panic; banks have stopped credit, and the extent of the mischief cannot yet be appreciated, as it is not known how far banks are themselves involved in the all-round collapse. In Kieff alone business in sugar amounts to the annual sum of over nine millions sterling, a very appreciable item in the commercial balance sheet of Russia."

The Rival Grocers

THE STORY OF A WAR IN CUTTINC PRICES AND ITS RESULT.

Said Mrs. Miller to Mrs. Scott. "Do you know, my dear, I am just reveling in the fact that a new grocery store has opened across the street from our old reliable Simpson's."

"Why?" said Mrs. Scott. "We've traded with Simpson for twelve years and have always got the best of treatment, haven't you?"

"Surely, but the new store is going to cut prices, and Simpson told me yesterday that he guessed he could meet anybody's prices, and that we should keep our eyes open for bargains."

"Is that so? Isn't it great? I've always traded with Simpson, although he has never offered bargains, because he was so reliable and kept such good things, but now, if he is really going to give us some low prices, it will be simply grand." The two friends parted in sweet anticipation of the slaughter to come and their own prospects of loot.

The war was on. Jenkins, the new man, had newly made signs in front of his store every day giving lists of tremendous bargains. Simpson felt a little too high-toned for that, but did have beautifully arranged piles of goods in his show windows with neatly lettered cards telling what opportunities there were for low prices.

Women would go to Simpson's, order what bargains attracted them there, and then across the street to Jenkins' to gobble the bait there. Business hummed in both stores. For a while all was well; both men simply shaded prices a bit with the idea of recouping their profits in a larger business; but, strange to say, after a few days, almost all the sales seemed to be of the articles offered as special bargains at a ruinously small margin of profits. Simpson noticed the absence of many familiar faces—those people who cared more for reliable goods than for bargains; the quiet, well-to-do women who liked to shop in peace and know what they were getting. When Simpson's store became a battleground, these women, his best customers, began to leave and purchase elsewhere. Still, Simpson was apparently doing a hundred per cent. more business than ever before when the salesman of the Blank Canning and Packing Company came to sell him his annual bill of goods. The Blank Company put up a very fine class of goods and they had been favorites with Simpson's high-class trade.

Seeing the apparent prosperity of Simpson, he felt that he ought to land an order about twice as large as usual, and was greatly surprised when Simpson said that he wanted only twenty-five per cent. as many cans as he had the year before. "Why, how is that?" said the salesman. "You seem to have at least twice as much trade as you had a year ago, and yet you order only one-quarter as much from me."

"It's this way," said Simpson, "I'm in the midst of a war with the man across the street and I must have canned goods which I can cut prices on. Your goods are too good and cost too much for that, so I have just ordered a big lot from Smith, Brown & Jones under a special label. These goods are very cheap and I can sell them for just half of what I must get for goods with your label. I need some of your goods for the people who ask for them and will take nothing else." "But," said the salesman, "Smith, Brown & Jones isn't a first-class house, and you know it." "Of course I know it, but I can't help it. I must offer bargains, tremendous bargains, and when women are on a bargain hunt quality doesn't cut so much ice."

"Better cut it out now while you can," said the salesman. "Let the other fellow catch the bargain-hunters and you keep after your reliable trade." "Can't do it," said Simpson; "I'm in this fight and I'm going to fight it to a finish."

And so the merry war went on. On one side of the street, "Six cans of tomatoes for 18c," and they were real tomatoes, too; on the other side of the street, "Two pounds of best Java Mocha coffee for 35c. with a coffeepot thrown in," and it was real coffee—at least part of it was.

Prices went down and quality went down—down. The traveling salesman with a job lot of goods so poor that the ordinary reliable grocer wouldn't have them on his shelf could be sure of selling on one side of the street or the other. Standard brands of canned and package goods remained on the shelves and cheap substitutes filled the counters, show cases and windows, bearing price labels of wonderful cheapness. The crash came finally. Jenkins advertised a slaughter sale at prices less than cost, and when the sale was over Jenkins was down and out.

Simpson survived the wreck because his years of steady, reliable business had given him a fairly good bank account. Simpson won his fight, but about this time Mrs. Miller met Mrs. Scott in a grocery store some little distance from the scene of our war. "What," said Mrs. Miller, "do you trade here? I thought you were a customer of Simpson's." "I thought you were, too." "I was, but it got so awful there that I couldn't stand it. The clerks were always trying to shove off some cheap bargain on me, and I had to fight my way to the counter to get anything." "Yes, and when I thought I was getting some tremendous bargain Mr. Scott would say, 'What in the dickens is the matter with this coffee?' or 'These canned peas are rotten—where do you buy this junk anyway? Don't you have enough money to get decent things to eat? If Simpson doesn't sell them any more go to someone who does.'"

Such is the story of the war of the grocers. One general was slain and the other grievously wounded. Many followers of both leaders were more or less injured, and many more deserted.

Simpson is still running his store, and a model store it is now. He has got back most of his old trade and a good deal of new trade. He is prosperous again but it was a long hard struggle to get back where he was when the war began. I should hate to be the drummer to offer him a bargain lot of second-rate substitute goods. He has been bitten by that flea once.

HINTS ON SALESMANSHIP.

The cultivation of a good memory is necessary to good salesmanship.

A good memory means remembering what we should at the right time.

The first requirement to have a good memory is concentration—attention—on what we desire to remember.

The most useful book for a grocery salesman to concentrate his attention upon is his price list.

A real, earnest endeavor to become familiar with costs, prices and qualities brings the best reward. It gives the salesman confidence in himself and confidence in his merchandise.

It pays to be thorough, to take a real live interest every day in the line you are selling.

Thinking out new plans, keeping posted on advances, declines and new goods varies the pleasure of selling goods. It is the salesman who enjoys his work who beats the man who works because he is obliged to—who takes work just as it happens and who always has to be told how.—J. C. Rahning in Inland Grocer.

What to Do Next Month

June represents in a grocer's routine the period of many actual changes and alterations, which is due to the fact that the city folk are leaving for the country in large numbers and the grocer in the country must make preparation for the additional influx of trade which this invasion of their rural domain brings with it. In the city the problem presents itself chiefly in the form of how to get more business to make up for the loss which he sustains by his customers transferring their trade to the grocers at the watering places and resorts.

Get Hold of New Customers.

There are various ways of accomplishing this end, but it must be remembered that to achieve the best result special effort must be put forth. Sometimes where it is customary to take orders the salesman can substitute a new family on his list which may be remaining in the city for those whom he has lost by their withdrawal to the country, in other words, if it is customary for the order-taker to call, say, upon twenty customers in a day, let him keep up this number, where possible, calling on a new family in place of each one of the old ones which he loses.

It is always a difficult matter to get new business, but sometimes the business can be started in your direction by a few specially good lines at a price which renders them attractive, and once you get them started it is not so difficult to hold them and then you have a new customer.

With these special personal efforts a small advertising campaign could be indulged in, which is always sure to bring its good results, and the publicity thus gained will remain an asset to the grocer.

Get Ready for the Fruit Season.

June is essentially a fruit month, and especially a strawberry month. The ability to buy this fruit or any other fruit at an advantageous price remains with the grocer, and if he can make a particularly good deal and get into the market first he will find his receipts will amply repay him for his efforts. It is not necessary to comment upon the usefulness of window displays which always are without speculation insofar as the beneficial results accruing therefrom are concerned.

Some grocers in the city have a country delivery, and in this way they retain the trade which they would otherwise lose if this enterprising feature of their business was absent and in these watering places there is always an opportunity of getting new customers, as many of the people may be going there for their first season, and have had to discontinue their connection with their grocer in town if he has no out-of-town delivery, and if they can be approached

MODERN STORE INTERIORS—ONE OF THE DEPARTMENTS OF R. HIGGINS & SON.

Whilst the grocer cannot in many cases hope to retain the same volume of business he can greatly augment his income if he puts forth a little effort to reach new customers and in this way the new business which he finds if he knows how to retain it, will continue with him during the whole season, and in this way the total volume of his business for the year will be greatly enlarged.

when they first arrive, the chances are good for the first one who solicits them. Certainly the problem which presents itself to the city grocer is much graver than that which confronts his country confrere, although he also may feel a slight depression during the months of July and August, owing to a certain amount of holiday tripping, but generally the losses which he sustains in this way are compensated by the advent of the city folk, who, as a rule, are a source of no small revenue in most country towns.

For the Country Grocer.

In the month of June the country grocer should have his store cleaned and brightened up, generally, and should be alive to the change in the character of foodstuffs and the grocer should always remember that it is better to anticipate these changes sufficiently early rather than have his customers come in and call for them and then have to dig them up from beneath a pile of unseasonable goods.

Nowadays, when the country stores are daily increasing the variety of their stocks, owing to the more complex character of their customers' wants and requirements, many things which might have been formerly thought incompatible or inharmonious with their business, are eagerly grasped as they may present a means of enhancing their revenue.

How About Refreshments?

In many places a very paying adjunct to a grocery may be established by opening a soft drink and ice cream parlor. The margin of profit in this line of business is very good, and if properly managed the results of the venture will be found to be highly gratifying.

As may be done by their city brethren, the preparation of specially appetizing picnic hampers are sure to find ready customers. In many ways it is possible to cater to this tourist trade, which generally is more lucrative than the ordinary, as people are always more liable to buy things when they are holiday making.

It sometimes occurs that a special community may produce a particular product and the wise grocer will take advantage of this fact to load up the city folk well with it before they return, generally effecting the sale at a good profit. As an example, I might mention those parts of the Eastern Townships where specially fine maple sugar is produced. The fame of this locality for the excellence of its maple sugar is so great that numberless people who visit it in the summer months take home with them some of this toothsome product.

Look After the Wedding Business.

The fact must not be lost sight of that June is designated by arbitrary custom as the month of matrimonial adventures and that the bride at the head of her own household is a good prospect for future revenue if her favor can be cultivated.

The festivities incidental upon these events are sure to result in the additional expenditure of money in the home, and any special attention which may be paid to their wants will be appreciated by the customers. Last, but not least, perhaps, it is the month of the year which brings with it so many bright things that the appearance of the store should be assiduously attended to and everything made to look bright and clean.

A WELL-ARRANGED EQUIPMENT.

The engraving on the opposite page gives a good idea of the up-to-date equipment and arrangement of the store of R. Higgins & Son, Toronto. Unfortunately it was impossible to photograph the whole store. This view shows practically only half of it, the department at the other side of the partition on the right being almost as large and just as tastefully fitted up as the section of the store shown. Mr. Higgins carries a large stock of potted and cut flowers, and has lately begun to supply floral designs for weddings and funerals. The store is always bright, is as clean as a grocery well could be, and attracts a high class of trade.

GIVING ADVICE.

"I know how to run my store. I don't want to be told what to do," said a merchant, referring to the advice given by trade papers.

A great engineer was constructing a bridge. He was confronted by a difficult problem, and he had worried over it day and night, without reaching a satisfactory solution. One day a small boy, watching the engineer puzzling over his plans, suggested that he do so and so. It was a simple suggestion from a humble source, but instantly the engineer saw its practicability and adopted it, with necessary modifications.

A noted landscape painter used to make it a custom to invite criticisms from the unlearned. He said he frequently got valuable points from people who knew nothing of painting.

A great manufacturing concern in the east offers cash prizes for suggestions from its employes, and many of the thousands of suggestions which are made every year have proved of value.

No one man is omniscient. No one man knows everything. No one man can afford to slight suggestions and advice. What if he does know how to conduct his business? Is there absolutely no room for improvement? We think the best conducted business in the world might be improved somewhere. No two minds work exactly in the same channels. Two men of equal ability, struggling with the same problem, will reach conclusions which involve different methods. If they compare they discover that both have decided on advantageous things, and the two may combine to benefit the plans.

When we suggest our advice, we do not mean to hint that the readers are deficient in knowledge or understanding or experience. On the other hand they may be successful and prosperous and wise and skilful. But is it not possible that they have overlooked some particular point which would prove beneficial to try? We think so.

Then, it must be borne in mind that the trade papers' advice is prepared for a large number of people and that its readers are not all alike. What may be good for one man may not fit the case of another. Do not refuse the good simply because something in it is not advantageous for you. And, supposing there is a merchant who understands his business so thoroughly that no advice obtainable through the columns of his trade paper can benefit him.

That is not all the trade paper contains. There are other departments where he may graze to advantage There are news items of interest, gleaned from all sorts of sources. He learns there what experience can not give him —what the state of the market is, what output may be, what conditions are in trade centres.

With every deference to the skilled and able merchant, we believe that advice is a good thing for all. If it does not suit your particular conditions, you are under no obligations to adopt it. If it might do you good, it will do you no harm to try, and much of it is prepared by men who have experienced the fortunes of merchandising and know the trials, the difficulties and the dangers. The trade paper is prepared with a special desire to cheer, to benefit, to assist and to widen the scope of the merchant.—Oregon Tradesman.

HOW TO KEEP POTATOES.

An experienced grocer, who has had considerable trouble in keeping potatoes from rotting as a result of dampness, hit upon the following method, which he declares to be successful:

Place a soap box in each corner of the cellar half full of lump slacked lime. This absorbs the moisture which would otherwise settle on the potatoes and cause them to rot.

A trial of the foregoing plan would do no harm and might result in the saving of considerable money.

HELP THE RETAILER.

A revision of Goldsmith's "Deserted Village," to suit the needs of the twentieth century community, appears herewith, reproduced through the courtesy of the Iron Age of New York Read this story and laugh if you like, but remember that there is a big substratum of truth beneath it all. The mail order houses in the big cities are undermining the business of local retailers in a serious way.

The press must in its own interest take up the battle for the retailers. Its prosperity depends directly on the prosperity of its own business community. Reduce the profits of the local trade and you reduce the available support for the local newspaper proportionately.

Education is the remedy. Use your columns to prove to the public that buying at home is more profitable than spending money in a distant city. The public doesn't see this fact now. Its eyes are blinded by the glittering array of fancy prices in the mail order catalogues. But show that in the long run the home price, though it may appear higher, is in reality lower than the mail order price and the public will begin to see things differently.

In this educative campaign a reproduction of "The Deserted Village" will do good. Write in to The Canadian Grocer for an electro at cost price, and run it in your paper. It will be read by every reader of your paper and will set them thinking. It will please the retail trade in your town and strengthen your hold on your advertisers. In fact it will be a profitable move for you.

Send your reporter out among the trade to look up facts and figures. Secure copies of mail order catalogues, compare prices and tabulate results, and we are much mistaken if you do not discover that in the end, you will be able to make out a strong case for the local merchant. Several papers have done this. Some give space to a discussion of the problem every week and these are the papers that are making good in the advertising department.

It is the ignorant salesman who is timid, who does not remember what to say at the right time, or, if he does, is afraid to mention the article because he is not posted.

The man who is posted on his line has the feeling that he has something that will benefit others, and he goes after his customer with an enthusiasm that wins.

Tom Plowman lived on a section farm
Not far from a prosperous village;
He worked late and early and calloused his palm,
But thrived by industrious tillage.

He saved up some money and stood very well,
His luck would have lasted for all we can tell
If he never had heard of Chicago.

One day a big catalogue came through the mail
That told of a wonderful heater;
The figures were tempting, Tom swallowed the tale.
Says he, "Mr. Merchant's a cheater.

His profit must be near a hundred per cent.,
I'll just call his bluff and unless he'll relent
I'll order a stove from Chicago."

So he drove to the village and entered the store
With an air that was lofty and knowing.
Says he, "Mr. Merchant, please tell me once more
The price of that stove you were showing."

"Thirty-five, cash or credit, the best one in town."
Tom turned on his heel and went out with a frown,
And sent off a check to Chicago.

He bragged to his neighbors and they in a trice
Sent away for whatever they needed;
They often were stuck, but they got a low price,
Which, of course, was the one thing they heeded.

The merchant soon failed and sold out his store,
And this was the notice he left on his door:
"Gone to look for a job in Chicago."

Tom's mail order stove didn't work very long,
But no one in town could repair it;
At last he was forced to admit he was wrong,
His neighbors weren't slow to declare it.

With no stores there was no one to buy or to sell,
The drummers stopped coming, they closed the hotel,
'Twas surprising how quickly the town went to—well
A very long way from Chicago.

The lawyer, the doctor, the editor, too,
They all got cold feet very quickly;
The parson soon noticed the way the wind blew,
He left, for his children were sickly.

At last Tom decided to sell his old farm,
But no one, he found with the greatest alarm,
Would buy one so far from Chicago
When blank desolation stared Tom in the face

His courage grew weaker and weaker,
Till he made up his mind to get out of the place
And go on a jaunt as home seeker.
So he put on his overcoat, packed up his grip,
Says he, "I'll be giving my neighbors the slip,
For I must be off to Chicago."

When he got to the station to Tom's great surprise
He found it deserted and dusty,
Inhabited only by spiders and flies,
And the siding was crooked and rusty.

The trains flew by whizzing, Tom waited in vain,—
Says he "Neither merchant nor doctor nor train
Will stop any place but Chicago."

A Modern Grocery Warehouse

By HARRY FRANKLIN PORTER, C.F.

The largest grocer's warehouse in America has recently been erected in Philadelphia, and in addition to being noteworthy for its size, it stands forth as the embodiment of high engineering skill, in design, construction and equipment.

This model building which is shown herewith in process of construction, is for the Acme Tea Company, of Philadelphia, and is to be used as the receiving and distributing centre, and executive offices for their vast system of retail grocery stores, about 175 in number, located in every part of the city. It is eight stories above ground and one below, fronting on N. Fourth Street, Willow Street, York Avenue and Noble Street, covers 30,000 square feet and has a total floor area exceeding six acres.

THE ACME TEA CO.'S NEW WAREHOUSE IN PHILADELPHIA.

Concrete-Steel Construction.

It is of concrete-steel throughout—columns, beams and floors, with panel walls of brick carried on concrete beams. Windows have metal frames and sashes, glazed with wire glass; doors are metal clad and all openings of the loading platforms and driveways are guarded by rolling steel curtains. The body of the building is thus as fireproof and decay-proof as modern engineering skill can devise. To further protect the building, and more especially its contents, and to secure the absolute minimum insurance rate, there is provided a complete overhead, automatic sprinkler system, fed by a 45,000 gallon tank on the roof. Connected with this tank by powerful fire pumps, is a 100,000 gallon reservoir in the basement, which is fed from the city mains. Each floor is also equipped with fire hose throughout, and a complete fire-fighting outfit is provided on the roof for the purpose of extinguishing possible fires on adjoining properties. Protected thus, both building and contents are practically impregnable to fire, and the concrete-steel being the most durable material available to the builder to-day there will be practically no outlay required for maintenance or repairs, and no depreciation. The meaning of these facts in dollars and cents may well be appreciated.

The Machinery Equipment.

The building is equipped with a complete power and lighting plant, located in the basement, the floor of which, being eight feet below water level, necessitated special measures to make thoroughly water tight.

There are also complete refrigerating and coffee roasting plants. To handle the goods both in receiving and distributing, the building is equipped with fifteen fast running elevators, operated electrically. These elevators are ar-

LARGEST GROCER'S WAREHOUSE IN AMERICA—SHOWING PROCESS OF CONSTRUCTION.

ACME TEA CO.'S WAREHOUSE—SHOWING STEEL AND CONCRETE CONSTRUCTION.

ranged in groups of three each, enclosed in fireproof towers and guarded by steel doors of the Jackknife type, folding upwards, thus requiring minimum room.

Shipping Facilities.

Throughout the York Avenue side of the building on the ground level, is a stone-paved driveway, 30 feet in width by 200 feet in length, unobstructed by columns, protected with rolling steel shutters between the exterior columns, which may be closed in stormy or wintry weather, thus giving a warm dry space for loading and unloading wagons. The main portion of the first floor is 3½ feet above the driveway level and thus forms a platform for the wagons.

To receive shipments, a siding from the Philadelphia and Reading R.R., Willow Street branch, extends right

ACME TEA CO.'S NEW WAREHOUS E—CONSTRUCTION OF ELEVATOR DOORS.

through the Willow Street end of the building, on the level of the driveway, but at right angles to it. This is carried on the reinforced concrete floor. Throughout the length of this side of the building, door openings extend from column to column, provided with steel rolling shutters. This enables almost a train of cars to be unloaded at one time.

The goods, as received, are carefully inspected and sorted on the first floor, being distributed for storage throughout the various floors.

The building is equipped with two spacious fireproof tower stairways, and ample sanitary toilet rooms for male and female employes on all floors and spacious locker rooms.

A passenger elevator runs to the 8th floor, on which is located the executive offices, made especially light by a series of saw-tooth skylights. On this floor, also, are two large fireproof vaults, for safe-keeping of the records, etc., and a large well-appointed lunch room where all employes are served at noon hour.

For the engravings and information concerning this building we are indebted to William Steele & Sons Company, of Philadelphia, who were the architects, engineers and constructors.

THE WORLD'S MATCH DEMAND.

The civilized nations of the world strike 3,000,000 matches every minute of the 24 hours. Nearly one-half of these are ignited in this country. Americans use up the enormous total of 700,000,000,000 a year and have a larger match bill than any nation in the world.

Hundreds of factories over the country are engaged in this industry. Some of the plants are very large, one on the Pacific coast covering 240 acres, with 32 miles of railroad which supplies the match machines with 200,000 feet of sugar pine and yellow pine logs a day.

A statement of the number of cubic feet of wood which actually is converted into matches each year would convey only an inadequate idea of the number of trees required for the industry.

For the manufacture of the match the best grade of wood is necessary. Sapwood, knotty or cross-grained timber will not do. This makes it necessary to search the best forests and pick out the choice tree only, and nothing but the choice portions of the choice trees go to the match machines. It may be seen that the lumberman sweeps over a wide area in search of suitable timber to feed into the match machines.

Seldom is the little splinter tipped with sulphur, or some other substance to be ignited by friction, given even scant mention in the consideration of the depletion of the world's finest forests, yet the manufacturers of these little fire sticks are as much concerned over the timber supply question as any other class of men engaged in an industry whose welfare depends on the use of forest products.

It might be supposed that because matches are small the makers of them would utilize scraps and left-overs. This is never the case; matches are not by-products. The match machine takes the finest timber and what it rejects goes to the by-product yard and the by-product end of the match business becomes the largest end, so far as bulk is concerned. Among the by-products turned out by the large Pacific coast factory just mentioned are 1,000 doors and 800 sashes daily.

As a matter of fact, it would be impossible to carry on the match business at all at present prices if the rejected lumber were not worked into something else. The room where the matches are made is frequently the smallest department of a match factory. The larger portions contain the sawmills.

Matches are manufactured in many ways and with numerous kinds of machines, and for that reason a description of an operation in one factory would not apply to another. Nearly every manufacturing company has machinery made specially for its use and covered by patents and it also employs processes discovered or devised by its own chemists and mechanics, and kept secret to prevent rivals from obtaining and profiting by them. A single machine has been known to turn out 177,926,400 matches in one day—boxed and labeled ready for shipment.

Some matches are shaved with the grain from sawed blocks, some are cut both ways by saws. In some factories the blocks are boiled to make them cut easily. By some machines a boiled or steamed log is revolved on its own axis and a shaving—the thickness of a match—is cut round and round. This shaving is at the same time cut into lengths and split into match sticks. There is hardly a limit to the varieties of methods employed.—Commercial Bulletin.

A Delphic response. "It's hard," said the sentimental landlady at the dinner table, "to think that this poor little lamb should be destroyed in its youth just to cater to our appetites." "Yes," replied the smart boarder, struggling with his portion, "it is tough."—Congregationalist.

Some Advertising Problems

Suggestions for the Grocer in Country and Suburbs—Further Chats on Some Specimens—Conducted by W. F. Ralph.

It is conceded by most advertisers that the newspaper is, by long odds, the best medium in which a retailer may effectively talk to his public. But what of the retailer who has no newspaper at hand in which to advertise?

This is a problem which is faced by a considerable number of Canadian Grocer readers.

A store may draw its trade from a large, but scattered, population. There are many such stores in Canada, which form the nucleus of a small hamlet—almost large enough, in some cases, to be termed a village, yet not large enough to support a local newspaper.

Advertise they must, if such stores are to prevent a good deal of their trade from escaping to stores farther afield in larger places.

The newspaper published in a town several miles away may circulate among a certain number of such a store-keeper's customers, but probably not by any means the greater part of them. Perhaps the greater part of them read only a weekly paper published in one of the larger cities.

In the first case, were our storekeeper to take space in the paper taken by a minority of his possible customers he would be paying rates for a great deal of circulation which is of no use to him. In the case of the greater part of his possible customers who take only the large city weekly the same objection arises in an infinitely larger degree.

The Country Merchant's Dilemma.

What must he do? This was the question put to The Canadian Grocer a little while ago by a subscriber whose case was similar to that of the storekeeper above mentioned.

I have in mind at the present time a small village of two or three hundred population situated in the midst of a fine agricultural district. About twelve miles east of this village is a city of ten thousand people, where two daily and weekly newspapers are published. And about twelve miles south is a town of four thousand people where two weeklies are published.

Here are four papers which have more or less of a circulation among the natural storekeepers of the village, carrying the store news of other stores more or less completely among them. But if the merchants of that village—and there are six or seven stores there—were to advertise in all four of these papers, they would not, even then, properly cover their natural field. The cost of so doing would be prohibitive anyway. The trade of the village merchants is more or less casual at the present time because even the farmers within a half-mile of it save all their larger purchases for one or other of the larger towns to which they make a regular trip for selling, as well as buying, purposes.

Although it is hardly to be expected that the village merchants would, in any event, receive all the trade of farmers within two or three miles, it is reasonable enough to suppose that they could get considerably more of it than they actually do, were they to advertise for it.

But how to advertise?

Two Solutions Suggested.

There are two solutions. One is, that the merchants of a hamlet where no paper is published, persuade the publisher of the nearest or otherwise most available newspaper, to issue a special edition containing news of the locality and local advertising, and endeavor to work up a circulation for it among the population contiguous to that hamlet. The other solution is, informative circulars issued and distributed periodically.

The first plan is a very good one if it could be carried out. But unless the expense of drumming up a fair circulation for the special edition was considerably less than the advertising and subscription revenue from that special edition, it would be impossible. But the scheme is, nevertheless, quite feasible in many cases.

Periodically issued circulars seem to be a very good plan for the hamlet unserved by the press. If the circular is carefully gotten up, contains trade-inducing descriptions and prices, is well printed and gets into the right hands, it ought to bring business.

In a circular plan, the problem of a good delivery looms fairly large. A trustworthy boy on a bicycle seems a feasible, as well as an economical plan of delivery.

For the Man in the Suburbs.

A grocer who carries on business in a suburb of a large city is somewhat similarly situated with regard to advertising as his brother of the small village.

The suburban grocer has to cope with the large down-town department stores who can afford to use expensive space in the city daily, because they draw trade from all parts of the city instead of one corner of it.

Few suburban stores can afford daily newspaper space because their operations are necessarily restricted to their own suburb. An ad in the daily would, doubtless, reach many of their customers, but the rate charged would be for the entire circulation of the paper, most of which would be quite useless to them.

Therefore, in the suburbs of large cities, circulars are frequently resorted to by grocers with considerable success.

An Attractive Circular.

One of the best of these suburban circulars that has yet reached the Canadian Grocer is from J. Skelton's "Maple Leaf Grocery," 2012 Queen St. East, Toronto.

It is a neat four-page pamphlet. The cover contains the title: "The Maple Leaf Cash Grocery. J. Skelton," and the address, a half-tone of the store front, with delivery sleigh drawn up to the curb, all of which occupies the top half of the cover. The bottom half is occupied by the following captions, neatly arranged:

Not "How Cheap," but "How Good."

Quality the first consideration. Nothing too good for our customers.

Prices as Low as Any Regular Prices Anywhere in the City.

Full Weight, Full Count, Full Measure.

Satisfaction Guaranteed. Prompt and Attentive Service

Orders Called For and Delivered Promptly.

A Trial Order Solicited.

The second page enumerates a few specialties. The third page is headed with this caption: "Next after quality comes price economy. Do these prices interest you?" Then follows a number of staples with prices attached. The back page gives a crisp talk on the store's history and policy. All the way through, this circular is a model production, well calculated to pull business.

L. B. Cochran, of Medicine Hat, Alberta, has sent in a circular which he

says brought him direct results from people who were not regular customers. As it thus performed the main function of advertising it must possess merit. It is printed on a sheet of blank note paper, headed, "New Goods Just Placed Into Stock at Cochran's." It then goes on to state that Mr. Cochran has just received a large consignment of fresh vegetables, etc. There is only one priced item on the page.

This circular strikes us as being a trifle uninteresting. The subject of it could have been made much more of with ease. There seems to be very little "ginger" in it. We fancy that three or four more priced items accompanied by appetite-creating descriptive paragraphs about the newly arrived dainties, would have brought in better results. The matter on the circular is of almost too general a nature to produce the maximum of result.

It is a well known fact that the mere recital of the arrival of a list of goods doesn't make so great an impression on the human mind as will a few specific items, each dealt with separately. It stands to reason that the more interestingly a fact is stated the more people can appreciate its importance.

Mr. Cochran tells us that his advertising in the newspapers has not been a success, while his circular brought in results. May we venture the opinion that perhaps his newspaper ads were of too general a nature? A newspaper ad designed to sell groceries must interest the reader personally. There must be something in it to appeal to his desire. A generality on quality and right prices can hardly be expected to pull very hard. The ad must deal with specific offers at specific prices for specific reasons. That's the only kind of an ad which really pulls hard.

What About Quoting Prices.

C. T. Farmer, of Perth, Ont., doesn't believe in quoting prices in every ad. He mentions the fact that in many of the smaller places farmers come into town peddling apples, potatoes, etc. If you are advertising these articles at a certain price, the farmer can cut under it, telling the people that his goods are the equal of yours, although the price is lower. Whereas if you are not advertising prices on these goods the people are not so easily persuaded that they are getting a bargain from the peddling farmer.

This seems to be a point well taken. But the price-quoting rule is none the less sound for an occasional exception, as Mr. Farmer readily agrees.

Some Ads From Perth.

We have several times had occasion to commend Mr. Farmer's excellent ads, and the batch just received is no exception. Mr. Farmer invariably uses small space and makes the best possible use of it. In fact, some of his ads—the one headed "California Celery," for instance—is worthy of larger space, if by so doing it would be seen by more people. This ad is really excellently worded. It has a "swing and a ring" to it which convinces. The set up on Mr. Farmer's ads is about as good as could be expected in such limited space (3 inches).

Some Helpful Hints.

A. Girard, jr., of the Co-operative Grocery Co., Montreal, sends in an ad which suffers considerably from overcrowding. It is an extremely well conceived and well-worded ad, but the space

> **CALIFORNIA CELERY**
>
> We have been fortunate in securing another crate of California Celery. It is much superior to Florida celery and the price, 2 bunches for 25c., is no higher.
>
> **LILY WHITE LARD**
>
> Lily White Lard has been our first quality lard for the past 5 years. In that time we have not had one complaint as to its quality. Try a pound at 15c.
>
> **POTATOES**
>
> Regular supplies of potatoes are now coming to hand. The quality is good, the price 75c. a bushel.
>
> We sell the famous California Seedless Lemons and Oranges.
>
> Apples—every apple sound—Baldwins and Russets by the peck, barrel, or ½ barrel.
>
> Cranberries, Cocoanuts, Cabbage, Dates, Figs, &c.
>
> **C. A. FARMER.**
>
> Groceries, China, Confectionery & Fruit.

occupied is much too small. The special proposition to sell butter at 31c per pound to purchasers of tea over 30c is worthy of more space. We fancy it would have attracted many more people if it had been given more prominence. But considering the fact that the general price of butter at the time this ad appeared was 35c, the reduced price in itself would probably be attractive, however crowded in with other things.

The layout on this ad is rather confusing, owing to the multiplicity of long lines of small print set solid. The ad would have been much more readable if set in single column style, thus shortening the length of the lines, with headings set across both columns. Three and a quarter inches is long enough for any line of body type; these lines are four inches, set in agate.

The legibility of an ad has a considerable effect on its success. People don't like to read eye-confusing masses, but something which can be run over with the least effort, which makes it incumbent on the grocer who would have a well set ad to get his copy into the printer's hands in lots of time to receive a proof and correct it to his liking.

ADVERTISING BUTTER.

Started the Career of One of America's Best-known Ad. Writers.

In a recent issue of Profitable Advertising Manley M. Gillam, advertising manager of John Wanamaker's department store, Philadelphia, tells how he became an ad.-writer. At the same time he enunciates what he has discovered by experience to be the best way of preparing copy. In essence Mr. Gillam's method is just about what has always been advocated as the most effective one in The Canadian Grocer.

Mr. Gillam says:

Here is my method of working. It requires neither genius nor midnight oil. It comes as naturally as a river flows, or it cannot be first best.

I do not believe in mosiac advertising—painfully built up with polished bits and tediously worked into a thing of cold beauty.

I prefer hot homeliness.

The mission of most advertising is to sell something. The advertiser is in effect a salesman. Not having tone variations and subject to changes to play with, not being able to help the development of that psychological moment and watch for the instant when conditions favor, he must arrest attention and bring conviction without help other than that he puts in the dressing of his subject.

It is now nearly thirty years since I wrote my first advertisement. That story has been told in one form or another at various times, and as I hark back across this generation of effort I see nowhere in my experience an instance that more clearly demonstrates what I consider the right thing in copy-making. If the same problem were before me to-day I would not alter the plan, nor could I improve on the work.

The Story of the Holsteins.

It is the story of the Holstein cattle—the Holstein butter. Mr. William M. Singerly, the owner of the Philadelphia Record, of which I was managing editor, had a prize-winning herd of a hundred or more Holsteins. They were stabled better than most human families are housed—scrupulously clean, fed on ensilage, their milk cooled in spring houses, the cream taken out by centri-

fugal separators, butter made from it in the most approved way.

That butter was put on sale twice a week in Twelfth Street market—at market price—and it didn't sell well. Those who got it might come again, but it simply ranked as "good butter."

"Don't you think you could advertise that butter and make it sell?" asked Mr. Singerly, and I said, "I'll try."

Here was the novice facing a problem. I knew how excellent, how sanitary, the butter was, but I dug deeper. There's a vital point—go to the very bottom of your subject. "What are Holsteins?" I asked myself. Then I read and read. And I found it was the oldest variety of cattle in the world that for more than a thousand years the Holstein had been a clearly defined breed—that the Dutch farmers had housed them in their homes and blanketed them on their dyke-bordered pastures for five hundred years before America was discovered. I found a wealth of other things about them, and I quickly decided on three advertisements to be used in the Record alone. "Antiquity of the Holsteins," "Holsteins in Europe," "Holsteins in America," to be set single column width, in old style pica, and, for an eye-catcher in the middle of each advertisement, an outline cut of a prize-winning Holstein cow.

The first advertisement was about half a column long, and not a single scale of an advertising snake appeared in it—nothing but snappy, newsy words of the Holsteins and how they began to cut a figure in the darkest of dark ages—and had been cutting it deeper and cleaner ever since. At the end of the story an agate paragraph said "Butter from a herd of Holsteins will be on sale at Stall No. — in Twelfth Street market at 10 o'clock this morning.

Surprising Results.

At noon not a pound of butter remained. The other two advertisements were written as planned—each about one-half column long. But there was no need for them.

Some time later Mr. John Wanamaker came to the Record office to get "the man who wrote that Holstein advertising." He got him.

I repeat, that nothing emphasizes my ideas on copy-making beyond what a careful weighing of this Holstein episode will suggest. First of all, I tried to master the subject to see why this Holstein butter ought to get favor. Then I tried to use a type and a picture that would arrest attention. My handling of the subject must do the rest.

No matter what the advertising problem, the same process applies to it.

If a business proposition has a right to succeed, there is something of novelty, of peculiarity, somewhere in the background; some feature of special interest that can be used as a peg on which to hang the spirit of the advertisement. That is the point to develop. If there are several of these points, so much the better—if you are doing a series. But for a single advertisement I would prefer a single point. Thrust it forward as you would speak of it to a friend.

I am called upon surely once a week, on the average, by graduates of advertising schools who want advice and help. The glibness with which these visitors name type faces and sizes, and the confident manner in which most of them say what shape and display an advertisement should have, carries a sad moral to my mind. Such knowledge presents only the shell, the husk, of the advertising question—a part that is practically valueless without the kernel of interest that must form the heart of any winning announcement. These visitors are, as a rule, hopeless failures as advertisers—will always be so—and yet a majority of them can talk more knowingly of the mechanics of an advertisement that I can.

Florida Celery

Fresh crisp stock, 2 bunches for 25c.

Cranberries

The best quality we can buy—every berry firm—15c. a quart.

Apples

All varieties—Greenings, 25c. a peck—Other varieties 25c. to 50c. a peck. Special prices for bbl. or ½ bbl. lots.

Our six varieties of

Mixed Biscuits

at 3 lbs. for 25c. are splendid value. We are still offering 1 pound tins of

Art Baking Powder

for 15c.
4 pkgs. regular 10c.

Bee Starch

for 25c.

C. A. FARMER.

Groceries, China, Fruit and Confectionery. Phone 147.

The "Clothing" of an Ad.

Mind you, I am not meaning to say one word in disparagement of artistic set up and type harmony. I believe in both—pictures, too, very often. But they are the apparel. There must be something worth the clothing before there is excuse for putting it on. That something is the real advertisement. It is the steam in the engine, the life in the body. It is the vital spark, and it is just what the imitators miss. They mistake the form for the fact.

There is a fearful lot of soulless advertising in sight all the time. It is in the trail of such advertising that the wrecks and skeletons of business are found.

No Belief in Patching.

When I speak of imitators I do not intend to argue for a copyright on expression. Hundreds, maybe thousands, of phrases that I have set going are still on the wing, and I am flattered by the fact. What I do shy at, however, is the work of the mental or physical scissors man who snatches bits of brightness from here and there and tries to patch them together as an original. It is like bedecking a beggar with a hodgepodge of finery; it hurts his alms-getting, and makes him more conspicuously than ever a tramp. On the other hand, a happy turn of thought minted by one mind, if it strikes congenial soil, inspires other pretty word plays, and may even be itself put into a new fabric with credit to all concerned.

The mission of advertising copy is to inspire interest.

"Ho fellows, here's a snake!"

Every boy within hearing is headed for the cry. Strike the right string and it matters little how you strike it—the music will be fetching. Head an advertisement of solid agate with one conspicuous word "Rheumatism" and every sufferer of that sort who sees the page will notice the advertisement and read it.

Belief and Enthusiasm.

Back of all really successful advertising copy is belief and enthusiasm.

I used to hear now and then a preacher who droned on of eternal fires and sizzling souls—with his audience half asleep. Let the weakest sister in a congregation shout "Fire!" because there is a fire, or she thinks there is fire, and something will happen. No odds what the sister wears, or if her voice be full or cracked, her word stirs just the same.

I do not believe in big copy or little copy. I would avoid anything like a monotony of copy. I would no more assign an arbitrary amount of space to the protean interests of a department store than I would to the news of a city. Everyone connected with a newspaper knows how news values fluctuate. Half a dozen pages for "locals" may

be too few one day, two pages may be too many another day. It is best to err on the side of condensation in advertising as well as in news.

NEWSPAPERS AND MERCHANTS.

If it is true—and it certainly is true—that the modern newspaper would find it hard to exist without the advertising of merchants, it is no less true that the modern merchant can not get along without the newspaper. The merchants of any locality and the newspaper publishers of that locality certainly have mutual interests.

This fact is becoming recognized more and more every day. Consequently it is only natural that the newspapers should spend some considerable thought on how the advertising copy of their patrons can be improved and made more resultful.

The following article, entitled "How to Write Retail Advertising Copy" is one of a series which has been published in the columns of the Toronto World. It is well worth reading.

HOW TO WRITE RETAIL ADVERTISING.

By Herbert Kauffman, in the Toronto World.

A skilled layer of mosaics works with small fragments of stone—they fit into more places than the larger chunks.

The skilled advertiser works with small words—they fit into more minds than big phrases.

The simpler the language the greater certainty that it will be understood by the least intelligent reader.

The construction engineer plans his roadbed where there is a minimum of grade—he works along the lines of least resistance.

The advertisement which runs into mountainous style is badly surveyed—all minds are not built for high level thinking.

Advertising must be simple. When it is tricked out with the jewelry and silks of literary expression it looks as much out of place as a ball dress at the breakfast table!

The buying public is only interested in facts. People read advertisements to find out what you have to sell.

The advertiser who can fire the most facts in the shortest time gets the most returns. Blank cartridges make noise, but they do not hit—blank talk, however clever, is only wasted space.

You force your salesmen to keep to solid facts—you don't allow them to sell muslin with quotations from Omar or trousers with excerpts from Marie Corelli. You must not tolerate in your printed selling talk anything that you are not willing to countenance in personal salesmanship.

Cut out clever phrases if they are inserted to the sacrifice of clear explanations—write copy as you talk.

Sketch in your ad to the stenographer. Then you will be so busy "saying it" that you will not have time to bother about the gewgaws of writing. Afterwards take the typewritten manuscript and cut out every word and every line that can be erased without omitting an important detail. What remains in the end is all that really counted in the beginning.

Maple Syrup.

We have now on hand a quantity of first quality pure Maple Syrup. Let us sell you your supply at $1.00 per gallon.

Smoked Herring

Cooked, ready-to-eat. Put up in 25c. glass-covered boxes containing about 2 doz. boneless, skinless Fish with head and fins removed. Try a box.

Cranberries

Fine firm stock. Every berry sound. 15c. per quart.

California Celery

Crisp solid heads—2 for 25c.

Apples.

Every one sound, prices 25c. to 50c. peck. Special rates for bbl. or ½ bbl. lots.

C. A. FARMER

Groceries, China, Fruit and Confectionery. Phone 147.

Cultivate Brevity and Simplicity.

"Savon Francais" may look smarter, but more people will understand "French Soap." Sir Isaac Newton's explanation of gravitation covers six pages but the schoolboy's terse and homely "What goes up must come down" clinches the whole thing in six words.

The reader must be searched out by the copy. Big space is cheapest because it doesn't waste a single eye. Publicity must be on the offensive. There are far too many advertisers who keep their lights on top of their bushel—the average citizen hasn't time to overturn your bushel.

Small space is expensive. Like a one-flake snowstorm, there is not enough of it to lay.

Space a Comparative Matter.

Space is a comparative matter after all. It is not a case of how much is used as how it is used. The passengers on the limited express may realize that Jones has tacked a twelve-inch shingle on every post and fence for a stretch of five miles, but they are going too fast to make out what the shingles say, yet the two-feet letters of Brown's big bulletin board on top of the hill leap at them before they have a chance to dodge it. And at that it doesn't cost nearly so much as the sum total of Jones' dinky display.

Just so one ad, well written and attractively displayed continuously every day or every other day, for a year in one good newspaper, will find the eye of every reader, no matter how rapidly they may be "going" through the advertising pages.

ADVERTISING.

It is impossible to place a marked dollar in advertising, trace all its evolutions in the business world and finally sum up its effect upon the income side of the ledger. That's why, it requires nerve for some inexperienced advertisers to invest money without being able to see the day when the money will be returned with profit.

With the experienced advertiser it is different. He knows that advertising pays, although it may not pay every Saturday night. By consistent and persistent advertising he continues to roll up business with a steadily increasing velocity. The only uncertain part about his advertising profits is the ultimate limit to which profit may pile up. But that's the one uncertainty that pleases because of its uncertainty.—Trade.

DON'T BOTHER HIM.

Some local merchants—no, call them storekeepers, because they keep store—merchants advertise, do business, are wide awake—are like the fellow who was dozing in his store one day when a little girl with a pitcher appeared in the doorway and asked for a quart of molasses. The storekeeper yawned, stretched himself, half opened his eyes, and then, in an injured tone, said: "Ain't there nobody in town that sells molasses but me?" Cobwebs, ancient goods—say you'll never find that fellow's name in a newspaper only in an insolvent notice or a sheriff's sale. He wouldn't be missed if he were buried. Don't bother him!

A. Shamass & Son, grocers, Blind River, Ont., are erecting a fine new store building. It will be 52 feet deep and 2 stories high, with a 46-foot frontage.

Grocery Window Dressing

EXAMPLES OF ATTRACTIVE DISPLAYS FROM DIFFERENT SECTIONS.

The ability to dress attractive grocery windows is certainly not confined to any district in Canada as the photographs reproduced herewith are an evidence. The importance of this branch of the grocer's business is coming more and more to be recognized and with this an improvement is taking place in the artistic and trade-drawing features of the Canadian grocery window.

The four specimens here reproduced are pretty good specimens of what may be done with different classes of goods under different circumstances.

A Window From Fernie, B.C.

Window No. 1 comes from Fernie, B.C., and is one which came nearly winning a prize in The Grocer's Christmas competition. It was shown in the grocery department of the Fink Mercantile Co., of Fernie some time last year and no doubt proved very attractive. This window, in a good many points, brings out the principles adopted as authoritative by those who know how in wondow-dressing. In the first place, it shows only one or two lines of goods and there is no confusion. Again, there is not too much in the window. The pails of jam and bottled goods are remarkably well arranged with no suggestion of overcrowding. One of the best points of all is that everything is scrupulously clean, the white covering on the floor lending a touch of daintiness to the whole window.

The tissue paper napkins as they are arranged on the glass plates and the table in the centre help to take away a touch of stiffness which might otherwise be present. The row of china along the window front was another good idea.

A Fruit Window From Guelph.

Window No. 2 comes to us from Guelph, where it helped to sell a few extra orders of goods for Wesley Fielding during Easter week. The window was dressed by Wm. McRae. As will be noticed, it is a display of fruit and flowers with a few vegetables thrown in as an incidental suggestion. In this case the dresser has followed the "mass" plan and filled the window with the goods he wished to display. In some cases this may be advisable but in our opinion it tends to make the window look overcrowded and take away the tasty effect which could be obtained by using fewer goods. Mr. McRae tells us, however that this window did the work in bringing people in and inducing them to buy, so it must be alright.

A Montreal Cereal Window.

While the early summer isn't perhaps the best time to display cereals, window No. 3, which graced the store of P. Campbell & Co., Montreal, last fall, gives an excellent suggestion regarding this kind of work.

The business of Campbell & Co. has since the photo was taken, been taken over by Kingsley Harrison, who is doing some good work with the windows himself. A correspondent writes regarding this window: The front of this window was composed entirely of ferns, and behind on a higher level were arranged boxes of orange meat. The main centre piece of the window was also its chief attraction, being a huge fancy basket laden with fruit. The back of the window was made up entirely of bags of Ogilvie's flour. The sides and back of the whole display were enlivened by flowers and sheaves of grain. The top of the window was made of white and red ribbons arranged on a light wooden framework and electric lights greatly added to the beauty of the evening scene.

The doorway entering beside the display window was extended by plants and grain into a very attractive archway.

The business returns were of such a nature as to leave Campbell & Co. amply repaid for their work and convinced that tasteful window-dressing can not be neglected by the grocer who seeks the highest success.

AN ATTRACTIVE WINDOW FROM FERNIE, B.C.

AN EASTER FRUIT WINDOW FROM GUELPH.

Another From Moose Jaw.

While window No. 4 can scarcely be called an example of window-dressing, it gives a good idea of what an effective display may be made with fruit in baskets and is particularly seasonable with the summer fruit season coming on. It shows also something of how much Ontario fruit goes to the West, coming as it does, from Moose Jaw, from the store of T. J. McCammon. In explanation of the photograph Mr. McCammon writes as follows:

"One afternoon last summer we were busy unloading a car of Ontario grapes and as our display was being arranged a gentleman came along, just off the train, and he was attracted by the very magnificent, he called it, display of fruit. In his remarks he said he had been all over Ontario pretty much and he did not think that he had ever seen a finer display of fruit, adding that he would like to have a photo of this display to take back to Ontario to show the people that while we do not grow fruit out here we have it for sale in abundance. This is why we had it photographed.

"I might say that a display of this kind is nothing unusual with us. Had it been we would have had it photographed long ago. Eastern people are under the impression that fruit is almost a luxury in this western country but it is not. Any kind and all kinds of fruit can be had here that can be had in any other country and the same might be said of vegetables. We have them in abundance, but we grow these ourselves."

MORAL EFFECT OF GOOD WINDOW DISPLAY.

Once there was a boy whose distinguishing characteristic was the fact that he would never keep his hands clean. In despair his mother showed him a pretty ring which she promised him as a reward for carefully washing his hands three times a day for a month. At the end of one week of religious observance of his promise to do so the allurements of the old life claimed him for a victim and he fell from grace with a great crash to the extent that soap and water seemed put out of his life forever.

Whether or not this brilliant scheme of the mother was the demonstration of the faculty which philosophers (and women) are pleased to call woman's "sixth sense," it failed, as demonstrations of the sixth sense usually do. The father then came to the rescue with a little common sense and gave the boy the ring. Thereupon he became so proud of his hands that they have never been known to be dirty in company from that day until this.

It is a well-known fact that in manufacturing concerns clean surroundings tend to a higher standard of workmanship among the employes. If this is true of a factory which is usually hidden away from the public gaze, what must be the moral effect of clean surroundings in a retail business which has to depend upon the public for its welfare? If neatness in the store and display window is attractive, elegance must be decidedly alluring. That this latter is a fact is proven by the elegant stores of many twentieth century dealers who have taken advantage of the popular demand for cheerful surroundings to incorporate into their places of business a tone of elegance which would have been the wonder of tradesmen of thirty years ago, the majority of whom believed that a store should consist of a few counters and shelves

A MONTREAL CEREAL WINDOW.

and a stock of goods (there are many of them still in business).

The growing tendency of the times, especially in the cities, is one that demands modern methods. And in adopting these methods it is but natural that the window should receive the first share of attention, as it is a magnet, having power to convert the indifferent public into interested customers.

Starting with the display window, many a merchant has discovered that the interior of the store has gradually taken on a more modern aspect, until in course of time the entire store has undergone a radical change from the result of a small beginning. For a good window display has a greater effect than the direct sales which it will be seen to accomplish from day to day. It

A FRUIT DISPLAY FROM MOOSE JAW.

influences clerks in the store, encouraging them in habits of neatness and in keeping the stock clean and in systematic order to correspond with the window. The public looks upon the store having tasty window displays as one in which a complete and well arranged stock, polite and well-dressed clerks and other attractive features, will be found.

But they do not look for these things behind unclean and disorderly windows.

The effects of these things on trade is so enormous as to defy reasonable estimate. The merchant who wishes to prove this will not have far to seek, as examples of such stores abound on every hand.—Bent Twigley, in Hardware.

A HARVEST SALE WINDOW.

Window display is advertising of the best kind, and should always be classified as such. The window setting should never be so elaborate as to be confusing, or to detract from the goods on display, yet a window that simply shows a selfish desire to sell goods does not make the best impression. In the best trimmed windows the color scheme season and general effect are in true harmony. There must be changes in your decorative scheme, as the public soon tire of sameness, and then your windows will lose a great deal of their true value.

Just a touch of flowers, fruit, foliage, etc., suggestive of the season or sale makes the best possible guide for your setting. Next, one must take into consideration, simplicity and practicability.

With very little effort, a trim can be placed in a number of graceful positions. To still further carry out the harvest effect, a row of wheat can be placed at the front of the window against the glass, and vases or sheaves of wheat can be placed artistically throughout the trim.

Corn, oats, pumpkins and cornucopias of vegetables or fruit can be effectively used, instead of wheat, or in conjunction. This decorative scheme can also be used as an interior decoration, especially along the side walls above the shelving. The sheaves of wheat in connection with the yellow and tan ribbons make a very pretty color effect.

In getting the wheat, be sure to select well-formed and clear-colored stalks, as they will add much to the beauty of the design. Poor, scraggy-looking sheaves of grain will be anything but effective.—Winnipeg Commercial.

A SHOE POLISH WINDOW.

A seasonable window at present is one of shoe polishes.

Cover the floor and back with crepe paper. Cover an ordinary soap box with crepe paper and lay in the back of the window at the centre.

Lean a board covered with crepe paper against this box; on this box put two shoes, one dusty and dirty and the other polished.

Draw a couple of hands and print "before" on one and 'after" on the other. Tack these on the front of the box.

Run a number of streamers from the box to the top of the window.

Stand several boxes of blacking and a blacking brush on top.

Pile several kinds of blacking, whitening and tan polish around the floor of the window with the prices on.—Grocery World.

A BALLAD OF VEGETABLES.

A potato went out on a mash
  And sought an onion bed;
"That's pie for me!" observed the squash,
  And all the beets turned red.
"Go 'way!" the onion, weeping, cried;
  "Your love I cannot be;
The pumpkin be your lawful bride,
  You cantaloupe with me."

But onward still the tuber came,
  And lay down at her feet;
"You cauliflower by any name
  And it will smell as wheat;
And I, too, am an early rose,
And you I've come to see;
So don't turnip your lovely nose,
  But spinachat with me."

"I do not carrot all to wed,
  So go, sir, if you please!"
The modest onion meekly said,
  "And lettuce, pray, have peas!
Go, think that you have never seen
  Myself, or smelled my sigh;
Too long a maiden I have been
  For favors in your rye!"

"Ah, spare a cuss!" the tuber prayed;
  "My cherryshed bride you'll be;
You are the only weeping maid
  That's current now with me!"
And as the wily tuber spoke
  He caught her by surprise,
And, giving her an artichoke,
  Devoured her with his eyes.

—Philadelphia Record.

Successful Canadian Retailers

Life Stories of Grocers in Various Parts of the Country who have Fought and Won Success.

What qualities spell success in the grocery business? With a view to answering this question, the life stories of several leading Canadian retailers have been secured and are given herewith. A study of these will be of interest, as well as profitable to every aspirant for honors in the grocery business.

FORTY YEARS IN THE SAME STORE

Forty years continuously in the grocery business at the same stand is the somewhat unique record of Robert McConnell, 603-609 Main Street, St. John N.B.

Starting out in a small way on May 1, 1868, Mr. McConnell by untiring energy and close attention to business has built up his present trade and he now has one of the most important grocery stands in the north end of the city.

Naturally in forty years a merchant sees many changes in the methods of doing business and in the class of goods offered for sale, so a representative of The Grocer called on Mr. McConnell to hear from him something of his experiences.

Previous to starting in the grocery business Mr. McConnell was employed in the timber ponds at St. John, for in those days wooden shipbuilding was one of the big industries in the Maritime Provinces and especially St. John and what is now being utilized fo wharves, warehouses, railway tracks and streets, etc., was 40 years ago a series of timber ponds and shipbuilding yards. Now big steel ships come up to the wharves and tie up where the big wooden vessels were formerly constructed.

The store in which Mr. McConnell started out is now used for meats and provisions in front and storage purposes in the rear while a larger store adjoining secured twenty-two years ago by reason of increasing business, is utilized for general groceries. Both buildings are owned by Mr. McConnell and he is also the owner of several nearby properties.

"It was pretty hard, uphill work for the first few years," said Mr. McConnell. "but I stuck to it and worked night and day, often starting out at 5 o'clock in the morning and working until midnight.

"There was no delivery system those days. If a man wanted a bushel of potatoes or apples or something of that sort he carried them home on his back, now we have to keep two or three horses and the team out with half a pound of tea. In those days we could make a fair living profit, now it is so cut up, there is practically no money in it.

"Forty years ago if we had a couple of cases of canned goods we thought we were well fixed, now everything nearly is in cans or packages. When I started in business I had the first plate glass windows that were placed in the north end."

Mr. McConnell is probably older in the grocery business in St. John than any of the other dealers, as he can remember when nearly all of them opened up. He can look back over a succession

ROBERT McCONNELL.

of heavy losses through bad debts, and feels that he has been extremely lucky to come through as well as he has. He would like to see business conducted on a cash basis, but cannot see how this can come about under present conditions and can only profit by past experiences to exercise caution in not getting too much on his books.

He attributes his success to honesty and fair dealing; giving the people what they want, careful attention to all orders and selling good goods at the lowest possible price, keeping a fair profit.

He is assisted in his stores by a son, Robert, a lady book-keeper, two clerks and a teamster, while several other sons assist in the Saturday night rushes.

Mr. McConnell is now in his 67th year. He has six sons and two daughters living. One son, George, is traveler for Jones & Schofield, wholesale grocers, St. John and another, Robert, works with his father.

Mr. McConnell is still vigorous and will no doubt continue for some years yet to supply the wants of his many customers in Canada's winter port.

A MONTREAL GROCER'S SUCCESS.

The subject of this sketch was born in Montreal May 10, 1842, and is therefore sixty-six years of age. His parents were sturdy Scotch pioneers, who settled in Montreal at the beginning of the last century. Mr. Robertson has always resided in Montreal, with the exception of a few years, during which he lived in Ottawa and Picton and about a year, which he spent in and around the city of Memphis during the stirring times of the American civil war. Mr. Robertson engaged in the grocery business at a very early age, and has remained in it ever since. His first experience was gained in the store of a Mr. McCready, who kept a grocery on St. Antoine Street, and for his services there he received the sum of two dollars per month, board and lodging, and it was here that he laid the foundation of that knowledge which has contributed towards his splendid success as a grocer. Subsequently he engaged in business for himself, having a store on Phillips Square, ocupying a central position on the ground now covered by the Birks Building.

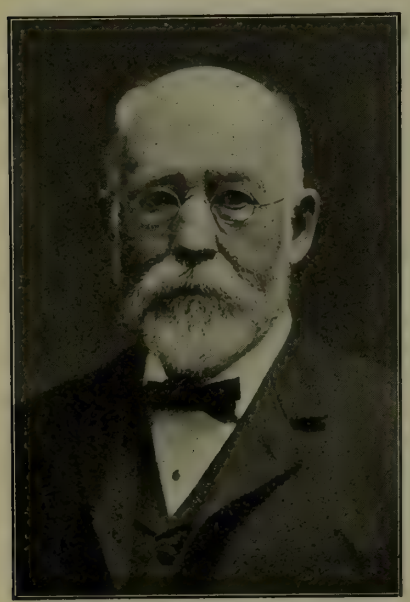
The transaction by which the Birks firm acquired this property to complete their extension took place nine years ago and then Mr. Robertson moved his business to its present location on St. Catherine St. west. Mr. Robertson was married in 1864 and by this union has two sons, both of whom are associated with him in business. He is a member of the Presbyterian Church and of St. Andrew's Society.

Consistently adhering to the traditions of his race in his pleasures, as his creed, Mr. Robertson is a member of the Caledonia Curling Club, a sport which he has participated in for a great number of years, in fact, all his life, and he has many times curled for the Governor-General's prize.

Mr. Robertson is no exception to the general rule of successful men as regards his personality. That magnetism which seems highly necessary to success in those who are forced to meet the public and conform to their ever-varying and vacillating moods is not an absent quality in this man with a face and a bearing which corresponds exactly to what our minds might con-

jure up on the mention of the adjective venerable. He possesses, as an efficient adjunct, a perfect modesty in all matters except his health, which seems to be a vulnerable point in the character of their reminiscences with most men of comparatively advanced ages. That oft-repeated little boast, "I could make many a young man hustle even at my age;" is an excusable little conceit because we know in the large majority of cases the ability to make this boast is the fruit of a life of right living and observation of the laws of common sense.

When questioned about the elements of his success there was no flowery dessertation on original or striking methods, but a simple adherence to the good old rules of perseverance and dogged determination to make the most of what he had at hand and perhaps the best example of this would be the



JOHN ROBERTSON.

attractive window displays which have always caused a lingering in the passing mob in front of his store. He is steadfast in his faith in this means of advertising, and then, what is better than all, his store of things to eat always looks delectable, because that quality next to godliness pervades everything.

A philosopher has said if a man wants success there are two ways of obtaining it. One is, "To do the ordinary extraordinarily well" and the other is "To do the extraordinary" and there seems to be not many better examples of those who have won success by the former means than Mr. Robertson.

Once in a reminiscent mood he told of the stirring times in the Southern States during the Civil War, of his experiences in Memphis, Tenn., and the difficulties which beset their movements and the obstacles to be overcome when they wished to leave Memphis, which in times of war, was a dangerous undertaking. However, finally he and his comrade succeeded in passing beyond the war zone. With these experiences there passed from him the promptings of the wander lust and he returned to his native land and resumed his labors as a grocer, which has been his own particular sphere of activity ever since. It seemed almost superfluous to ask how he occupied his moments of relaxation from business, knowing his religion to be Presbyterian, his nationality Scotch and his vocation business.

The query elicited a delightful resume of the various contests for the Governor-General's trophy and many other keenly-contested encounters in the curling world. Mr. Robertson has been an ardent admirer of this good old Scotch sport since his young days and for many years has been a member of the Caledonia Club. In view of his life-long residence in Montreal with a few short absences he has watched the development of this city from an inconspicuou position among the great cities of the world to the metropolis of a country which has already taken its place among the great nations of the world and here it may be said that this progress has been due in a large measure to men who have possessed those sturdy qualities which ultimately win and which insure steadiness of advancement to a young nation.

A SASKATCHEWAN PIONEER.

Saskatchewan's history is a short one, it being only a comparatively few years since the first settlement was made in that part of the west, but its development has been rapid and already it is of interest to discover the pioneer merchants of that province. J. B. Preston, of Carnduff, whose photograph appears herewith, claims the distinction of being the pioneer merchant of Southern Saskatchewan and it is a distinction of which he has every right to be proud. The proprietor now of one of the best stores in the west, he can regard with complacency the early struggles against the disadvantages that belong to a new and thinly-settled country. He can feel that he is rightfully entitled to the rewards that come to the enterprising merchant who grows up with a new town in a new country.

We have in our possession, which unfortunately will not permit of photographic reproduction, the first invoice of goods shipped to Southern Saskatchewan, and the original is highly prized by Mr. Preston. He was one of the early settlers in the west, having been in the milling business in Pilot Mound, Man., as early as 1879. Having lost his plant by fire and having had the misfortune to lose an arm in a sawmill accident, he gave up the milling business in 1882 and moving farther west, settled near the site of the town of Carnduff, which has since come into existence.

While here, he conceived the idea of starting a small store, and the first invoice of goods, amounting in all to $105.30, was bought July 18, 1884 from Baird Bros., who conducted a "wholesale and retail" business in Pilot Mound. With this stock was started the first store in Southern Saskatchewan, and it was carted by ox team several hundred miles over almost trackless prairie.

From this small beginning Mr. Preston has built up a prosperous business, which has grown and developed as the

J. B. PRESTON.

Southern Saskatchewan district has grown. He has reaped the reward which is the just due of the pioneer.

Always a public spirited citizen, Mr. Preston has held many positions of honor and trust in his community. On Sept. 13, 1905, he was elected the first mayor of the newly-incorporated town of Carnduff and at each succeeding election he has been returned by acclamation.

"She seemed to be very particular about those goods she bought," remarked the merchant.

"Yes," replied the salesman, "she said she wanted to be sure they were the real thing; she didn't want any cheap imitation."

"But they were a cheap imitation."

"Oh, no; I raised the price."—Philadelphia Press.

Men Who Sell Things

From a Book Written by Walter D. Moody, Chicago, Serial Rights for Canada purchased by the MacLean Publishing Co.

CHAPTER II.

He who sleeps beneath the fruit tree must be contented with windfalls. The one who climbs the ladder plucks the choicest fruit.

* * *

Pure grit constitutes one of the most essential elements of successful salesmanship. It is the best there is in a man; it is that fine quality that whispers in our ear in moments of discouragement, "Never lie down." When exhausted and sinking in the mire of Despond, it calls cheerily from the banks of Hope along the shore: "Don't give up! I'll pull you out."

It does not fall to the lot of the average man to have more hard knocks than he can stand. If he has Pure Grit and a sound heart, there is always open to him an avenue of escape, by which he can avoid the knock-out blow that would put him down and out for good. If he does lie down, there is a lack of manliness in him.

Pure Grit Required.

The journey over the flinty pathway of the business life is not unlike a ride on a lumber wagon over a roadway strewn with boulders in a mountainous country. There is a constant jolting and danger of being thrown from the seat; axles creak and groan as you rattle on over bogs and rocks; now and then a precipitous plunge into one of Nature's ditches causes a shiver to run through your stanch vehicle from stem to stern, but all goes well until a sharp turn in the road brings you face to face with a large boulder square in your path. Before you can rein up and put on brakes, snap goes the axle. You climb out to examine the break, and with an exclamation of dismay you wonder what you are going to do next; then, looking about in your perplexity, your see a blacksmith coming toward you in the form of a good genie, Pure Grit. You failed to notice him, his little shop having been hidden from view by the turn in the road. The damage repaired, with a smile of encouragement the good genie sends you on your way rejoicing, cautioning you to drive more carefully. Everything goes all right for a time, but the journey grows tiresome and you relapse into carelessness, with a light grip on the rein; or, seeing a smooth strip ahead of you, you whip up at a reckless pace, unmindful of the deep gully just beyond, until suddenly snap goes something else. This time the break is in all likelihood more serious. In despair, the realization is forced upon you that you are a long way from home, darkness is coming on, there is no shelter, nor any provisions for either man or beast. With many a misgiving you set about making repairs alone; it is hard work, and the experience is new and rough. You scarcely know how or where to begin; the task seems a hopeless one. Just as the last hope is giving way, you look up and perceive standing before you in the doorway of his little shop the good genie, Pure Grit. He is beckoning you to come in; you wonder why you had not noticed him before. Once more he comes to the rescue and repairs the break, cautioning you the meanwhile to drive more carefully. You mount the seat more confident than ever that the road can hold no more terrors, but the good genie knows the road better than you do, and, not trusting you to drive alone this time, he climbs up on the seat by your side and rides along until he is convinced that you are determined to keep a sharp outlook to the end of the journey.

* * *

Robert Collyer, in a famous lecture touching this subject, said:

"Clear grit is the power to say 'No' to what seem to be a multitude of angels, when they would counsel you away from a downright loyalty to your instant duty. . . Simply determine once for all that any torment for being a true man is to be preferred to any bliss for failing."

Mr. Collyer lived in Chicago when the population numbered about one hundred thousand. During his twenty years' residence there he became quite intimate with the life of that great city, and in the early times knew every man who had come to the front and was wielding a real power of any sort for good. He says:

"I do not remember one among them who did not begin his life as a poor man's son. They all came up, so far as I could trace them, without any good time at all, excepting as boys ought to have a good time in growing strong as a steel bar on plenty of wholesome work and what we should call hard fare; fighting their way to an education through a great deal of effort, and then, when they are ready, coming out west from the east with that half-dollar in their pocket, and that little lot of things done up in a valise that you will notice every young fellow is said to start with who ends up by making his mark or making a fortune."

* * *

Perhaps the first characteristic of Pure Grit lies in the power to do a good honest day's work, and this power to do a good honest day's work lies at the root of every true life.

And yet it is just what a great number of salesmen try not to do, as if they felt that the best thing is to get the most money possible for the least work possible, and very often for the poorest work possible too, and that the best success they can attain in this world is that which comes through what we call good luck. It seems as if young men began their life in this, the twentieth century, dazzled by "get-rich-quick" opportunities that seem open before them on every hand. A few, a very few, seem to strike it "lucky," but the great majority who coquette with the chances to get along easily, which seem as plentiful as flies in summer time, generally find themselves at last either in the penitentiary or the poorhouse.

They will try this and then that, and

THE EASIER PATH.

The traveler's path is generally easier to tread if his prospect already knows something about him or the firm he represents. It makes the retailer familiar with the traveler's house—when that house is an advertiser.

A wholesale house or manufacturing establishment which advertises well in the trade paper devoted to its branch of business activity, stands higher in the estimation of the retailer than the house which does not.

Stands to reason, doesn't it?

generally fail at everything they do try, if this is all they want to do; then they wait for something to turn up, instead of turning something up for themselves. The man who sat down on a log waiting to get warm enough to chop down a tree, froze to death.

Commercial achievement does not come to the drone, neither is it a product of luck or chance.

"The career of every successful business man is a ladder of effort and results, and the strength of the effort is the measure of the result."

Luck and chance do not enter the struggle at any stage.

Your present position may not be congenial; but all that can be changed, if you but set your goal post far out in the field of endeavor and strive with all your might to reach it.

The stock-boy that sets his mind on a general salesmanship position is bound to have his desire gratified. The general salesman that sets his mind on heading the list in the sales of his house will as surely realize his ambition as the morning's sun follows the deep shadows of night.

"Where there is a will there is a way," and that way is not the way of the thoughtless, the ignorant and the indolent, but is the way of the striving, the intelligent, and the ambitious.

How well I remember my first employer! He was the hardest taskmaster in the world, I thought, when I got my start in life; but now I know he was one of the best. I would prefer to write about your experiences, but not knowing them, I hope you will be interested in mine.

No experience of my lifetime has been so thoroughly and indelibly stamped upon my memory as was my first three years in the wholesale dry goods house of S. L. & Co., of Detroit, my boyhood home town. I began at three dollars per week, with a raise of one dollar in the second year, and two the third. I had the linen and white goods stock. The work was heavy and the hours were long. We had it drilled into us in those days that orderliness was—if not next to godliness—next to the next step in promotion. We were taught that a good stockkeeper was a logical candidate for a house salesmanship, after which, the road.

Idleness a Crime.

There was no standing around in cliques discussing the latest sporting edition, no prevailing idea, as now, that working when there was nothing to do was a mere pretence for work. Idleness amounted almost to a crime then; it does now, but plenty of young men do not realize this truth.

The covers removed from the piles of goods, the dusting finished, which took about an hour, for it had to be done thoroughly, bringing down the reserve stock was next in order. The tables rearranged, we set about repairing broken covers of boxes, or we re-wrapped goods which had been in stock a long time. Everything had to be spotless and in apple-pie order; so when this result was attained, we started in to dust all over again, even polishing the edges of tables and counters with a cloth. There was keen rivalry among the boys to see whose stock could be made to look the best. By the middle of the forenoon work began to get pretty scarce, but there was no getting away from it, for if one of us began to take an idle stroll in the next boy's stock, the floor manager would appear around the corner of an aisle to make his usual morning inspection. It used to bother us a great deal to know how he figured out to spot us right to a dot, which he did with unerring accuracy.

Having satisfied himself that there was really nothing more of importance to do, he would order an entire table of goods to be torn down and rearranged. We hated him for it, but it was good exercise and kept us out of mischief, the twin brother of idleness, besides teaching us the lesson of "everlastingly keeping at it," which was then, as it is now, one of the cardinal principles of success. But there is a vast difference now as to the modus operandi.

Not Afraid of Dirty Work.

There were no janitors or scrubwomen in those days. Twice a week each stock-boy was obliged to sprinkle and sweep the floor in his stock, and even wash the windows and clean the woodwork. We rather balked at this; it hurt our pride a little, but beyond that no harm was done.

Things have changed; whether for better or worse must be argued elsewhere. One thing is certain, the bright, industrious stock-boys of a decade or two ago are the successful merchants and salesmen of to-day. History repeats itself, and no doubt the future will take care of itself; but a grave danger confronts the merchant in the too rapid promotion of the boys in stock, the tendency being to "nip the flower in the bud." There is plenty of good raw material, but too rapid growth and not enough care in selection. The demand for high-grade men is ever on the increase; it behooves the boys in the ranks to keep their feet on the ground —which is the humble position the rest of us occupy—to have something to set them down on when they become tired.

My first desire to sell goods amounted to almost a longing. It attacked me early. I had been wrestling with dry goods boxes and feather dusters for about a year and a half, when all of a sudden the seed burst forth, unfolding the petals of a new life, the freedom and brilliancy of which fairly dazzled me, young as I was.

One day a handsome, finely attired chap, with a flow of English that sounded to me like a lesson in rhetoric, appeared in the store. He hailed from New York with a line of linens. When he encountered the buyer in my department there commenced at once a contest of wits that to this day I have never heard equalled.

Selling Germ Got Him.

Sheltered by a pile of friendly damask I eagerly listened to all that was said, making mental blueprints of the whole dialogue, even jotting down some of the good points. In the selling talk of that dapper salesman lurked the germs of a new life for me. I became inoculated with a burning desire to do something and be something; the determination to become a salesman seized me on the spot; my future was sealed; I knew it, felt it, breathed it, and was content to bask in the rays of its stimulating influence.

I was at the foot of the mountain, and the way up looked steep and strewn with boulders, but the strength of my determination made the pathway seem easy and gave me a glimpse of the glorious outlook at the top.

At last an opportunity came to make my first step. It was just a little one, so small that some would have passed it by, not realizing that it really was an opportunity. It happened that one of the house salesmen who looked after the German trade had a small customer from a side street in the house buying white goods. Having been called away to meet a more important buyer, he turned his little customer over to me with the joking side remark, "Sell him a good bill, my boy. He's good for it," and was gone. I was frightened half out of my wits at being left alone for the first time with a real customer. I had handled many in fancy since the great event of the New York salesman's visit. I stood for a moment helpless and undecided, but was promptly brought to by Hans, who, having noticed my backwardness, said with some spirit, "Vill you do me sometings?" The spark ignited the powder, and the way I lighted into that poor little side street merchant was worthy of better results than the amount of his bill afterwards showed. I had my notebook to prompt me with my New York friend's ideas, and many a furtive glance I stole at it when Hans was not looking. He must have thought I was suffering with St. Vitus' dance, for the contortions of salesmanship I went through in a vain

effort to make him take two pieces of bird's-eye linen in place of one would, with a little more polish and experience, have landed a contract for a suspension bridge.

Goes on the Road.

Two years of waiting, and my dream became a reality when I secured a position on the road with a neighboring wholesale millinery house, and my cup of happiness was filled to overflowing at the thought of becoming a real salesman and closing the old life forever.

I was fortunate in securing a little business in my first town, and when I had finished writing and mailing the order to the house that night, I went up to my room and literally threw up my hat in giving vent to my feelings. I regarded my subsequent sales for weeks as corner stones in the superstructure of my building toward success, and the final results of each month whether large or small, as filling-in stones to its completion.

My salary contract for one year was at six hundred dollars. The salesman ahead of me was getting one thousand, and I said to myself I must have that much next year. It seemed a fortune, and the thought was ever with me that if I could earn one thousand dollars per year I would have reached the end of the rainbow. Having secured that, I wanted fifteen hundred, then eighteen hundred. Finally arriving at two thousand five hundred, I paused and looked back over the six preceding years in an effort to measure the future by the past. The thought occurred to me that but one-third of my life had been spent in climbing, figuring it from the usual estimate of "threescore years and ten," and why stop there? The mountain was high, and the distance to the top yet a long way up.

As a Man Thinketh.

That was years ago, and I expect to keep on climbing until I die. But I have not engaged to write a history of my life. In passing, I wish merely to emphasize the words of James Allen in his most excellent little book, "As a Man Thinketh:"

"Into your hands will be placed the exact results of your efforts. You will receive that which you earn—no more, no less. Whatever your present circumstances might be, you will fall, remain, or rise with your efforts, your visions, your aim.

"To desire is to obtain; to aspire is to achieve. The thoughtless, the ignorant, and the indolent, seeing only the apparent effect of things, and not the things themselves, talk of luck, of fortune, and of chance. Seeing a man grow rich, they say, 'How lucky he is!' Observing another becoming intelligent, they exclaim, 'How highly fortunate he is!'

"They do not see the trials, the failures, the struggles which these have encountered; have no knowledge of the sacrifices they have made, of the undaunted efforts they have put forth that they may overcome the apparently insurmountable, and realize the goal of their ambition. They do not know the darkness and the heartaches; only see the light and joy, and call it 'luck;' do not see the long and arduous journey, but only the pleasant goal, and call it 'good fortune;' do not understand the process, but only perceive the result, and call it 'chance.'"

Cannot Serve Two Masters.

Successful salesmanship is the product of intelligent, earnest effort. There is no serving two masters, Indolence and Industry. It is climb, climb, climb, all the way, exercising watchful care; but the summit of the mountain is your reward. The pleasure is not all in winning, by any means; the real exhilarating fun, or two-thirds of it, is in the climbing.

Self-deception is responsible for more than three-fourths of the so-called "unexplained failures" in salesmanship. Many salesmen in the race for success explain their shortcomings as they do in a game of tenpins. If they fail to win something is wrong with the alley, or the pins are not spotted, or their arm is out of whack. The trouble is never with themselves.

You cannot afford to fool yourself. Your success depends absolutely upon the amount of skill and energy you throw into your work.

If you are always on the anxious seat about your position, the fault is with yourself, not with your house, your territory, or your line. Just as the poor workman always finds fault with his tools, so does the poor salesman complain of his surroundings.

Your light will not be hid under a bushel, your capabilities will be recognized. The good salesman will succeed with a weak line and a poor territory, and then hunt around for something better with which to fit the growth of his expanding powers; but the poor salesman is a poor salesman still. The best line in the universe cannot supply the missing link in his negative make-up.

Don't imagine you are kept down by lack of your employer's appreciation. If you do, you fool yourself, and will remain a dwarf forever.

Of all the disgruntled failures, those who deserve the least sympathy are the ones who gather in foolish little cliques, praise each other, deceive each other, and fool themselves. It is a great thing to know yourself and acknowledge your mistakes.

Have Faith in Yourself.

Have faith in your own ability to win. Cut loose from the weakness that prompts you to say:

"I am not appreciated;" "I have had bad luck all my life;" "Others have had a better chance;" "I wish I could have the good fortune of Jones or Smith or Brown."

Remember that there may be undiscovered diamonds in your own back yard.

Determine that in your case you will not recognize failure, and that "explanation is damnation."

Success lies in your ability to discover and apply your own powers. Excuses and the admission of failure are the thieves that rob you of your strength, causing you to play against yourself and fool yourself in the bargain.

A salesman is what his spirit and his determination are. Nothing hurts except that which weakens our minds by weakening our courage.

The salesman should say, "I will stand what comes, I won't give in. No matter what the discouragements, I am going to climb this mountain Success, from the bottom up, just as well as I know how. No matter what happens, I am going to reach the top, if possible, with just as much Pure Grit as I had when I began the journey."

Don't Get Discouraged.

The "Chicago Examiner," in an editorial on courage, related the following story:

"In this street of Life, walking in the darkness of the shadow, hungry old Satan was out hunting with his dogs, the little imps of human weakness.

"A man came walking through Life's street.

"Satan said to the little devil, with a bitter face, 'Go, get him for me.'

"Quickly the imp crossed the street, silently and lightly hopped to the man's shoulder. Close in his ear he whispered:

"'You are discouraged.'

"'No,' said the man, 'I am not discouraged.'

"'You are discouraged.'

"The man replied this time, 'I do not think I am.'

"Louder and more decidedly the little imp said again: 'I tell you you are discouraged.'

"The man dropped his head and replied: 'Well, I suppose I am.'

"The imp hopped back to Satan and said proudly: 'I have got him, he is discouraged.'

Another man passed. Again old Satan said, 'Get him for me.'

"The proud little demon of discouragement repeated his tactics.

"The first time that he said, 'You are discouraged,' the man replied emphatically, 'No.'

"The second time the man replied, 'I tell you I am not discouraged.'

"The third time he said: 'I am not discouraged. You lie.'

"The man walked down the street, his head up, going toward the light.

"The imp of discouragement returned to his master crestfallen.

" 'I couldn't get him. Three times I told him he was discouraged. The third time he called me a liar, and that discouraged me.' "

Reverses Become Benefit.

Make up your mind, Mr. Salesman, that the little demon whispering discouragement in your ear shall always get from you the answer, "You lie."

Temporary reverses are good for the spirit, strengthening to the mind; not calamities, but real benefits, if we receive them in the proper spirit.

A certain business man told the following story of a clerk in his establishment. The clerk was asked why he remained in a poorly paid position, when, by working a little harder and taking a little more interest in the business, he might get into a place that would lead to a salary three or four times as large as he was receiving.

"Oh," he said, "there's no chance for a fellow to make a hit here; all the good positions are taken, and whenever there's a prospective vacancy there are three or four fellows waiting to step into it. No; it's a poor chance a fellow has here, so what's the use of killing yourself? I'm not such a fool; I'm just hanging on here until I get something better. I've got my lines out in two or three places, places where there are plenty of good chances for a fellow to start in and dig his way up. Just as soon as I get answers to my applications you'll see me get out of here so quickly that it'll make your head swim to watch me. When I get into a good job in one of these other places is when I'll begin to work. What's the use of killing yourself here? There's no chance for you."

Put Heart Into Your Work.

What a delusion! Poor dunce, playing against yourself and fooling yourself! Employers are not looking for professional floaters, and if you cannot succeed where you are, you will never succeed anywhere. The place you are in right now is just the place for you, if you mean business. If you don't, you will not be wanted long anywhere. From this very class of young men is recruited the vast army of ne'er-do-wells. You must first prove to your own satisfaction and that of your employer that you are a success at what you are doing, before you can hope for something better.

The salesmen who are traveling on limited trains, making large cities, living in first-class hotels, and drawing monthly pay-cheques beginning with the figure 3 and up and ending with two ciphers, started where you are and stuck to it.

Where are you on the mountain, reader? If you have climbed for all you are worth and feel tired and a trifle discouraged, look up; safety is there. Remember when on an eminence there is danger in looking down. If the way is more rugged than you thought, do not give up. You may still have reserve strength that you know not of. No man can tell what he can do until he tries. And it is a moral certainty that "the reason why most men do not accomplish more is because they do not attempt more."

Cast off the dead weight that is dragging you down; throw overboard every pound of unnecessary ballast; let yourself soar in the thought that you possess powers that are yet undiscovered. Make a draft on your reserve force. Exercise new faith in yourself and your surroundings. You cannot navigate far without faith, and some of the best of salesmen have gone down for lack of it. Cut away from the influences and the company that can do you no good. Seek only the approval of those above you in authority, and you will surely win success.

(To be Continued).

CANADIAN STORES—THE CHRISTMAS INTERIOR OF JOHN McCORVIE & SONS, CHATHAM.

TO REMOVE SCRATCHES FROM GLASS.

It may be interesting to our readers to know how to remove scratches from show cases, and the following is suggested as a practical method.

"Dissolve one ounce of white wax in a pint of pure turpentine. To dissolve the wax place the vessel containing the turpentine over a burner and warm, and apply with a soft cloth. This will in every case greatly improve the surface."

For cleaning glass, a good method is as follows:

"Mix one ounce of whiting, one ounce of alcohol and one ounce of water of ammonia in a pint of water. Apply with a soft cloth, allow to dry and then wipe off."

Numbers of glass cases are ruined yearly from lack of proper attention. Small cracks appear, caused by heat or contact with hard, heavy bodies, and if these cracks are not at once attended to they soon spread. An excellent method to prevent a crack from spreading is to draw a short scratch at right angles with a diamond or a glass cutter. This will prevent a crack from spreading in every case. Cases should be set perfectly level which, if this is not done, are certain to warp. If these methods on the care of show cases are followed out they will likely repay owners for the care taken by retaining a better appearance for some time.—Supply World.

*Grocery News From Coast to Coast

BRANTFORD.

May 18.—The co-operative movement, so familiar in Britain, is gradually making headway in Canada and at last has asserted itself strongly in Brantford in an enterprise that for scope and energy is of particular interest to the grocery trade and to merchants generally. While the movement is not new in Canada it may yet be said to be "in the making," for nowhere in this country has it attained the extent that has attended its spread in the old land. The growth here, nevertheless, is steady, in proof of which a few facts concerning the new "Brantford Co-operative Association, Limited," may be somewhat timely.

The association is operating under a provincial charter which empowers it to carry on business in various lines in this city, for which purpose a co-operative company has been organized, Geo. Keen being president, J. F. Van Lane, secretary-treasurer, and T. M. Chambers, manager. The prime features of the organization are: Members must hold at least one share of $5; not more than 5 per cent. interest is allowed on capital; profits are distributed by way of dividends on each member's purchases and half dividends to non-members; all members are equal, one man, one vote, and a strictly cash basis of business is maintained.

The operations in Brantford thus far are confined to a grocery business which has been opened by the association in well equipped and fully stocked premises on Dalhousie Street. The movement for the organization was launched about six months ago and the store has been open for about a month. About 150 members are stock holders. It is expected that this number will be largely increased.

The basis of the venture is cash sales and the distribution of profits to the members in the shape of dividends on purchases. Local prices prevail, there being no attempt to slaughter the market. Not only do the members patronize the firm, but practically all classes, according to the statement of the manager. Little opposition, it is claimed, has been encountered. The trade is brisk, the company conducts its own purchasing and does its own delivery, and prospects are bright for the future.

A novel feature in connection with the business is the publication each month of a neat pamphlet, "The Brantford Co-operative News," which gives valuable information about the movement, together with items of interest to the members of the association. This is an aid to business.

The association is now contemplating an extension of its operations and is asking for offers from merchants and others "for the supply direct to its members of articles of domestic or personal necessity or utility other than groceries and provisions." The terms offered are "That in consideration of a percentage to be agreed upon and paid to the association it will make arrangements with one firm only in each line, thus justifying the expectation of a large volume of trade warranting the concessions granted as the membership of the association is rapidly increasing and will assume large dimensions."

If this policy is successfully carried out the effect will be important on many lines of trade. Discussing their plans in this regard, the local directors say: "It is no part of our policy to antagonize private traders. All we claim is the right merchants have always exercised by buying in the cheapest market and, having paid for the goods, disposing of them in any way we please. If the trade rivalry introduced by co-operators permanently improves the merchant's service to the public, no one will be better pleased than the average co-operator. He is not in the business for profit-making purposes. The merchant has the advantage in every way and whatever competition exists will, on the part of the co-operators, be straightforward and aboveboard. Co-operators have no interest in misrepresenting the value of goods sold or in otherwise deceiving a customer. Co-operation will be to the merchant preferable to an unscrupulous private competitor. The economy in distribution effected by co-operation improves the purchasing value of a man's wages to the extent of the dividends he receives on his purchases. Co-operation will attract to the city the best class of workmen because the wages paid will purchase more here than elsewhere. The saving represented by the dividend will, when the movement becomes general throughout Canada, mean to that extent a greater demand for the manufacturers' goods and the farmers' produce, thus ensuring larger profits to both and more work for the artisan and laborer."

The Brantford correspondent writes of the new co-operative grocery recently established in that city.

Vancouver grocers have decided to curtail the period of credit.

Chatham may have a central automobile delivery system.

A Guelph grocer has purchased a book of baseball tickets for his clerks.

* * *

The grocers of the city have not yet decided what will be done this summer in the matter of the usual half holidays. In the past it has been customary to bbserve Wednesday afternoons during July and August. Some of the clerks this summer wanted June. This is considered too much by employers, but the July and August privileges will likely be granted.

* * *

Brantford has also experienced an advance in the price of meats for reasons similar to those reported in other centres. There is somewhat of a scarcity of meat here and that has the most to do with the prevailing prices. With the advent of warm weather the demand will be reduced and the stringency relieved as a result.

* * *

The demand for fresh fruits and vegetables here is very brisk. Strawberries and pineapples find a ready sale, while the early vegetables are also much sought. The prices are moderate for the season of the year.

* * *

The price of milk has been reduced by the retail milk men of the city from 7 to 6 cents per quart. The action is consequent upon a reduction to the retailers on the part of the supply men.

* * *

The formal opening of the new radial line between Brantford and Hamilton, known as the Brantford and Hamilton

*Contributions are invited from merchants, grocery travelers or clerks in places where there is not a regular correspondent of this paper.

Railway, takes place on Saturday, May 23. From the standpoint of the grocery and provision men, as well as of merchants generally, the inauguration of this road is of the greatest importance, for it will bring more trade within their reach and will also put them in more direct competition with Hamilton dealers. The effect of the road on the local market, by reason of the greater number who will likely bring produce here by radial, will also be considerable, although as yet it is too early to judge accurately along these lines. The run between the two cities, a distance of 25 miles, will be made in 45 or 50 minutes and the return fare will be a dollar.

* * *

The Brantford Horticultural Society has distributed two thousand packages of seed among the school children of the city. This seed is taken by the children and planted by them in their own plots, thus assisting in the beautification of the home surroundings. In the fall the society will hold an exhibition, when the flowers which the children have grown from the seed will be placed on view and prizes will be awarded for the best specimens. The scheme has resulted in a great deal of interest among the children.

CHATHAM.

May 18.—Retailers last week took a decided step toward following up their recent action with reference to double cartage charges. The matter was a leading theme of discussion at the regular meeting of the Retail Merchants' Association.

D. G. O'Keeffe, a local grocer, urged that Chatham seek the co-operation of the general board and that the matter be brought before that body at their forthcoming meeting. After some discussion, on his suggestion, the following resolution was unanimously passed.

"That the secretary be and is hereby instructed to formally bring the question of cartage charges before the provincial association and ask them for assistance and co-operation in abolishing the present system of paying cartage charges at both ends."

It should be steadily borne in mind that the opposition of the local retailers is solely to the cartage charges at the shippers' end of the line.

* * *

The proposed central delivery system has taken on a new phase. Though nothing further of a definite nature has been done toward investigating the various Michigan systems, a local man is making a proposition to a number of grocers. The gentleman in question, who was formerly associated with the local automobile factory, proposes to establish an automobile delivery. He intends to start with two or three autos, and will seek the co-operation and patronage of local retailers in working out a definite scheme. The proposition is, from all accounts, a little hazy as yet. There is at present only one auto delivery in Chatham, that established a year or more ago by H. W. Ball & Co., dry goods merchants. Mr. Ball states that it has been very successful.

* * *

The new railway bills of lading came up for discussion at a meeting of the railway committee of the Board of Trade last week. It was decided to recommend Secretary Landon to attend the Canadian Manufacturers' Association meeting in Toronto on May 20, when the subject will be discussed. Steamship bills of lading were also discussed, but action was deferred.

* * *

Now that housecleaning time is here, housecleaning windows are the order of the day among the grocers. Displays range all the way from mere soap pyramids to a comprehensive display of everything in the housecleaning line, from brooms to stove polish.

* * *

Geo. Kerby, who has been conducting a successful confectionery business in Petrolea for some time past, has sold out to Roy German, of London. The new proprietor has already taken possession. In addition to his confectionery lines he will also carry fresh vegetables and fruits in season.

* * *

R. Y. Anderson, Wyoming, is making extensive improvements in the Pye property before opening his ice cream and fruit store.

* * *

The new Wyoming cheese factory, under the management of Mr. Doane, has commenced operations. A public opening was held on Saturday.

GALT.

May 18.—Trade conditions in Galt continue unaltered although the volume of business transacted on Saturday was considerably in advance of previous Saturdays. The attendance at the market was large. Butter remained stationary at 30 cents per pound, while eggs were 15 cents per dozen. It is doubtful if the floral display on the Galt market is exceeded in any market in Ontario. The florists' section resembles a conservatory, and the demand for their products is always brisk.

Allan Deans, of the Red Front, has recently been confined to the house for several days suffering from a severe cold.

* * *

Alf. Radigan, the Main Street grocer, is a busy man these days. He is working hard for a testimonial fund for a local clergyman, is representing the council in the matter of interswitching, in addition to his own large business affairs.

* * *

The corner stone of the new Sunday school building of Knox Church will be laid on Monday next. Alex. Sloan, of Sloan Bros., has been an energetic worker in the interests of the new building.

* * *

There is a big demand for pineapples. Buy now when they are cheap, advise the grocers.

* * *

Local fruit dealers report an unusually large demand for oranges, which they state, are rapidly succeeding bananas as the popular fruit.

* * *

There will be a big Victoria Day celebration in Galt on May 25th. The feeding of 500 soldiers and possibly 5,000 visitors should be of some advantage to local grocers.

GUELPH.

May 18.—Thirty-five grocers have signed the petition agreeing to close on Thursday afternoons, whether the other stores do or not. There are yet five to come into the fold.

* * *

The many friends in the trade of the late I. J. Wilson, grocer, on the corner of Elizabeth and Queen Streets, will regret to hear of his death, which occurred on Tuesday, May 12. He formerly ran a grocery store on Waterloo Avenue, then went to Mitchell and conducted a grocery business there, but last fall returned to Guelph and bought out the present stand.

* * *

McLaren's Imperial cheese, peanut butter and jelly powder are being demonstrated this week at Benson Bros. by Mrs. McDermid.

* * *

Archie Benmallick, a clerk in Peter Anderson's grocery store, met with a painful accident this week. He had the top of his finger torn off by getting it caught in a bicycle.

* * *

One local grocer has set a good example by buying a season ticket, costing

$10, for his clerks to take turns in attending the International baseball matches in the city. There will be about three games a week.

* * *

Saturday's market was a bumper one and trade was good all over the city Prices remained about the same except butter, which dropped from 28 to as low as 23 cents. The farmers around here are not through seeding yet, in fact, in some cases have not got started, but now the fine weather has come at last they will get busy.

* * *

Guelph City Council sprang a surprise, not only on the merchants, but also on the public generally last week by giving us a 14-mill rate of taxation this year. This is not only the lowest in the history of Guelph but is thought to be the lowest of any city in the Dominion. That is what running your own waterworks, gas and electric light works and railways does.

* * *

Mrs. E. Chick, demonstrator for Nestle's and Peter's goods, is in the city and for the past week has been at the Kandy Kitchen, but this week goes to Geo. Williams.

LONDON.

May 18.—Trade the past week showed a little improvement over the preceding week, both wholesale and retail. Brokers report sugar still very firm. Teas are advancing, very fine going up 1d. per lb. and mediums ½d. to ½d. Other staples remain firm.

* * *

A conference between representatives of the United Canners and the Wholesale Grocers' Guild was held at the office of Elliott, Marr & Co., on Saturday. The topic discussed is not made public but it is understood that the condition of the canned goods trade was under consideration. Owing to the fact that local retailers were pretty well stocked up at cut prices by the failure of Lind, Kerrigan & Co., other wholesalers find themselves with an unusually large stock on hand for this season. It is said the wholesale men ask a deduction either on last fall purchases or on goods for future delivery. What understanding was reached at the conference no one seems inclined to divulge.

* * *

There appears to be a good deal of adulterated maple syrup hereabouts at present and it is not improbable that at least one local grocery firm will be called to task for selling stuff which had been represented by the producer as pure. A sample was handed to the Medical Health Officer a few days ago. "There was no need to analyze it," said that official, "the smell of it was enough to convince anyone that it was vile stuff." The doctor added that although it was an easy matter to detect the presence of glucose in adulterated maple syrup there were certain points in the analysis which rendered the task a very difficult one. Adulterated maple syrup is becoming so very prevalent in all Canadian cities that it is felt by many that the health department should take hold of the question and put a stop to the adulteration which is so widespread.

* * *

The London Ice Cream Company, a concern which had been but a short time in business, has made an assignment to

THOMAS SHAW.

A Leading London Grocer, Recently Elected President of the London Retail Grocers' Association.

W. R. Meredith, and a meeting of the creditors is in progress to-day.

* * *

Butter took a decided drop on the local market on Saturday, best creamery declining 1 to 2 cents and dairy 2 to 3 cents per lb. With the splendid pasture there is throughout the country, there should be a further drop.

MONTREAL.

May 18.—Now that Montreal has emerged from its marine hibernation the state of trade has acted as a reflex of this welcome event. Already many businesses which did not feel like taking upon themselves fresh obligations until the opening of navigation, have now settled down to their usual even way. Although there is no speculation about Montreal being open to the sea within a variable length of time, there is always a certain tension among men in certain lines of business. Of course this is most noticeable among those who are direct exporters or importers, however, the accelerated life which is observable on the harbor front sends a sympathetic thrill throughout the entire city.

* * *

It is somewhat of a coincidence that two ships with Montreal for an objective point collided with other vessels on their voyage, one outward bound and the other inward. The Milwaukee, of the C.P.R line, with a mixed cargo, collided with a government steamer in Quebec harbor and reached Montreal with her starboard bow broken in. The other boat outward bound, to meet with an accident was the Dominion liner, Ottawa, which collided with the Thorold below Quebec, and had to put back to that port to undergo repairs.

* * *

The yield of maple products seems to be quite up to the average, and the quality is especially good this year.

This city is the recognized distributing point of this product for the world and every year the demand is becoming greater. Montreal's supremacy in this field is due to her close proximity to the Eastern Townships, which is the greatest maple sugar producing locality in the world.

* * *

The business men of the lower part of the city are anxiously awaiting the result of the deliberations of the city council on the recommendations submitted to them by the Board of Trade relating to the question of freighting by the street railway. At present there is a deplorable state of congestion in some quarters of the city and it is hoped that the provisions of this recommendation will obviate further trouble.

* * *

Some grocers report that the character of their business which is generally confined to the Easter season, is persisting this year wonderfully. This condition is due to a certain unusual combination of circumstances which rendered Easter delicacies preferable even out of season.

* * *

Kingsley Harrison, corner of Burnside and Victoria Streets, has had a very fine display of plants in his windows which have added greatly to the appearance of his store and which he states have been also a good investment.

Mr. Harrison has opened a branch

store on St. Catherine Street west, where he is doing a good trade also.

* * *

Mr. Richer, manager of the grocery department of Scroggies, has developed an unusually good business in cooked ham and bacon, which he attributes to the up-to-date machinery that has been set up in this department and to the new methods of putting up the meat after it has been sliced.

* * *

Fraser, Viger & Co. are busy filling out of town orders, a phase of their business which they have developed to a remarkable degree. They cater to country club, resort and hotel trade.

This business keeps them busy at a time when other grocers may be experiencing dull times, as it sandwiches in very nicely at just a season when a dull time may be expected.

* * *

Walter Paul has started his Lakeside delivery.

* * *

A special meeting of the Montreal Retail Grocers' Association was held on Thursday evening, May 14. This meeting was called to receive the reports of the committees which were appointed t inquire into the relative merits of the two places which were suggested for a picnic at the last meeting; namely, Lachute and Lamoraie. The committee reported unfavorably regarding Lamoraie and it was found that certain transportation difficulties would have to be overcome if they went to Lachute and they would also be obliged to pay an exorbitant fee for the grounds. As a result of these investigations it was finally decided to go to St. Scholastique.

The picnic will take place on July 8. No other business was discussed. Among those present were: A. Laniel, A. Landreville, G. St. Denis, R. Bernard, A. Gabois, E. H. Therrieu, G. Hogue, H. Dube, J. Labonte, U. Gurnon, N. Charbrand, A. Dionne, J. Belisle, O. Noel, J. J. Lussier, E. P. Lalande, H. Laniel, A. Malo, J. Dore, J. Boileau, G. Girardin, V. Boileau, H. P. Dubuc, H. Desmarais, J. A. Duhamel, C. Specter.

NEWS OF NEW BRUNSWICK.

At the monthly meeting of the St. John Board of Trade on May 8th sixty-five new members were enrolled as a result of the energy displayed by the recently appointed "Booster Committee." J. D. Rolland, president and G. M. Murray, secretary, of the Canadian Manufacturers' Association, addressed the members.

William R. McMillan, Margaret E. McMillan, Irvin H. McNair, Mary Ellis, Robert E. McMillan and D. Evan McMillan, of Durham Centre, Restigouche county, have been incorporated as The McMillan Company, Limited, capital stock, $60,000, to carry on fishing and canning business.

* * *

Application is being made by Edgar W. Mair, Edgar R. Teed, A. Wilmot Hay, Arthur G. Bailey and C. Duncan Johnston, of Woodstock, for incorporation as Cold Storage, Limited, capital $20,000, to establish a cold storage plant in Woodstock.

* * *

Alderman J. W. Vanwart, the Charlotte Street grocer, with John Lipsett proprietor of the "Blue Store," Geo. W. Slocum, commission merchant and Don Hunt, clothier, went up to a lake back of Clarendon last week and returned home after a day on the lake, with 160 trout. Not a bad catch?

* * *

Harry W. Ganter has been appointed manager of the National Drug and Chemical Co.'s branch here in succession to the late Henry W. Barker. Louis W. Barker has been made assistant manager. Mr. Ganter was formerly assistant and Mr. Barker had charge of the city trade.

* * *

The official statement of the valuation of exports by the 114 steamships doing winter port business from this port, shows the total valuation to be $23,674404.

The following shows the value of Canadian and foreign goods, viz.:

Canadian goods	$16,122 520
Foreign goods	7,561,884
Grand total	$23,674,404
Grand total for 1906-7	$20,120,430
Gain for 1907-8	$ 3,553,974

The past season was the banner season in the history of the winter port to date. In the season of 1905-6, which was also a great wheat season, the value of exports amounted to $23,615,001, or $59,403 less than this season.

The five steamships to South Africa took away during the season the following goods, viz: 150,463 bags flour, 7,584 bags wheat, 18,830 cases Quaker Oats, 12,940 cases canned milk, 734 cases agricultural implements, 524,263 feet pitch pine lumber, 200 standard deals, 4,229 rolls paper, 666 cases furniture, 801 bundles doors, 105 cases roofing, 800 bundles handles, 96 cases organs, 10,195 cases meats, etc., 1,557 packages mining machinery, 1,428 packages poultry (in cold storage), also other general goods. Value, $815,012. Last season exports to South Africa were $1,026,424.

* * *

Business has been very good lately with wholesalers and retailers. Last week rolled oats advanced 35 cents and beans went up 25 to 30 cents a bushel American plate beef has touched the high-water mark and is now being sold at $20.50 a barrel. Cornmeal is up 15 cents a bag and is now worth $1.80. Molasses went one cent higher last week and another advance of a cent is looked for this week. The quotation is now 34 cents a gallon. There has been no change in the price of flour but the jobbers do not expect it to go any lower. Feed is very scarce and it is difficult now to obtain middlings or bran.

MARKETS OF NOVA SCOTIA.

Business here is very active in all lines, and the wholesalers are turning over large quantities of goods. Considering the high prices in most lines, business is considered to be remarkably good. Collections on the whole are quite up to expectations.

* * *

There is little change to note in the butter market as regards price or receipts. Dairy butter is scarce for this season. Most jobbers had expected that lots of dairy butter would be on the market now, but the receipts are very disappointing. Some of them say that early in the season many of the farmers killed off their cattle owing to the high price of feed, and that this fact in a large measure accounts for the present conditions. The present high prices however cannot hold much longer.

Eggs are in good demand and the price is very firm. Commission men early this week wired their representatives in the country to send in all the eggs available, but the receipts were far below expectations. Nova Scotia eggs are quoted at 19 cents and Prince Edward Island at 18 cents.

* * *

All seasonable fruits are in good supply, but prices are high. California seedless oranges are retailing at 60 to 70 cents per dozen. American strawberries of average quality are retailing at 30 to 35 cents per box. Bananas are in good demand. The stock is of fair quality and they are quoted at $2.50 per bunch for the best. Sugar at present is steady and no immediate change is looked for. Quotations here are cut loaf in barrels $5.75, extra granulated $4.90, bright yellow $4.80, No. 1 yellow $4.50.

* * *

Flour is very firm and a further advance on the present high prices would

not surprise those in close touch with the markets, Scarcity of wheat is the cause attributed for the high prices. Hard wheat patents are quoted at $6.40 to $6.60, seventy per cent. at $5.50 to $5.60, and eighty per cent. at $5.30 to $5.40.

* * *

Jobbers complain of the high price of beef and the difficulty that they experience in having their orders filled promptly. This refers particularly to American beef. The best beef is quoted at $19.50 to $20.50. American pork, clear fat back, is quoted at $22 to $22.50, and P. E. Island mess at $21 to $21.50. Roll bacon is quoted at 12 cents, sides 15 to 16 cents, and hams 15 to 16 cents. Lard is firm, being quoted at 12¾ cents for pails and 13½ cents in cases.

VANCOUVER.

May 16.—Onions have been a feature on the local market of late, but with the advent of Californias, the prices will soon get down to normal. For the past month or two, the quotations have been high, climbing from the usual price of 2½ and 3 cents to four, and last week to five. Onions have been coming altogether from Australia, and have been of fine quality. This week, however, the first shipments are in from California, and there has been an immediate drop in the price to about 3 cents. The northern trade up to the present has kept the market tight.

* * *

California is a big supply point for the coast cities at this time of year. New potatoes, cucumbers, and general green stuff, and now cherries and strawberries are arriving. The last have dropped considerably with the last arrivals, and are now jobbed at about 16 cents. When they first came in they were as high as $3.25 for a crate of 15 boxes, but the drop is to $2.50. Cherries are in ten-pound boxes, which net about eight, and bring $2. The season in these lines will now come along rapidly.

* * *

There was a slight flurry in tomatoes this week. The early ones have been arriving from Florida, the prices being from 12½ to 15 cents per pound. A few days ago there happened to be none on the market, but a local firm secured some hothouse tomatoes from Victoria, and being the only ones in possession, jumped the price to about 25 cents. As there were none other available, the figure was obtained, and when more arrived from the south, back the price went.

* * *

Fruit growers are now taking up the question of express rates. They claim and give figures to support their contention, that the charges of American companies are so much lower than the companies in Canada, that the handicap is a serious one in the trade with the country east of the mountains. When it comes to distances of 200 or 300 miles the difference is about $1. Under such a tariff, the growers in British Columbia operate at a disadvantage in the home markets, and they see no present way out of the difficulty. The market for the smaller produce in the northwest is a large one, but retailers are apt to patronize the article which is the cheapest.

* * *

Grocery clerks in Victoria may not have a weekly half holiday on Thursday afternoons after all. Two of the leading firms take the position that it would be injurious to trade to close on Thursdays, and propose instead that there shall be a specified vacation period some time during the warm weather.

* * *

The Victoria Fruit Growers' Association and Exchange is getting its business down to a good working basis under the new manager, James Drummond. Fruit grown on Vancouver Island finds its way all over the west and is handled by retailers as far as Winnipeg, with shipments of apples, etc., to foreign points. Not only will the association find a market for all fruit produced, but its headquarters in Victoria will also be a bureau of information for all interested in the business of fruit raising.

* * *

The story that the New England Fish Company, which has for a number of years operated out of this city, will move to Ketchikan is borne out by the presence in the north of three of the directors of the company. Time was when halibut could be caught close to Vancouver, but as the lower grounds have become depleted the boats have had to go farther north, and since the fish are now secured in Hecate Straits, to make the base of operations in the north would at least be more convenient. Large quantities of fish are shipped, not only to the New England States, but to points in Western Canada. Not only is trade done in halibut, but with the development of the province other companies are gradually expanding, and other food fishes are dealt in. Cod and herring are the two which are receiving most attention, excepting, of course, the lordly salmon and the reliable halibut. The fisheries of British Columbia have more room for expansion perhaps than any other industry, and with an increasing market in the western portions of Canada, those companies now operating here, and those which will surely follow, will build up an industry greater than any on the Atlantic coast. The planting of lobsters, if successful, will also add another branch that at present does not exist. Oysters, too, are being experimented with. But with the other fishes, they are here, and with the market opening, they will be utilized.

* * *

Vancouver merchants have decided to curtail the period of credit, and at the meeting of the Retail Grocers' Association on Tuesday evening of this week, the action was taken that hereafter a settlement of accounts will be insisted upon at least once a month. The causes of this are that the wholesalers for a year past have been pressing for quicker settlements, and moreover people are inclined to let their accounts run into large amounts when allowed to go almost indefinitely. The retailer has now to settle every fifteen days with his supply houses, and in demanding payment of his accounts every thirty days he is only doing what is necessary to prevent financial embarrassment. In a great majority of the cases of failure, the book debts are often more than sufficient to meet the liabilities, yet assignments are forced by non-payment of those who have secured the goods and fail to realize that they are living on the small capital of the grocer.

LAVAL HONORS A GROCER.

P. M. Girard with Hudon, Hebert & Co., Montreal, has received from the University of Laval, his Diploma of Literature, having passed his examinations very creditably after pursuing an extra-mural course extending over a period of two years. Mr. Girard is one of those gentlemen possessed of business ability which has made him a success and who has at the same time cultivated his aesthetic qualities with the above gratifying results.

WINNIPEG PURE FOOD SHOW.

Promises to be Most Successful Event of the Kind Ever Held in the West.

Preparations are now practically completed for the opening in Winnipeg on June 8th of the most successful exhibition of groceries and foodstuffs ever held in the West. The management are advertising it extensively and public interest is being aroused. Last year's show was a big success but there is every reason to believe that the exhibition this year will be much superior in every respect.

Phelps & McCormick, general merchants, Minnedosa, Man., have dissolved partnership.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

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IMPORTANCE OF FOREIGN CUSTOMERS.

Canada's export trade is valued at about $280,000,000. This is about $35,000,000 more than the total foreign trade, imports as well as exports, in 1897. In the latter year the exports were $134,000,000.

An increase of over 100 per cent. in eleven years is remarkable. But remarkable as it is, no one acquainted with the resources of Canada believes that the export trade of the country is little beyond a fraction of what it will be.

Nature has endowed the Dominion with almost illimitable possibilities in all those things which are necessary to the material up-building of a nation.

Is it in products of the farm? Then we have land in quantity and quality sufficient to almost supply the requirements of the world; and but a fraction of this land is under cultivation.

Is it in manufacturing? Then we have iron and coal and timber in abundance, to say nothing of the magnificent water powers, whose utility we are only beginning to recognize.

But natural resources are not of much use without men. It is not natural resources that make nations great and useful. It is men, and chiefly business men—men who have enterprise and ideals.

There is always a possibility that those who are born or brought up amid the great natural resources which this country possesses may fail to recognize the possibilities of our possessions. Is it not a fact that outside capitalists have been the first to recognize and develop many of our natural resources?

The home market is undoubtedly the best market. It is more accessible than the foreign market and as a rule more profitable. But in our concern about the home market we must not neglect to give due attention to the requirements of the export market.

In times of prosperity such as we have recently been passing through there is a tendency to concentrate efforts on the home trade and let the foreign trade take care of itself. There is no doubt about this. The reports of the Canadian commercial agents scattered throughout many parts of the British Empire repeatedly refer to this.

The export market is a depository for the surplus products of the farm and factory. And unless we cultivate it with the same systematic and business intelligence that we do the home market the development of the natural resources of the country must be retarded.

But aside from the development of the natural resources of the country the importance of the export trade when business is quiet at home must not be overlooked.

The more numerous the countries with which we do business the more likely are we to keep our factories going and our farm products moving when trade lags at home. Great Britain found this out generations ago.

There are always some countries in which trade is good and fortunate are we when these nations are numbered among our customers. But if we want them when business is poor at home we must cultivate them when we are not so much concerned about our surplus merchandise.

The Germans are to-day probably the most aggressive of the nations in regard to the export trade. They are determined to master its every detail. Their young men study foreign languages and then settle down in importing countries the world over to learn their requirements and to ascertain their methods of doing business.

It does not pay to be self-contained in regard to foreign trade any more than in regard to home trade.

COMMERCIAL AGENTS' DUTIES.

There has been some criticism recently by Canadians resident in England, who are in a position to know whereof they speak, regarding the nature of the work some of the Canadian commercial agents in Great Britain are doing.

These agents are presumably working for the development of Canadian export trade and yet it is reported by authoritative parties in England, and a study of the weekly reports issued by the Government's Department of Trade and Commerce would seem to bear this out, that a goodly part of the time of some of the agents is spent in calling on British manufacturers and exporters, seemingly with a view to encouraging their business with Canada and thereby stimulating competition with our own industries.

The weekly Trade and Commerce reports contain a file of trade inquiries which one would naturally suppose would be devoted to the interests of Canadian business. A study of several of these reports the other day revealed the fact that out of 197 inquiries, 95 were from English firms who wished to get in touch with Canadian buyers with a view to disposing of their manufactured product.

A representative of a Canadian firm, at present in England, tells of several instances he met with where the commercial agents had gone to a good deal of trouble to procure lists of Canadian buyers for English firms. In some instances, the firms in Great Britain making good use of the agents, are not even manufacturers of the goods they propose to market in Canada.

Some years ago one of the agents on his appointment expressed a desire to visit a number of Canadian manufacturers who were anxious to develop their export trade, and was instructed by the Minister then in charge not to do so. He reported the matter to some manufacturers who advised him to see Sir Wilfrid Laurier. His visit put a new face on the incident, and, as a result, his instructions were immediately reversed.

It cannot be the desire of the Government that the Canadian commercial agents should pursue the policy a few of them seem to be doing. And the matter would seem to repay some attention being paid to it immediately.

THE QUEBEC TERCENTENARY.

The festivities in connection with the tercentenary celebration in Quebec this summer will draw thousands of people from the United States and other foreign countries to Canada, and in the coming of this multitude there is opportunity for the retailer to benefit.

The fame of historical Quebec is world wide, and while the majority of visitors will be attracted by the quaint character of the celebration, there will be hundreds, in fact, thousands, who will avail themselves of this opportunity to see something of Canada as a

whole, and not alone as it is to be seen from Quebec.

This will result in their visiting the chief cities and towns, and the smaller places of interest. This influx of visitors will create a demand for groceries which will result in increased trade for he who begins to plan now.

When the visitors are actually here is not the time to get ready. Stock up right away. The higher priced staples and many fancy lines will sell freely, and they should be ordered early. Advertising space in the local papers can be used to advantage at the proper time telling visitors of your store and its contents, and reminding the housewives that you have just what they require for those visitors of theirs. But plan and order at once.

Naturally, the increase in trade will not be felt everywhere throughout the Dominion, but in Quebec City, Montreal, Sherbrooke, the smaller towns in Quebec Province, and in the larger centres of Ontario there will be an appreciable increase in demand, and grocers should prepare to meet and encourage it according as their location warrants.

ONE CENT DROP LETTER RATE.

In the House of Commons a few days ago a question was asked as to how much it was expected the postal revenue would be lessened by the proposal to give one cent drop letter rate to cities. The Postmaster-General in reply said that the department did not expect a decrease in the revenue. On the contrary they expected an increase.

It is a pity that previous postmasters-general since the one cent drop rate was done away with, twelve years ago, were not equally optimistic as Hon. Mr. Lemieux. In all experiences where there has been a decrease in the cost of postage there has been more than a corresponding increase in the revenue. The postal authorities in 1875, when they adopted the one cent drop rate, were wiser than those of 1897, who abolished it.

The post office revenue has certainly suffered from the doubling of the rate on drop letters in cities. With the one cent rate business men found it cheaper to use the mails than to have the letters delivered by other means. When the two cent rate went into force in 1897 a great many business men discarded the mails.

The increase in the rate was an unbusinesslike act and Mr. Lemieux is to be congratulated on his recognition of the fact.

The one cent drop letter rate will be a great convenience to business men and more so now than when it was formerly in vogue, because since then the local free delivery system has been extended to a large number of towns and cities in Canada.

BUSINESS OUTLOOK IN WESTERN CANADA.

On May 1st, 1907, seeding had not been started in the Western Provinces; on May 1st, of this year, it was practically completed, and the acreage showed an increase of at least 25 per cent. Last year the West would have reaped the largest crop in its history if only there had been 10 days' more ripening weather before the September frosts. This year, with seeding completed a month earlier, and with most favorable warm weather, there is every reason to believe that Western Canada will produce and save another "bumper" crop, the proceeds of which will be more than sufficient to place business once more on the substantial footing of prosperity to which Western business men have long been accustomed.

Undoubtedly the depression of 1907 hit Western Canada a hard blow, but she stood it well and is rapidly recovering from the effects. A good crop this year will ensure a year of good business. Immigration this spring is encouraging, and the immigrants are a better class than in previous years. The great bulk of the immigration this year is from Great Britain and the United States, and most of the incoming settlers are bringing some little capital with them.

It is not too early yet to sum up some of the effects of the late depression which was caused by the partial crop failure and the world wide financial stringency. The effects have not been wholly bad; in fact, so much good is resulting that many shrewd business men consider the recent "depression" a blessing, but very thinly disguised.

In the first place, it put a stop to the mania for land speculation which was unduly inflating values and diverting capital from its legitimate channels. There will be more money for regular business now that land speculation is no longer employing all the spare cash of the business men of the country. Moreover, there will now be a reduction in the cost of living, which should hasten the day when the West will do more of its own manufacturing.

But, perhaps, the greatest benefit resulting from a little touch of hard times has been the death blow given the credit system. For years the credit system has been the bane of business in the West. It was a necessary evil in the pioneer days, but it was continued long after the reason for it had ceased to exist. The farmers had learned the habit of settling their store bills only once a year, and it was hard to teach them any other habits. The merchants were disorganized, and, under stress of competition, permitted grave abuses of the credit system. They tried to shake off the system and for two or three years there had been a general tendency towards the establishment of a cash system of business. But it required some general compelling influence to induce the great majority of the dealers to join in the movement. That influence was supplied last fall when the financial stringency was most keenly felt. The dealers simply had to get their money in and could no longer afford to allow indiscriminate credit. As a result, in every part of the West there was at least a resolute and substantial curtailment of credit, and in at least a third of the Western stores there is now a cash system in operation. It is not likely that in many places the ground gained will ever be lost for the dealer who has once shaken off the chains of the credit system will not be anxious to assume them again. The ground gained will be retained and never again will the credit system hold undisputed sway in the West. The tendency towards the cash system has been given a great impetus by the experiences of the last year, and, as a result, the business of the West will henceforth be conducted upon a much sounder basis than ever before.

With the evils of the credit system greatly lessened and with every indication pointing to a big crop and a year of resulting prosperity, it is small wonder that the business men of the West are optimistic as to the immediate future. The experiences of the last year have taught the West conservatism that was before quite foreign to its spirit, but it is an optimistic conservatism.

During the last year buying has been light, as it has been restricted to the filling of immediate requirements, and, perhaps, for two or three months to come the buyers will be cautious. But once the crop is assured, the empty shelves in the country stores will be filled and there will be a demand for goods which it will keep the manufacturers and jobbers busy to supply.

STATE-REGULATED CLERKS' SALARIES.

Australia is a country of peculiarities. To the average business man in other parts of the world one of the most striking of these peculiarities is the Industrial Arbitration Court and its methods.

In that country if an employe of a retail store is not receiving the salary he or she deems adequate, recourse can be had to the Industrial Arbitration Court.

To read the pleas which are put forward at these industrial courts as to

why higher salaries should be received is interesting. The fact is often revealed that many of the applicants who were trying to secure higher rates of wage through the court never received from any other employer what they deemed they were worth. And yet, in spite of this, the court in many instances ordered employers to pay considerable increases.

To us in Canada such a law seems absurd. At any rate it should be carried to a logical conclusion. Retailers ought to have the right to bring before the court customers who will not pay as high a price as they deem their goods are worth. Then the wholesaler should also have the right to bring up the retailer and the manufacturer the wholesaler, for the court to fix the price which their customers should pay for merchandise. Even if a law is silly it should be logical in its silliness.

KEEP TRACK OF NEW IDEAS.

A prominent wholesaler in discussing ways and means for making the best use of new ideas and new methods in the retail business said recently that he considered a scrap book for keeping a record of interesting items relative to the business, was one of the most valuable aids to the retail merchant that he knew of.

"Competition is growing keener every day in every line of business," he said, "and it is coming more and more to be a time when neither precedence nor capital count for business superiority. The conditions demand the survival of the fittest. The fact that yours is an old and well established firm has its weight; the fact that you have your own money to back your institution is much to your advantage; but neither of these conditions will secure your position against a competitor who has been thoroughly trained in the keenest kind of system. The man with business ability will soon find ample capital to back his enterprise, and his peer of strong and timely assertion will sooner or later, discount the reputation your firm has held in the past.

"The retailer of to-day finds many more details that require attention than the merchant of ten years ago and if your methods have not kept pace with progress, you may find that you are conducting your business at a far less profit to-day than you were with the same methods a few years back.

"Systems you may learn from others. They are developed from necessities that you with your established business do not feel until the other fellow has already evolved them and put them into practice. You must learn from him.

"If you are watching the trend of trade methods, you see something every day that strikes you as particularly to the point. Do not let these ideas go by. Get them, preserve them, put them away where you will see them again when you will have time to think them over.

"The old idea of keeping a scrap book is a good one, though in its modern form it has developed into a science, the result of which is the many compact filing systems of to-day. No matter how small your business may be some system of this kind is almost a necessity if you wish to succeed in the greatest possible degree. You can devise some method of filing away valuable helps that will be of great service to you if properly looked after. Classify your heads so that you can easily find what you want, and when you get hold of an idea that may apply file it in its proper place at once—it may get away. If it does you will forget it.

"'Newspaper Advertisements,' 'Methods of Special Sales,' 'Handling the Sales Force,' 'Show Window Displays,' 'Dull Season Sales,' 'Business Methods,' 'General Interest.' These are some of the heads under which you will find ideas coming in daily that can be filed away in a minute's time, where at a leisure hour you can look them over and study the way in which you can apply them to your own business. This is the way the other fellow pays the interest on his capital and the rent on his house, and still sells at the same profit as yourself."

BUSINESS MEN SHOULD NOT HYBERNATE.

Cut down expenses when necessity demands it, but don't hybernate. To hybernate when business is dull is to court the sleep that knows no waking. When a stringency exists in the money market and trade languishes in the factory, warehouse, or store, all the more reason is there for activity, resourcefulness and enterprise.

It is when the supply exceeds the demand that a business man's capabilities are put to the test. If he can keep things going and going well, he is made of the stuff that breeds success. But no business man is exhibiting these qualities when under stress of trade he runs away and hides himself.

It is storms, not fair weather, that put the finishing touches on a sailor and it is trade storms that put the finishing touches upon a business man.

Don't crowd on too much sail; but on the other hand do not try to make headway under bare poles. Keep sails up, flags flying and let your customers know that you are on deck. Advertise the fact in the mediums that reach your customers or prospective customers. Have confidence in yourself and your customers will have confidence in you. But don't get pessimistic and hide from the eyes of your customers by neglecting to use those mediums for keeping your factory, warehouse or store and the merchandise you sell in view.

Of course if hiding from one's customers is deemed wise, let it be done thoroughly. Do not stop at removing the advertisement. Take down the sign and obliterate from all business literature the name of the firm or reference to the goods it makes.

KEEP THEM BY ALL MEANS.

The Cannington Gleaner, a second time asks its readers to submit opinions as to whether the Woodward Biscuit Works should be allowed to remove to Lindsay without an effort being made to retain the works for Cannington. We should think that there could be only one opinion on this question, so far as Cannington's citizens and the Gleaner is concerned, and are surprised that the Gleaner has not yet taken the stand that the works should, by all reasonable means, be induced to remain.

The case as we see it, is simply this: Lindsay, a very progressive town, has made a proposition to G. H. Woodward & Co. to remove their biscuit works to Lindsay, and the Cannington Gleaner does not know whether the concern should be allowed to remove or not.

Unless there are some reasons, of which we are as yet not cognizant, we cannot for the life of us understand why the Gleaner does not put up a fight for the interests of its own town. It would have the support of all broad-minded persons, for it is in the best interests of the country that its industries be scattered over an expanse of territory rather than that ehey be hived in one or two localities.

QUALITY AS A FACTOR IN BUSINESS.

No one will ever be charged with not being sound in the faith who preaches quality. Quality is the very foundation of success in business. Capital, knowledge enterprise are important, but these will not stand when quality is absent.

It is quality that gives character, and character is as necessary to a business as it is to an individual.

Customers who have become converted to quality give in return their confidence; and this is the sheet anchor which holds business.

Goods sold on their reputation may not always earn a better profit than those that are sold on their price, but they do most of the time.

Quality is profitable unto all things in the business world.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Another week of the most glorious growing weather has been added to the history of the West. There was 24 hours of gently light rain all over the country but the balance of the week has been fine and warm and the oats and barley are nearing completion in the matter of seeding in the more southern sections. Every fresh report coming in from the country is encouraging, so far as crop conditions are concerned. There is a section covering part of Southern Saskatchewan and Southern Alberta that needs more rain, but they got a little last Thursday enough to keep them going for the present and almost every other section reports sufficient moisture in the soil to carry the crop until June.

* * *

The wheat market has been an erratic one but the general opinion is that all the Winnipeg shorts were squeezed out on the last sharp advance when something like 250,000 to 300,000 bushels of wheat were bought in at prices ranging from $1.17 to $1.18. Since that time July has experienced a serious drop, selling on May 16th, at $1.13½. The highest point made by July was $1.19⅛.

The shipments out from Fort William have been very large and stocks in terminals are now very much below those of last year at the same period while inspections for the week have been of the most limited character. Grain dealers are anticipating the quietest June for the past five years, and already brokers are leaving on long vacations. From the standpoint of the big grain dealers the crop of 1907 is practically marketed, the remainder to come forward being too small to make any material difference in the world conditions.

There is a general complaint on the part of interior millers that business is bad and that a number of them must close for want of trade or rather that wheat prices are so high that flour cannot be sold on the present prices for that article at a profit. The big mills on the other hand claim an improving western demand and that trade in the east is very fair.

* * *

The West's second big industry—the cattle—has been extremely active for the week. Receipts for the week ending May 9th were more than four times those of the corresponding week of last year, and the stock offered, taken as a whole, was decidedly better. This week the receipts have been large and there have been several bunches of exceptionally well finished steers. A noticeable proof of what has been said in these columns from time to time on the value of winter feeding in the open, was exemplified this week when Donaldson, of Brandon, one of the best known feeders of the West and winner of the $200 prize for the best fed beef steer at the Winter Fat Stock Show, shipped in four cars of steers fed in the open on oat straw, a little meal and plenty of water and salt and received 5½ cents per pound, freight assumed by the purchaser. The steers averaged 1,350 pounds on the scales and were one of the thriftiest and smoothest bunches ever offered in the Winnipeg yards. The Nelson-Morris Packing Company shipped another long train of cattle through for Boston en route to Britain and there is a decided movement on the part of American buyers to purchase Canadian Western cattle. There have been eastern buyers on the market every day for the past three weeks and they are having a tight time of it holding their own against the resourceful western men who know every cattle man from Dan to Gath and think nothing of getting on the yards and buying by electric light, if a good-looking train comes in between two and three in the morning. Their presence, however, has given a very healthy and valuable stimulus to prices. The need of union stock yards and a regularly constituted market becomes more and more apparent every day, but certainly the man who still clings to the idea that there is a beef combine would have his belief rudely shaken if he struck the Winnipeg yards about a quarter to half-past five and found the various dealers trying to get in ahead of each other on the purchase of a choice bunch of steers. The market of this spring has proved what should have needed no proof, and that is, that well-finished cattle will have plenty of buyers and bring a good price, but scrubs are never wanted.

Sheep are among the most profitable of the lines of stock offering this season. Wool, of course, is very low, owing to the closing of many of the Eastern woollen mills but mutton is more than making up for it. Grant, of Moose Jaw, one of the first men to see the profit in feeding sheep on screenings, has sold 1,000 head to Gordon, Ironside & Fares at 7 cents a pound, Winnipeg. These sheep are being delivered in bunches of 200 to 300. A bunch of 300 the past week averaged 127 pounds off cars, Winnipeg. It is calculated that at the extreme outside these sheep did not cost Mr. Grant more than $5.50 to put on the market and as they averaged 127 pounds he had a clear profit of something over $3 per head. Not a bad turnover for the period it takes to raise a 2-year old sheep.

Figures like these should put it so strongly to farmers that it will soon be unnecessary to bring our mutton from Prince Edward Island as we have been doing in the past.

* * *

A matter of great importance to business men in small towns is the new "C" tariff of the Board of Fire Underwriters on which they have been working for months and which was announced during the past week, though as a matter of fact, it really came into force on May 1, for tariffs issued by the Fire Underwriters really govern to a great extent those of other companies. There is always a feeling on the part of the assured that rates are too high and there is equally a tendency on the part of companies to increase rates in small towns because of inadequate fire protection.

The tariff of minimum fire insurance rates for risks in class "C" applies t towns and villages in all three western provinces not specially rated by the Board. It was revised first in October of 1904 and again in March of the present year and the new "C" tariff now presented is supposed to be up-to-date in every particular. Its general trend is rather to lower than increase rates. Dwellings are unchanged. It is in the matter of "exposures" that the Board have seen fit to reduce the charges a little and though the decrease is small it will, nevertheless, be welcome.

* * *

People continue to talk hard times and tight money in Winnipeg but as a matter of fact people have bought as many automobiles this year as they did last and have paid more cash for them and autos hardly come under the head of necessities.

There are some lines in which collections are better than others. For example, wholesale grocers find it much easier to get in their accounts than do lumber merchants, just why, it is a little difficult to explain. One thing is sure, that from the districts of Saskatchewan, where crops were supposed to be almost a total failure last year, it is simply surprising how well money is coming in. Dry goods houses report the same good conditions as the grocers.

* * *

Everything considered, the outlook in the West is most encouraging and the splendid start the crop has received will put it in such strong and healthy condition that it will be in a position to withstand minor ills later in the season

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Butter—Further decline.
Cheese—Declined.
Fruits—Decline in pineapples.
Beans—Firmer.

Montreal, May 20, 1908.

There is not much to comment upon during the last week outside of some rather sharp declines in butter and cheese.

The dealers appear to be holding off for still lower prices in butter and cheese, buying just enough to satisfy immediate demands. The weather has improved the pasturage, with the result that supplies are arriving from the country in largely increasing amounts.

The fruit market has had a few declines, which is due to perfectly natural conditions, as this is the season when we can expect such things in fruits. Beans still show an upward tendency, which, as stated last week, is due to the manipulations of the market by some of the large operators. Receipts of maple products continue good, and the price has remained practically unchanged.

The very latest advices from Japan indicate a shortage in the high grade teas, but importers say that prices will be practically the same as last year, although there will be some indication of a stiffer tendency.

SUGAR—There is nothing of any importance to comment upon in the sugar market. The demand remains only fair and the market steady.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 75
" " 50 lbs	5 85
" 25 lbs	6 05
Extra ground, bbls	5 30
" " 50-lb. boxes	5 50
" " 25-lb. boxes	5 70
Powdered, bbls	5 10
" 50-lb. boxes	5 30
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUPS AND MOLASSES—The molasses market is not exceedingly strong, and dealers are looking for changes. At present the prices remain practically the same as last week in both syrups and molasses.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Maple products are arriving in fairly large amounts, while practically the same prices hold for this week as quoted last week.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09½
Pure syrup, 8½lb. tin	0 60	0 65

TEA—The demand for gunpowders is very good. Japans and Ceylons are only in fair demand. Prices remain practically the same as last week. The latest cables from Japan indicate scarcity in high grades, but advices say prices will rule about the same as last year, with a stiffening tendency in the market.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 15
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The expected advances owing to higher French cables and Brazilian shortage have not yet materialized, and the market remains featureless, with practically the same prices ruling. The consumption of coffee is increasing on the whole, and the present demand is good.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 17

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Prunes still command considerable attention owing to their scarcity. Dealers who have received advices from California and Oregon state that each letter places this year's crop at a lower figure, so high prices are likely to rule for some time yet. Apricots and peaches have excellent prospects. Prices remain the same as last quoted. The business passing is fair.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 07	0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 05½	0 06
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		
"Excelsior Windsor Clusters "		5 50
" ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

RICE AND TAPIOCA—London cables seem to indicate a slight stiffening up of the market in rice, although up to the present this has not affected this market, quotations remaining the same. No change has taken place in tapioca, and there appears to be no indication of any change. The demand for rice is still rather slow and tapioca decidedly so.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 25
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06½

SPICES—The long quiet which has prevailed in this market remains unbroken, as nothing has occurred during the last week to disturb it. Prices have not shown any disposition to change during the week. Business, which has not been any too good, begins to show some slight brightening up.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

BEANS—The bean market continues very firm with prices around $2 and $2.10. The demand is good.

Choice prime beans	2 00	2 10

EVAPORATED APPLES — Nothing new. Prices remain the same. Demand is rather less than fair.

Evaporated apples	0 07	0 07½

CANNED GOODS

MONTREAL—The demand for canned vegetables is very good. Fruits, also, are still on the increase. Fish is rather slow, except for sardines, at moderate values. There is a moderate demand for Canadian brands and the American product is not wholly neglected. New prices ought to soon be out. They are being awaited with much interest.

TORONTO—Demand is fair in all lines but there is no rush. Interest is centred now in the expected new prices,

which, it is understood, will be issued on the first of June.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals, Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted	....	8 92½
" not pitted	....	7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard	....	5 92½
Gals. " solid pack	....	8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard	....	6 77½
Gals., solid pack	....	8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 62½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's	....	1 47½
3's, " "	....	1 97½
Pineapple—		
2's, sliced		
2's, grated	2 05	
whole	2 15	
Plums, Damson—		
2's, light syrup	1 35	1 32
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 42
2½'s, heavy syrup	1 85	1 82
3's, heavy syrup	2 15	2 12
Gal., standard	3 65	3 62
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 9
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 52½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLE		
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	....	1 12½
2's, whole, " "	....	1 02½
3's, sliced, " "	....	1 37½
3's, whole, " "	....	1 27½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob	....	4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's,	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's		0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

Baked Beans—		Per doz.
1's baked beans, plain, 4 doz	....	$0 50
1's "	in tomato sauce, 4 doz	0 50
1's "	in Chili sauce, 4 doz	0 50
2's "	plain	0 80
2's "	in tomatoe sauce	0 80
3's "	in Chili sauce	0 80
3's "	plain	1 00
3's "	in tomato sauce	1 00
3's "	in Chili sauce	1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe, Clark's, etc.

Catsup—			
2's tomato catsup, tins,	Red Cross	....	0 75
2's "	Delhi	....	0 85
Gal. "	Aylmer	....	5 00
Gals. "	" (screw tops)	....	5 50
Gal. "	Tiger	....	4 50
Gal. "	kegs (10 gals.) per gal	....	0 45
Gal. "	jugs	....	8 00
½-p'ts "	Delhi "New Process"	....	1 00
" "	Aylmer, "Canada First"	....	1 00
" "	Simcoe, "Lynn Valley"	....	1 00
" "	Lalor, "Monarch"	....	1 00
" "	Delhi, "Epicure"	....	1 20
Pts. "	Delhi, "Epicure"	....	1 90
Pts. "	Red Seal	....	1 50
Qts. "	Delhi, "Epicure"	....	3 00
" "	Red Seal	....	3 00
" "	Delhi "New Process"	....	3 00
" "	Aylmer, "Canada First"	....	2 00
" "	Simcoe "Lynn Valley"	....	00
" "	Lalor, "Monarch"	....	2 00
	Tiger	....	1 75

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.

Prunes—Scarce.

Beans—Firm.

Toronto, May 21, 1908.

The wholesale markets continue quiet this week with few changes or new features to report. This seems to be a sort of off season, and this quietness is not wholly unexpected. It is expected that business will pick up somewhat during June, with the orders for summer business coming in. The financial side of business is fair, collections being in some cases better than expected. It is true that all the wholesalers have exercised more than the usual care in placing accounts this year and as a result there, perhaps, is less trouble than usual. Some members of the trade think that this fact accounts to some extent for the present quietness in wholesale grocery circles. In a good many cases where accounts have proved more or less unsatisfactory in former years such accommodation has been cut off and less goods are sold as a result.

SUGAR—Business is quiet and the local market is a waiting one. Any change is certain to be an advance, but when that will come is rather problematical at present. The Canadian refined market is steady. Large cargoes of raws are on the way to the Canadian market from the West Indies, but this is scarcely expected to affect the situation.

The situation in raws for the past week is summarized by Willett & Gray as follows:

"Under a weakening European sugar market during the entire week carrying beet sugar quotations down from 11s 8¾d. to 11s. 5¼d. at the close, it is a little singular to find the quotation of Centriweek, 4.36c per lb. 96 degrees test, but we must add that this is a result of no actual we must add that is a result of no actual business in spot sugars having been put through and hence the present quotation is more or less nominal.

"During the same time sugars for shipment have sympathized with the European tendency and have sold down from 3 3-32c c. & f. (4.45c duty paid) for May shipment to 3c c. & f. (4.36c) for June clearance. The present uneasy feeling home and abroad about the sugar situation seems to be caused more by a sensation of nervousness which sometimes comes over people than by any real change in the statistical situation tending to lower values except temporarily, but when such tmidity comes it must run itself out before stability takes its place again.

"At the close of the week the markets were quiet without suggestion of any improvement for awhile at the basis already quoted, but rather, of some temporary weakness.

"Further business has been done in Philippine sugar bringing the total amount sold up to 40,000 tons of present crop, the last sales at current relative value with other sugars.

"The total production in Cuba to end of April, 824,449 tons, with total stock in the Island of 239,217 tons, proved larger than anticipated and assures a total crop of at least 925 000 tons as estimated by us."

Prices quoted at Toronto are as follows:

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 20
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business passing is fair though not active. A steady demand is felt for maple syrup. Prices are as follows:

Syrups—		
Dark		
Medium	0 30	0 35
Bright	0 36	
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " 1 "		2 65
20 " " ½ " "		2 80½
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03
Pails, 33⅓ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 85
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—Business continues fair. Prunes are reported short by some houses, notably in mediums and one or two of the other sizes. This is perhaps a reflex of the discouraging reports regarding the California crop. Currants are firm, with good business passing in Vostizzas. Advices from England recently regarding Valencia raisins report reduced stocks and a jump of 3s.

Prunes, Santa Clara—	**Per lb**			**Per lb**	
100-120s		0 06	30-40,25's, 50-lb. boxes		0 07½
90-100s,50-lb boxes	0 06	0 07	70-80s "		0 08
80-90s "	0 07½	0 08	60-70s, 50-lb boxes	0 07½	0 90
" " "			40-50 "		0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 09	0 09½
Patras	0 08	0 08½			
Uncleaned, ½c less.					
Raisins—					
ultana				0 09½	0 13
" Fancy				0 11	0 12½
" Extra fancy				0 14	0 15
Valencias, new					0 06½
eeded, 1-lb packets, fancy					0 11½
" 16 oz. packets, choice					0 11
" 12 oz. " "					0 09
Dates—					
Hallowees	0 05¼	0 05½	Fards choicest	0 08	0 09
Sairs	0 04½	....	" choice		0 08½

RICE AND TAPIOCA—A steady staple demand is felt at prices last noted. Shipments of B rice from Montreal were due to arrive by steamer Dundurn on Wednesday.

	Per lb.	
Rice, stand. B	0 03¼	0 03¾
Rangoon	0 03¼	0 03¾
Patna	0 05¼	0 05¾
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 06½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 05¾

SPICES—Business continues fair at old prices with no changes of note to report.

Peppers, blk pure	0 16	0 20
" white pure	0 25	0 30
Ginger	0 18	0 25
Cinnamon	0 30	0 40
Nutmeg	0 30	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice		0 19
" whole	0 17	0 20
Mace ground	0 70	0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25
" ground	0 25	0 35

BEANS—There are very few beans to be had on Ontario markets at present. Hand-picked were quoted at $2 f.o.b. Chatham this week, which is something unusual, if not unprecedented. Under these conditions jobbers have been forced to advance again, and are now quoting prices at $2. Hand-picked are scarce. Hungarian beans have been brought into United States markets in large quantities recently and it is likely that local houses will attempt to sell some of these goods here. It can scarcely be estimated where prices will go before the new crop is available.

EVAPORATED APPLES — Stocks are held fairly firm at 7½ to 8½ cents.

HIDES AND WOOL—Markets continue quiet at prices noted last week.

Hides, inspected, cows and steers, No. 1		0 06½
" " " No. 2		0 05½
Country hides, cured		0 05
City Calf skins		0 10
Country Calf skins		0 09
Dekins		0 70
Sheep skins	0 70	0 80
Horse hides, No. 1		2 50
Rendered tallow, per lb	0 04½	0 05½
Horse hair, per lb		0 24

TEAS—Local markets continue quiet with no new notable features. Thompson Bros.' weekly circular, dated, London, May 7, contains some significant news as follows:

"The announcement from the Chancellor of the Exchequer as regards the duty concerning tea has been anxiously awaited, and clearances meanwhile are being confined within the smallest possible compass, but nevertheless demand has shown further expansion and the movement which has hitherto been confined chiefly to the medium grades, has now spread to all descriptions; so that the general position of Indian tea promises well for the reception of the new crop, which may be expected in fair quantities about the beginning of August. Semi-final and final invoices are now more in evidence every week and it seems probable that after this month there will be less "old tea" to be offered than there has been for some seasons past. Telegrams from India report that up to the end of April the outturns in Upper, Central Assam and Darjeeling were normal in the other districts poor, while the outlook for the present month is but little better, being fair for Upper Assam, Darjeeling and Sylhet, but in Lower Assam, Cachar, Dooars and Terai, bad; all pointing to quite moderate supplies at the beginning of the season. From Ceylon, though the busy time is now on, no very heavy shipments are advised or even estimated."

In the budget speech on May 7, the First Lord of the Treasury announced that there would be no alteration in the duty on tea.

COFFEE—Local business continues fairly good, with demand fairly active.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, May 21, 1908.)

Weather conditions throughout the western provinces continue to be ideal for the growing crops and prospects are of the brightest. With easier money and a greatly improved outlook, business is showing considerable revival.

SUGAR—Prices continue steady.

Montreal and B.C. granulated, in bbls	5 50
" " " in sacks	5 45
" yellow, in bbls	5 10
" " in sacks	5 05
Wallaceburg, in bbls	5 40
" " in sacks	5 45
Berlin, granulated in bbls	5 30
" " " sacks	5 36
B.C. gunnies granulated, 5-18's to bale, per cwt	5 55
" " 5-2's " "	5 55
" hard pressed lump, 25's, per cwt	6 65
" " " half bbls., per cwt	7 00
" icing	6 30
" bar sugar	6 10
Icing sugar in bbls	6 10
" " in boxes	6 30
" " in small quantities	6 70
Powdered sugar, in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 15
Lump, hard, in bbls	6 45
" " in ½-bbls	6 45
" " in 100-lb cases	6 15

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" 40 " " 80	2 95
" 20 " " 80	3 0
" 8 " " 80	3 50

CORNMEAL — Quoted at $1.90 per sack.

POT AND PEARL BARLEY — Pot barley, $3.60 per sack; pearl barley, $5 per sack, and $2.55 per half sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows:

Sugar, 25 lb. boxes ½s. and ⅓	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 50

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 11½
" 1 lb pkgs "	0 12
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 [illegible]
California raisins, choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 0[illegible]
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	0 08
Wet cleaned " "	0 08½

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	5 50
North-rn spies No. 2, "	5 00
do. No. 1	6 00
Oranges and Lemons—	
Washington navels, 96's, per case	3 25
" " 112's to 126's per case	3 50
" " 176's to 250's	3 75
California lemons, 300's, 360's, per case	5 00
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes, kegs, per keg	5 50
Strawberries—per 2 doz. case	3 00
Pears—	
Fancy Columbia, "	4 00
" " half cases,	2 00
Cranberries—	
Jersey cranberries, per bbl	12 00
Vegetables—	
California celery, per doz	0 90
" per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03½
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb	0 02½
Cabbage (native), " "	0 03
Lettuce, 1½ doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

EVAPORATED APPLES—Quoted at 8¾c per lb.

ARRANGING FOR ANNUAL PICNIC

Toronto Retail Grocers Discuss Details of Summer Outing.

And now it's a picnic. Those socially-inclined fellows, the members of the Toronto Retail Grocers' Association, are not happy unless organizing some function to give a lot of people a good time. Their annual picnic is always a highly enjoyable affair and it was chiefly the details of this that were discussed at their meeting on Monday evening of this week in their cosy rooms in the Temple Building.

The date had already been settled, as Wednesday, July 15, and the place of destination, as usual, is to be Buffalo. Secretary D. Bell reported that the contract with the Niagara Navigation Company and the International Railway Company was closed. The rates will be very moderate, tickets to the Falls being $1.25 and to Buffalo $2. The latter will include a trolley ride through some of the choice bits of Buffalo on the return trip.

You may guess these grocers will do everything to assure their guests a good time. Witness the following from the secretary's minutes: "On motion of Vice-President Clark, seconded by Frank Johnston, a committee of two was appointed to visit Buffalo and to make arrangements for the entertainment of the association's visitors there." President Thorne and Secretary Bell were appointed on this committee and they will take an early morning trip on the Chippewa some day before July and lay a few plans across the line.

The report of the committee in charge of the recent very successful "At Home" was presented. While a few tickets are still unredeemed, when all is considered a pretty fair surplus should be shown.

A printing committee—of course Ben Panter had to be on this—and B. Snow was appointed, to look after tickets and other details of the excursion. A souvenir committee, made up of Vice-President T. Clark, B. Snow and Frank Johnston, was also appointed. These committees are counting on doing big things for the picnic.

Later in the meeting the peddler's law was discussed with a good deal of interest, but no action was taken.

The presence of several new members was very encouraging and shows that the association is beginning to become valued among the city retailers.

MOVING TO NEW PREMISES.

The offices and warehouse at 11 Front Street east, Toronto, are being extensively refitted and will be occupied about July 1st by Dalton Bros., spice and grocery sundries manufacturers.

The firm will move their complete plant to the new premises with the exception of the soap department. At the same time a number of new machines will be installed, including one of the latest coffee machines and new spice machinery. The lines already manufactured will be extended and it is likely that several new lines will be added.

WANT UNIFORM BILL OF LADING.

Meeting of Shippers in Toronto on Wednesday.

At a meeting held on Wednesday, May 20, in the Board of Trade Building, Toronto representatives of shippers from all parts of Canada, unanimously passed a resolution expressing their desire for a more simple form of bills of lading along lines suggested by the Canadian Manufacturers' Association and the Toronto Board of Trade. It was at the suggestion of Judge Mabee, Chairman of the Dominion Railway Commission, that the shippers of Canada should get together and express their opinion on the subject, that the meeting was called by the Canadian Manufacturers' Association.

The need of a less complicated system, it is claimed, has long been felt by shippers and suggestions were offered by which clean bills of lading could be made possible. Under this system the transportation companies would guarantee to carry the goods right through to their destination, according to the provisions laid down by law. A committee to go into the details of such a system is to be appointed and the results of their work to be sent to the Railway Commission. H. W. Rowley, of the E. B. Eddy Co., Hull, was appointed chairman, and Mr. J. E. Walsh, of the Canadian Manufacturers' Association, secretary of the committee, the remaining members of which are being appointed as we go to press.

Geo. Bristol, of Lucas, Steel & Bristol, and Fred. T. Smye, Balfour, Smye & Co., Hamilton, and T. Kinnear, of T. Kinnear & Co., Toronto, attended the meeting as representatives of the Ontario Wholesale Grocers' Guild.

SUGAR SHIPMENTS FOR CANADA.

9,100 tons in Cargoes on the Way From West Indies.

A correspondent writing to The Grocer from Halifax on May 16, gives some very interesting information regarding heavy sugar cargoes which are coming from the West Indies for Canadian consumption. He says:

"Over eleven thousand tons of sugar are now on the way to Canada from the British West Indies. So heavy have the shipments become that the Halifax steamship agents have been obliged to charter two extra steamers, which are now en route to that city and before the importations are over, which will not be for two or three months, they will have six or seven extra sailings. Five sugar-laden steamers are now on their way to this port, their cargoes aggregating 9,100 tons. These steamers, which are sailing from various ports, are named, with the amount of cargo, as follows: The Talisman, from St. Kitts for Halifax, direct, with 2,500 tons; the Tanariva, which sailed from Trinidad yesterday, direct for Halifax, with 2,000 tons, and also has 2,000 tons for Montreal; Ocamo, now due at St. John, from Demerara and the West Indies, which will, after landing cargo at Montreal, come here to discharge 1,500 tons of sugar; the Boston, also on her way here, which has 600 tons of sugar to discharge; the Lobo, which sailed from Barbados yesterday for Halifax via Bermuda and St. John, with 2,500 tons, will discharge her cargo here. The importations of sugar have been fairly heavy for some time, but during the next two months the rush will be at its height. The crop this year is reported to be an average one, but was a little backward.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, are offering the trade, through their ad. in this issue, several excellent lines, to some of which they draw especial attention. They are the Canadian distributors of the ever-increasing in popularity brands of tea "Victoria" and "Princess Louise." These brands are excellent in quality and the prices are right, which render them justly favorite. They draw attention also to their Canadian and imported (Soleil Brand) canned goods, present stock of which is of the canning of 1907. At present they are booking orders for the canning of 1908 (Soliel Brand) Minerva olive oil is another line which they have ready for immediate shipment. The attention of the trade is also directed to their very fine stock of choice pastes from the firm of Blanc Fils, Valence sur Rhone. This stock includes macaroni, vermicelli, sphaghetti and other fancy pastes.

T. Macara, chief analyst for Thos. J. Lipton, of London, Eng., spent several days in Toronto during the week and with A. E. Carson, Canadian manager, visited several other cities. Mr. Macara is looking into the possibilities of the jam and pickle business in Canada.

W. J. Wilson, with S. H. Ewing & Sons, Montreal, has returned from a good trip through the Maritime Provinces.

DEATH OF WILLIAM KINLOCH.

Familiar Figure Among the Trade in Montreal.

Once more death has claimed its own in the person of William Kinloch, who passed away on Saturday, May 16. Mr. Kinloch was a native of Stonehaven, Scotland, and came to Canada when he was a lad of sixteen. Shortly after his arrival in Canada he entered the grocery business, and in 1843 became a member of the firm of Kingan & Kinloch, which he and his partner organized. He continued in the business until 1893, when he retired. Upon the death of Mr. Kingan, the firm was known as Kinloch, Lindsay & Co., under which style it continued until Mr. Kinloch's retirement. Mr. Kinloch was a familiar figure in the business district of the city up to almost the day of his death, as he found it difficult to relinquish his old habits and haunts, although well past the age when men generally retire to enjoy in the evening of their days a well earned rest. Those who frequent the reading room in the Exchange Hall of the Board of Trade saw his familiar figure there not more than ten days before his demise, and he might have been observed about his old haunts very recently. Mr. Kinloch has seen Montreal advance from a comparatively inconspicuous position to one of great importance among the cities of the continent. Among the many changes and improvements which have taken place during his life, though one of the most vital importance to the commercial life of this city probably has been the evolution of the ship channel between here and the sea. In 1850 ships with a tonnage of 400, made their way with difficulty up the 11-foot channel to Montreal. In those early days people had not dared to think even of many of the accomplished facts of to-day and which have contributed so largely to the progress of the city.

In days gone by Mr. Kinloch was one of the most familiar figures in the grocery world, and he watched the evolution of the foodstuffs trade during many important years. He was known to most all the older grocers who were glad to number him among their friends.

ACME CAN WORKS PURCHASED.

Jas. Campbell and Wm. Pratt Still Retained in the Management.

The contemplated change in the affairs of the Acme Can Works, Montreal, has become an accomplished fact, and the firm will be known in the future as the American Can Company. The capacity of the plant will be greatly enlarged with the result that a more complete line will be offered the trade than heretofore. The same gentlemen who have directed the destinies of the old firm will continue with the new organization. Jas. Campbell will have charge of the sales department and William Pratt will continue as factory superintendent. M. A. Reap will be associated with the above gentlemen in the capacity of office manager. Mr. Reap's headquarters will be the Montreal office of the company.

COMMISSION DEALERS' ASSOCIATION.

Will Make Shippers Pay Uniform Cartage Charge.

The majority of the wholesale fruit and commission merchants of Toronto have recently formed themselves into an organization known as "The Toronto Fruit and Produce Association." The president is H. W. Thorpe, of McWilliam & Everist, and the association is formed for the ostensible purpose of mutual protection. A circular signed by the members of the organization has been sent to the growers and shippers of fruit and vegetables, which stated that, "owing to the high and increasing cost of handling goods and delivering them, a uniform cartage charge will be made to the shippers on all goods on commission." Then follows schedules for Canadian and foreign goods, which, with the exception of carload lots of potatoes, range all the way from half a cent each for all packages smaller than 11-quart baskets to five cents for barrels, sacks and large cases.

According to correspondents in Burlington and vicinity, the shippers and growers around Clarkson, Oakville, Bronte, Merton and Lorne Park resent the action of the association, and at a joint meeting held at Clarkson last week a resolution was passed to the effect that they would "refuse to submit to any such imposition," and if no further agreement could be reached they would place a man in Toronto to act as salesman for the fruit from these places, or the fruit would be sold f.o.b. at stations.

Just how the matter will result cannot as yet be ascertained, and the members of the so-called association are rather reticent about discussing the situation. The claim is made that with the increase of wages, feed for horses, and expenses generally, it is too much to ask the commission men to pay for delivery out of the commission they receive for making sales, especially when the rate of commission is no more than it was seventeen years ago. Delivery charges sometimes eat up all the profits and the dealers think these charges should properly be borne by the growers, seeing that they get an increased return for their goods over what was received some years ago.

DEATH OF BROCKVILLE CONFECTIONER.

John Grant, of Abbott, Grant & Co., proprietors of the Brockville Biscuit and Confectionery Works, Brockville, Ont., died in that city on May 13. He had been feeling unwell and underwent an operation the day before his death. Mr. Grant was a native of Brockville, sixty years of age, and leaves a large grown-up family.

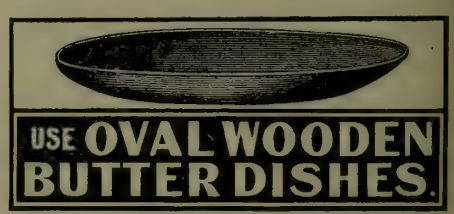
NEW TELEPHONE NUMBER.

Owing to inability to secure a sufficient number of lines into our Toronto office, in consecutive numbers, it has been found necessary to change the telephone numbers for that office. The numbers are Main 7324, 7325 and 7326.

NEW TORONTO OFFICES.

Rose & Laflamme, of Montreal, have moved their Toronto offices to more convenient premises. They are now situated in the Carrie Building, 65 Front Street east on the corner of Church, where W. T. Merrick, the Toronto manager, will be glad to see the firm's customers.

The United Factories, Limited, Toronto, have just issued a neat illustrated folder showing the various lines of Boeckh's brushes for housecleaning purposes, such as scrubbing brushes, hair brooms, waxing brushes, closet bowl brushes, cornice dusters, bannister brushes and several other useful lines. Space is also left on the front cover for the address. Any of the trade desiring these circulars to send to their customers may have them on application by mentioning the name of The Canadian Grocer.



OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

ONE DAY'S SHIPMENT TO LONDON, ENG. OVER A MILLION FEET OF PAPER.

FOR CANADIAN OR EXPORT TRADE

The STAUNTON Line
SUPERIOR WALL PAPERS

offers exclusive advantages in beauty, quality and adaptability. Made for a purpose beyond selling—it comprises the best selling patterns made in Canada.

Competes successfully in England with English manufactured paper.

Superior shipping facilities for the Colonies and South America.

Correspondence solicited from wall-paper dealers throughout the world.

STAUNTONS Limited

Executive Offices, 929 Yonge Street,

TORONTO - - CANADA

Represented everywhere in Canada

LONDON, ENGLAND. MELBOURNE, AUSTRALIA.
DUNEDIN, NEW ZEALAND. PORT OF SPAIN, TRINIDAD.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

"The Confection of Quality"

We believe we have the finest values in

High-Grade CHOCOLATES

to be secured in Canada.

We call particular attention to our

"Chocolate Bordeaux"

as being in a class by itself.

Purity and unvarying good quality have made it the foremost chocolate line on the market.

It's not a matter of luck to sell **"Chocolate Bordeaux."** The quality has created an enormous demand; the goods sell at sight, and the dealer makes a handsome margin of profit.

"Chocolate Bordeaux" should be carried in stock by all wide-awake dealers who want the best and quickest-selling Chocolate specialty manufactured.

Every taste a delight. Each piece eaten produces a desire for more. You don't have to take our word for it. Write us for tasting samples and full particulars, and judge for yourself how well we can serve you. Refuse all substitutes. Get the genuine.

Write us. Do it now!

The Montreal Biscuit Co.

Montreal

Manufacturers of the Purest and Most Wholesome Confectionery in Canada.

HOW IS YOUR STOCK OF TEAS?

Our stock of Japan, Green "Gunpowder" and Black Teas is complete in all the different lines and grades. We are in a position to fill orders for all grades required by the trade. We offer exceptional values in the different grades at prices interesting to the trade. We especially recommend

"Victoria" and "Princess Louise" Japan Teas

brands which we guarantee to be strictly pure and of superior quality and for which there is a great demand.

CANNED GOODS

We are now booking import orders for **Canadian Canned Goods** also for **Imported Canned Goods** "Soleil" Brand canning of 1908. We have a large and varied stock of Canadian and imported "Soleil" Brand Canned Goods canning of 1907 and we are prepared to fill immediately all orders which we may receive for same.

Minerva OLIVE OIL

We are in a position to fill all orders for this celebrated **Olive Oil** renowned for its purity, its rich and delicate flavor and for its original packing; each bottle bearing the seal of guaranteed purity from the Municipal Laboratory of the city of Marseilles. The sale of this superior **Olive Oil** is constantly increasing. **We are now booking import orders for same.**

CHOICE PASTES
from the firm of Blanc et Fils, Valence sur Rhone.

These Pastes have acquired a high reputation on account of their uniform quality. We have a complete and varied stock of these goods for immediate delivery and we are now booking orders for importation.

Castile Soap
from the house of J. Tourasse of Marseilles.

These Castile Soaps "La Vertu" and "La Mouche" brands are highly appreciated in Canada where great quantities are used—We are in a position to take orders for immediate delivery. It is also the right time to give us your import orders for same.

All these goods are of the highest quality: we sell them at correct prices.

For all information, quotations, etc., write, telephone or wire at our expense.

LAPORTE, MARTIN & CO., Limited

WHOLESALE GROCERIES, WINES and LIQUORS

562 to 568 St. Paul St. (formerly College St.) MONTREAL, Canada

A Grocer's Flower Department

GOOD PROFITS WITH HIGH-CLASS TRADE, BUT FIRST EXPENSES HEAVY.

The question as to whether the selling of flowers can be made a profitable part of a grocer's business has become a very interesting one recently in all parts of Canada. In the cities, particularly, the grocer who regularly carries a line of flowers is most in evidence, but in the larger towns and in the country also a window decorated with plants and cut flowers is coming to be frequently seen. With a view to finding how profitable a department this was, and what opportunity it offered for the average grocer, some inquiries have been made.

Good Profits With High-Class Trade.

The general opinion of those who handle flowers is that such a department can be run satisfactorily and with good profit where the trade the store draws is of a high class. Flowers, of course, are considered more or less as a luxury, and unless customers have a little more money than they need to live on, they are hardly likely to buy many flowers.

For the grocer in the former class, however, the business has several factors of inducement. Nothing brightens up a store so much as flowers, and their very presence in the store is sure to be considerable attraction. Again, the profits that can be secured on these goods are rather better than on the staple groceries. People have been accustomed to paying rather high prices to the regular florists and when the grocer, by reason of facts which will be mentioned later, is able to sell them a little below the prices the florists regularly ask, they are quite ready to pay this.

Economy in Delivery.

Of course one of the large factors in the good profits in handling flowers is the fact that the same delivery suffices for both flowers and groceries. When Mrs. Brown comes in to order her groceries and green stuff for the next two or three days, she is attracted by the window or the inside display and orders a dozen carnations or some chrysanthemums for her dinner table. These goods are sent out in the same rig with the groceries and there is no additional expense for delivering. Ontario grocers this spring have been able to buy carnations at a cent apiece, and sometimes less. These sold readily at 25 to 40 cents a dozen. Easter lilies were bought at 7 and 8 cents a bloom and sold for 15 cents. Potted plants of various kinds, such as geraniums, fuschias, spireas and others, bought for 20 to 35 cents, sell for 50 to 65 cents. Pretty fair profits, those.

Some Difficulties.

Of course there are drawbacks to this as well as any other line of the business. Flowers are perhaps the most perishable stock a grocer can carry. He cannot calculate on carrying any of the cut flowers over more than one night, and even then he runs a risk. The ideal way, of course, is to get the goods fresh from the wholesale florist in the morning and clear the whole stock out by night, reducing prices a little, if necessary, at the end of the day. This question of the perishable nature of the goods is one a grocer must consider carefully before he begins to handle flowers. The trade in this line must be cultivated. It cannot be worked up all in a Saturday. And at first, before the regular customers are induced to buy a certain amount of flowers, the department is likely to lose more or less money. It is a case of investing a little now to get handsome returns later on.

It is astonishing too, as some grocers tell us, how regular customers can be induced to buy flowers. A little education carried on steadily, with hints and suggestions thrown in as the customers are examining the stock, and women will always stop to look at flowers and perhaps a carnation, or a rose that is just at the danger point, given away, occasionally will work wonders.

If the flowers are held over one day, of course considerable refrigerator space is necessary. This is another drawback. They require considerable attention too, but a young lady clerk usually knows a good deal about handling such goods. If you have one who doesn't send her out to the greenhouse some quiet afternoon to have a talk with the florist about it.

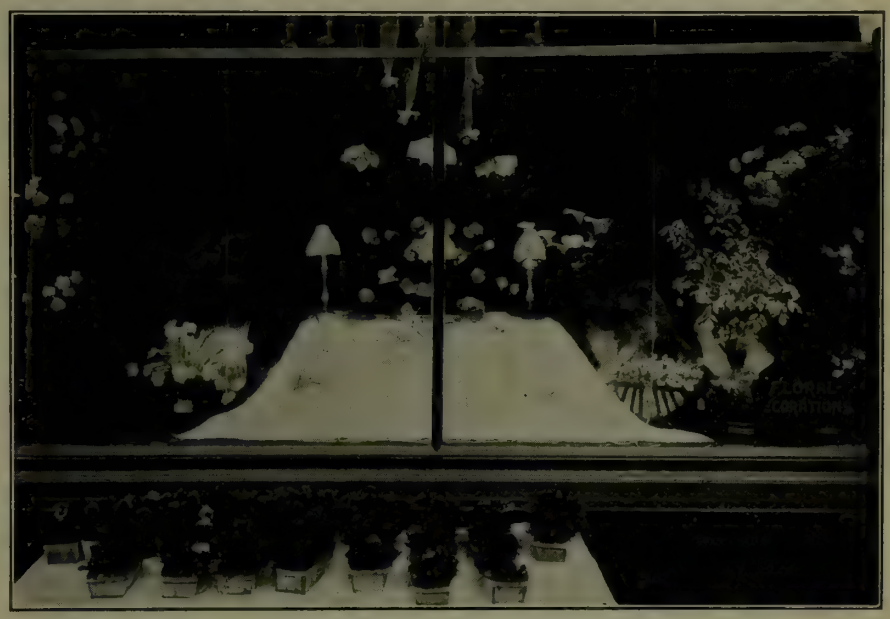
A Few Hints.

According to the testimony of several grocers, it doesn't seem to pay to display flowers outside the store. Even though they are not in the sun, the wind dries them up very quickly.

One grocer who does a nice little trade in this line, has a large tin pan about five feet by six, which just fits his window. When he is showing flowers he simply sets this in the bottom of the window, with the pots and vases of cut flowers in it, and he can then water the stock—and the law won't prevent him either—as much as he pleases.

Some grocers keep a small edition of a ribbon counter with a view to making the outgoing sprays of flowers look as dainty and presentable as possible. This is scarcely necessary, however, unless special attention is given to this department.

Several city grocery stores have recently gone more or less extensively into supplying floral decorations and schemes for weddings and holiday decorations and even wreaths, sprays and built-up designs for funerals. In these cases, of course, someone has to be in



SUGGESTION FOR A GROCER'S FLORAL WINDOW.

charge who understands this side of the florist's business.

For the Country Grocer.

For this grocer in the country or in a small town, some distance away from the greenhouses, the foregoing will prove of little service. There is a branch of the business, however, which can be developed to yield a revenue well worth while. That is the handling of flowers on commission.

A druggist in a small town in Western Ontario told the writer that he had cleared between $30 and $40 during two weeks at Easter simply over the business he did by special order and through the sale of Easter lillies. He telephoned the orders to the nearest florist and secured the goods promptly, with no trouble and at little risk to himself. This, of course, can be easily held to a strictly cash business.

There is no reason why a grocer in the same town should not have had this business. He has better facilities for looking after and delivering the goods and they are more in accordance with the lines he regularly carries. The matter of securing business of this kind, not only at holiday time, but also for weddings, funerals, church decorations, parties, etc., might well be considered by the country grocer. The people in your town may need educating but the business is sure to grow and be profitable, if energetically pushed.

THE WINDOWS ILLUSTRATED.

The first engraving illustrating this article is from a photograph of the window of F. Simpson & Sons, Toronto. The window was dressed by R. Riegelmeier, who has charge of the flower department. The second engraving illustrates a window in the store of Robert Barron, Toronto. Both these firm have been handling flowers for some years.

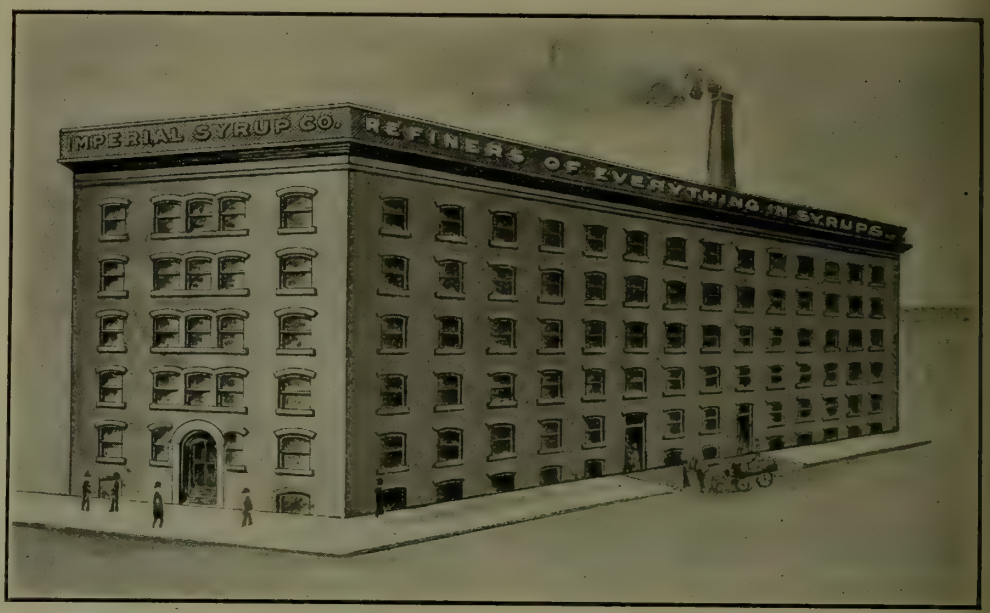
A WELL DRESSED FLORAL AND FISH WINDOW.

IMPERIAL SYRUP CO.'S NEW HOME.

Modern Factory and Equipment Recently Completed in Montreal.

The engraving shown herewith is from a photograph of the new factory of the Imperial Syrup Company, Montreal, which is located at 29 to 31 Vitre Street West, in the centre of the city.

Although only eight years established in Montreal, the business of the Imperial Syrup Company has grown very quickly, and the wonderful increase in sales necessitated the procuring of larger quarters in which to manufacture the goods to fill these orders. The present factory was acquired last October, and has been remodelled to suit the needs of the company, so that it stands to-day one of the finest of its kind in Canada.



NEW FACTORY AND WAREHOUSE OF IMPERIAL SYRUP CO., MONTREAL.

The building is 140 feet long and 50 feet wide, being five storeys high, and containing 30,000 square feet of floor space.

The ground floor is used as a warehouse, there being two doors affording excellent receiving and shipping facilities. Back of the warehouse is the steam plant, and the engine which supplies power. The next floor is devoted to the workers having charge of the filling of packages with syrup and the packing thereof. At the front of the building on this floor will be found the commodious offices. The third and fourth floors are used for the manufacture of confectionery, while the fifth floor is where the syrup is refined.

Throughout, the equipment is most modern, each floor containing some piece of machinery which is right up to the minute, the last invention to facilitate manufacture and cheapen cost of production.

One of the finest plants in the building is that for the coating of chocolates. It is made by Werner & Co., Rochester, N.Y., and so regulates the temperature of the chocolate in use as to ensure a perfect confection.

Everything is spotlessly clean.

It is largely through the efforts of Col. Walker that Imperial Maple, Kitchen Molasses, Goldenette Table Syrup and other lines made by this company are in such steady demand from Halifax to the Klondike. G. H. Ramsay, is manager of the present business, and has done much toward making it as successful as it is. There are agents in Winnipeg, Calgary and Edmonton, while the Pacific Coast business is looked after by Ramsay Bros. &

Co., Vancouver, of which the Montreal house is a branch.

The making of chocolates is a new departure with the company. This fall they will be turning out their own chocolate confectionery, and Manager Ramsay says he is going to make the goods such as to warrant their causing more talk than the Merry Widow hats are at present.

TRADE NOTES.

Wm. Willison, grocer, Ayr, Ont., has assigned.

Harry B. Kelly, grocer, Bancroft, Ont., has assigned.

Wm. J. McFarland, grocer and fruiter, Toronto, has assigned.

McCoy & Boa, grocers, Montreal, have dissolved partnership.

R. Warren, grocer, East Bay, Man., has moved to Million, Man.

J. W. Brown, grocer, 176 Christie St., Toronto, has sold his business.

A. Goodman & Co., fruit merchants, Montreal, have been registered.

R. Watson, general merchant, Birnie, Man., is retiring from business.

E. A. Bruce & Co., produce merchants, Montreal, have been registered.

J. Wylie & Co., grocers and commission dry goods merchants, 561 Bloor Street West, Toronto, have assigned.

S. Brownscombe's grocery store, Owen Sound, was damaged by fire last week, due, it is said, to a stock of fireworks in the show window being ignited by the sun.

E. Denning, for years with A. W. Grant, the produce house, Montreal, has started in business for himself, having opened an office at B29 Board of Trade Building. He will represent Kearley & Tonge, London, Eng.

A writ has been issued by the Eze Manufacturing Co., Limited, manufacturers of Star Ammonia, against the Union Chemical Co., for an injunction against imitation of the packages and labels which are used in the sale of Star Ammonia.

C. H. McDonald, direct tea importer and blender, St. John, N.B., has removed from 12 Water Street to larger quarters at 55 Dock Street, where his package tea, Red Clover, will be put up in larger quantity than ever, to take care of the increasing demand for the line.

The Regina Fruit & Produce Co., Regina, has just started business, carrying on a general wholesale and retail produce trade. G. Pepper, the manager of the new concern, has had considerable experience in this line, both in the west and in England. He was formerly in the same business in Cambridge, England.

New Calgary Wholesale Houses

MODERN BUILDINGS AND EQUIPMENT IN THE WEST.

The engravings shown herewith are from photographs of two large grocery warehouses recently erected in Calgary and are a good evidence of the growing importance of that town as a commercial centre.

The larger engraving shows the splendid new wholesale grocery, offices and warehouse of the Georgeson Co., Limited. The building is of four stories, of brick with red brick and cement front, which presents a very handsome appearance. The construction has been particularly thorough in every way and the interior equipment is quite complete. A handsome suite of offices occupies the front of the ground floor. Excellent shipping facilities have been provided and the system of construction followed makes the building practically fireproof.

The smaller engraving shows the new warehouse of Plunkett & Savage, fruit and produce dealers. It is of brick and stone construction, also with offices in the front of the ground floor and is well adapted to the handling of the lines of goods the company carries.

Next to the Plunkett & Savage building may be seen the wholesale grocery warehouse of Campbell Wilson & Horne Co., another of the large jobbing houses of the city.

NEW GROCERY WAREHOUSE OF THE GEORGESON CO.

Calgary's growing importance as a wholesale centre is becoming very evident.

There are in the neighborhood of 150 commercial travelers who make their

head-quarters in the city. The greater portion of these represent local firms while some are traveling for Eastern Canadian houses.

Thirteen banks, one hundred wholesale houses and over forty industrial and manufacturing plants go a long way to make Calgary the commercial metroplis of the last west.

The wholesale houses include the following: Groceries, dry goods, men's furnishings, boots and shoes, fruit and produce, bread, biscuits, candy and confectionery, furniture, agriculture implements, harness and saddlery, paints and oils, glass, wagons, buggies and sleighs hardware lumber, building materials, rubber goods, stoves, cement, cigars, liquor, meats, flour, plumbers' supplies drugs, electrical goods, paper and stationery, tents and mattresses.

Among the industrial and manufacturing plants there are a soap factory,

NEW CALGARY WAREHOUSES—BUILDING OF PLUNKETT & SAVAGE, FRUIT AND PRODUCE DEALERS.

a biscuit factory, three confectionery factories, two iron works, two breweries, two cigar factories, a meat packing plant, a breakfast food factory, a cement works, three brick-making plants, three harness and saddlery factories, three flour mills, a coffee and spice factory two tent and mattress factories, a bedding factory, two dyeing and cleaning plants, two cold-storage plants, two electric light and power plants, two electric power plants, a gas plant, a natural gas plant (at present under construction), two lumber mills, two show-case and office fixture factories and several planing, sash and door factories, including the largest one in Canada.

SOME ORDINARY HAPPENINGS.

An ordinary man usually thinks it a very easy thing to run a grocery. Easy to stand behind a counter all day? Of Course. It doesn't look to be very hard, but just wait until a crank comes into the store with a frown on his face; next a taster who tastes and prices for half an hour, and gets a good square meal and doesn't buy a cent's worth, says an exchange. Then others come in and tell you how much cheaper other stores are selling groceries and refuse to trade with you unless you cut. Then comes an order over the 'phone thick and fast in a woman's high-keyed voice, who rings off without giving her name. In an hour or two she rings you up again and asks why you haven't sent those groceries. While you are explaining matters to her in comes a man who sings off an order of flour, potatoes, sugar, coffee, etc., and who shoots out of the door and down the street. If you haven't caught the order you are expected to guess at it; then there is a roar.

Next comes a man who wants credit. He has traded at other stores and paid cash, and now has a job where he gets his pay only every two weeks. He pays promptly for several weeks, then he has a small balance. This keeps on for a while and finally his bill is all balance.

The next customer who comes in and asks for credit you politely ask where he traded last. He says: "I used to trade at Mr. A.'s, but he cheated me, so I thought I would try you."

"Shall I call Mr. A. and ask him if you are all right?" I ask. "No, you needn't go to that trouble," he says. "I don't have to trade here." And he goes out and slams the door. Just to satisfy yourself you call up Mr. A. and find that he owes $100.

Then there is this kind of a customer—a man who has always paid cash, who meets with reverses and asks you for credit. You can't turn him down, as he has been a good customer. You let him have the goods. The bill keeps growing larger and larger and finally gets so large the man goes elsewhere to trade. Then you are out again.

I have found that the man who owes the largest bill is the one who can take in all the theatres, circuses and excursions.

Then there is the customer who rings up just before dinner and wants you to deliver a package of yeast foam 13 blocks away at once.

Another thing we have to contend with is the girl who comes in to call up her sweetheart and talks for 15 or 20 minutes when our regular customers are waiting to use the telephone.—Grocers' Advocate.

SELL WHOLEHEARTEDLY.

Do you really believe that you pay sufficient attention to the art of salesmanship in your daily transactions?

In the retail grocery business, it is a fact, that too many merchants, take it for granted that their customers come into the store to purchase certain things, and when supplied with those articles or their equivalent, there is, no necessity for any further effort to sell some other commodity.

A writer who takes a keen interest in the art of salesmanship as practiced by the retail merchants, states in an exchange, that he has been making trips to various stores in his home city recently, buying small articles, one at a place, solely for the purpose of studying the methods of salesmen. They are pitifully wanting. In ten stores visited only one salesman made any real, wholehearted effort to sell goods not asked for. We did not resist his blandishments, but bought several additional articles. By eight of the others the article requested was produced and wrapped up, the change given, and that ended the transaction. In the ninth the salesman inquired in a perfunctory manner, "Is there anything more?" There is need for a stirring up in stores among the salesmen. This is not the way to make a record as a clerk nor is it the way which leads to promotion and independence. Not one of the ten was rude or discourteous. Not one showed neglect. But only one made a real effort to interest the buyer in other goods. He did it in an intelligent manner.

Ellis & Steward, general merchants, Wolseley, Sask., are succeeded by Steward & Co.

The INGERSOLL PACKING COMPANY, Limited

BEAVER BRAND HAMS AND BACON

"Beaver Brand" Ingersoll Hams and **Bacon** are to-day more widely and favorably known and consequently in better demand than any other brand of pork products sold in Canada. You have to spend no time in introducing this brand to your customers. Every piece bears the government mark **"Canada Approved."** Combined with this safe-guard is the careful selection of every ham and side of bacon, the **guaranteed sugar cure,** the uniform quality. The price is a little higher but then the **proved results,** a satisfied and regular customer and an increasing trade. If you are not selling **Ingersoll Products** give them a trial. Ask your friends who are selling them, communicate with our representatives or write direct to,

The INGERSOLL PACKING COMPANY, Limited

Pork Packers

INGERSOLL ONTARIO CANADA

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED.
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

With the wave of warm weather which is prevailing fairly generally throughout Eastern Canada at the present time some considerable activity has been engendered in the butter and cheese markets. From reports received from the country the pasturage is improving very rapidly, indeed, and the cows are beginning to display evidence of this favor of nature. During the last week prices for butter and cheese have eased off considerably, quotations to The Grocer for fresh creamery being around 24c as against 26½c and 27c for the same time last week. Dairy tubs are now at 17c and 18c, instead of 21c to 24c as last week. Fresh, large rolls have also joined in the downward tendency, now being quoted at 20c to 21c, as against 22c and 23c for last week. There is a feeling among dealers that the prices are going to continue in their downward tendency, therefore, many of them are holding back to take advantage of this anticipated condition. This together with the fact that supplies are arriving in large amounts from the country, has depressed the prices to their present low levels.

Cheese has fairly well duplicated the behaviour of butter during the past week and is much lower. Large, new cheese is now quoted to The Grocer at 11¾c to 12c, as against 12c to 12¼c last week, and new cheese (twins), which was selling at 12¼c to 12½c last week is now quoted at 12c to 12¼c. Old cheese remains practically the same at 15c to 15½c to the retailer.

The demand in the cheese market cannot be said to be more than fair. The Board of Trade receipts for the week ending May 16 for butter were 2,391 packages, as against 3,710 packages for the corresponding period last year, while the total up to the same time is 4,118 packages against last year's total of 10,651 packages for the same period.

Cheese receipts show the same condition of affairs, practically.

For the week ending May 16, total receipts were 15,794 boxes, as against 25,954 boxes for the corresponding period last year. The totals compare unfavorably also, being up to the present time 36,798 boxes, as against 56,915 boxes for the total of last year. The shipments of cheese to the Old Country have been very small during the past week as compared to the two previous seasons, showing a falling off of nearly two thirds for the corresponding week of last year.

According to advices from England there is not much interest displayed in the Canadian market, as the lethargy which seems to have taken hold of them appears to still hold them in its grasp There is very little of the Canadian product in England, and the small shipments which are arriving there will not alter this situation if the production here does not soon improve.

In Brockville there was not much activity displayed at the recent Board meeting, and buyers and sellers held widely divergent views in regard to prices. These conditions lead to decidedly slow bidding. The uniform offer for choice of 10¾c was turned down by the sellers, so the Board was closed without any sales being effected.

Shipments of cheese from Montreal for the last week make a very poor showing compared with the same week of the previous year. For the week shipments to Great Britain were 11,413 boxes, as compared with 32,758 boxes for the same week of the previous year. Total exports since May 1 are 49,970 boxes as compared with 74,919 boxes for the corresponding period of last year.

THE PROVISION SITUATION

There has been little change in conditions in the Canadian packing industry since last week. The English market remains stagnant and with the continued heavy imports of Danish bacon is not at all encouraging for the sale of Canadian pork products, and while some export business has been done during the past week by one or two firms, this has been at a disadvantage and has not been at all general. Not only does the condition of the English market affect this trade. At present the number of hogs coming in is not much more than sufficient to provide for the provincial demand which has been fairly active during the past week and until this is supplied there is not much chance of doing export business.

There is always a demand for a certain amount of Canadian bacon on the British market, but of late supplies have been short and holders are sustaining high prices.

The whole matter seems to fall back on the Canadian farmer who is certainly seriously neglecting his opportunities as regards hog raising. If the farmer continues to pursue the same policy he has done for the past year or so, Canada's bacon trade in England, decreasing as it has been, will become practically nil.

A correspondent, writing from England recently, regarding the matter, says: "It seems to be the case that the Canadians think that to sell at big prices even for a small amount is the best plan. The Danish and Irish shippers are satisfied to work on the opposite basis."

The way the Danish farmers and shippers appreciate the opportunity afforded by the British market and the manner they have built up this trade, has been shown by the continued heavy shipments, aggregating 37,000 to 54,000 weekly, during the past few months. The United States packers also have been doing heavy business, but this has fallen off seriously lately on account of significant local conditions. Conditions prevalent in American markets are given in the following summary from the New York Journal of Commerce:

"There has been very little interest in these markets within the last week, either legitimate or speculative. Receipts of hogs have been larger and prices lower both east and west, but demand has not been stimulated by the decline. Packers have favored lower hogs and bought sparingly at the same time, not supporting the market for products, though not selling sufficiently to produce much decline. The shorts have been about the only buyers of futures and that demand has not been general, leaving the markets very dull. Spot demand has been no better than for some weeks past and prices have

weakened on all articles, both speculative and non-speculative. Exporters have practically been out of the market except for a little city lard, while a leading refiner said he never knew it duller. Nobody is buying anything but for immediate wants and this characterizes the whole trade, causing a depressed feeling. The increased receipts of hogs have been attributed in part to the weather being so wet that the farmer could not plant his corn and has marketed hogs more freely. The larger proportion of light weights and smaller proportion of heavy weights seem to indicate that they are marketing quite freely, especially as corn keeps advancing and offers a bigger inducement to sell than to feed, though the receipts of corn have not materially increased, owing to bad roads and wet weather."

Local packers this week are offering $5.75 to $5.85 f.o.b., with a slight tendency to firmness. For hogs off cars at factory, $6.10 is offered. Deliveries are light with apparently no prospects of improvement.

PROVISION MARKETS

MONTREAL.

PROVISIONS—No change since last week. The demand is good. Business which is passing is steady in character and very even in volume.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 13
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 13
"	5-lb. "	0 12½
"	3-lb. "	0 12
Lard, compound, tierces, per lb	0 08½	0 09½
" " tubs	0 08½	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " 5-lb. "	0 08½	0 09½
" " 3-lb. "	0 08½	0 09½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear		22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—A fairly sharp decline may be recorded in the butter market, which is due to the increasing supply, and to the fact that dealers are not buying more than is necessary for their immediate needs, all anticipating a still greater decline if they wait a little while. Roll butter is plentiful and the prices are much lower.

Fresh Creamery		0 24
Dairy, tubs	0 17	0 18
Fresh large rolls	0 20	0 21

CHEESE—Cheese has eased off some during the week. The demand, however, is only fair. Export returns show a very small business passing as yet.

Cheese, old	0 15	0 15½
" new, large	0 11½	0 12
" " twins	0 12	0 12½

HONEY—This product is still very scarce and very little business is being done in this commodity. Prices remain the same.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 09	0 11
Clover, strained, bulk	0 10	0 11½

EGGS—Eggs have declined slightly since last week, due to increased receipts. The demand is fair.

New laid	0 17	0 18

TORONTO.

PROVISIONS—The market is quiet this week and prices remain unchanged, except that dressed hogs have dropped half a cent. The prospect is only fair, though it is expected a few warm days will dissipate whatever gloom seems to pervade the trade. Sales are made in small quantities only, the buyers hoping and waiting for lower prices later on.

Long clear bacon, per lb	0 10½	0 10¾
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb	0 10½	0 10¾
Small hams, per lb	0 14	0 15
Medium hams, per lb	0 13	0 14
Large hams, per lb	0 12½	0 13½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		0 17
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	21 00	22 50
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "		0 12¼
" compounds, per lb	0 09	0 10
Plate beef, per 200-lb. bbl	14 00	14 50
Dressed hogs	0 8	0 08½

BUTTER—A drop of one cent in almost every grade of butter is reported this week. The supplies are fair, but the demand is light. Changes are expected during the week and traders are buying economically because of the tendency towards lower prices. Very little, if any, creamery solids are being offered. The following prices prevail on the market at present:

	Per lb.	
Creamery prints	0 28	0 29
Creamery solids	0 27	0 28
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 24	0 25
" " ordinary	0 23	0 24
Large rolls	0 23	0 24
Baker's butter		0 20

EGGS—Like butter, traders are holding out for lower prices, and the prospect is that egg prices will decline within the week. They are at present firm, and though the demand is rather light the supply is increasing daily and is at present more than the demand. Prices are the same as reported last week.

Eggs, new laid	0 18

CHEESE—Prices have a slight upward tendency, especially for old cheese, which is now getting scarce. New cheese is coming in a little better but the demand is not heavy.

Cheese, large, prime old	0 14½
" " new	0 13
" twins, new	0 13

HONEY—A light demand prevails and though last season's output was small, supplies on the market seem sufficient for the demands made. Honey is firm in price, considering the competition with maple syrup and the small number of inquiries received compared with a year ago.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 25
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—The market for poultry is again opening up and quite a few lots of fowl have been offered during the week. The turkey gobblers are not so good as they will be later on, being a little flobby on the breast, and are, consequently, marked lower in price, but spring chickens are in splendid condition.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 15	0 20
Spring chickens, live weight		0 40

WINNIPEG.

BUTTER—Dairy butter is not in very good supply as the farmers have been so

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FLY PADS

Pay retail Grocers a much larger profit than any other well-advertised article.

Wilson's Fly Pads are sold by all Canadian Wholesale Grocers

CORONA BRAND

HAM AND BACON

IS ONE OF YOUR

CONSTANT SELLERS

The exquisite flavor and juicy tenderness of Corona Brand simply can't be duplicated. Try a slice of Corona Brand for your breakfast. Then you'll understand why it is so popular with your customers.

THE MONTREAL PACKING CO.

Limited

MONTREAL, : P. Q.

WE HAVE NO RETAIL STORES.

New Butter

Creamery or Dairy. Supplies are coming in more freely, and prices are lower.

New Cheese

are now on the market—not so good as old cheese, but lower in price.

New Hams and Bacon

Always new, because we keep no old stock.

F. W. Fearman Co.

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Hamilton, Ont.

THE

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Packing Co. Ltd.

Beg to notify their customers throughout Canada of their removal to Ayer's Block

33, 35, 37 William Street,

MONTREAL

Here they will be in a position to take care of your wants, expeditiously and to your complete satisfaction. Splendid large warehouses fully equipped with most modern cold storage facilities.

Consignments of

BUTTER,

POULTRY,

EGGS

and other produce solicited. Quick and satisfactory returns. Large connection.

WRITE TO-DAY.

Particular People Prefer

Ryan's

Short Roll Bacon

At once the cheapest and the most delicious meat on the market. You really don't know how brisk your provision trade can become until you start selling this ideal bacon. Made only from the most carefully fed young hogs, mild-cured, sweet and tender.

ORDER SOME TO-DAY.

Prices Mailed on Request!

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

BACON
HAMS
PURE LARD
LEAF LARD
SHOULDERS
ROLLS
PICNIC HAMS
BONED HAMS
PLAIN BACKS
PEAMEAL BACKS
LOINS
TENDERLOINS
HOCKS
SPARE RIBS

The opinion of the public and your trade with the public go hand in hand.

The public have the highest opinion of

O'MARA'S BACON

And you can increase your trade by stocking it.

My price list will be sent you on request and I will gladly quote you prices delivered your station.

JOSEPH O'MARA

Pork Packer **PALMERSTON**

BOLOGNA
PORK SAUSAGE
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NEW ENGLAND HAM
HEAD CHEESE
COOKED HAMS
COOKED ROLLS
JELLIED MEATS
COOKED FEET
WEINERS
MESS PORK
LONG CLEAR
ETC, ETC.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
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There is only **one**

BOVRIL

the Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

BOVRIL LTD., have the honour to hold the appointment by special warrant to
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336 Hastings Street West

and from all wholesale houses throughout Canada

busy seeding that marketing of dairy supplies has been neglected. For No. 1 produce houses are paying 24c per lb., and for good No. 2 20c to 21c per lb.; for poorer grades 18c per lb. Prices all f.o.b. Winnipeg.

EGGS—Produce houses are paying 15c f.o.b. Winnipeg.

CHEESE—Ontario cheese is selling to the retail trade at 13½c to 14c per lb.

T. J. Leary, the chocolate man, Montreal, has opened another store, this time at 464 St. Denis St. Mr. Leary has now three retail stores in the city to cater to his growing number of consumer customers.

BUTTERFLY BRAND

FUSSELL'S

'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

Sometimes children and others who would benefit by a milk diet have trouble in digesting milk, owing to its curdling on the stomach. This milk is immediately assimilated with splendid results. Insist on Fussell's.

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Trial orders and correspondence solicited

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SALT MANUFACTURERS
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Butter, Cheese, Eggs, Pork Hams and Bacon.
BUYERS AND SELLERS
Before either buying or selling communicate with us
22 St. Peter St., - Quebec

We want to Buy EGGS from YOU
If you have any to sell, better write or phone us. Our policy is: "A square deal every time."
EGG CASES SUPPLIED
Rutherford, Marshall & Co.
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TORONTO.

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

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Buyers and Sellers of
BUTTER EGGS CHEESE
LARD and DAIRY SUPPLIES
GRAIN and HAY
Grain Dealers Please Write
87 DALHOUSIE STREET, QUEBEC

Cereals and Confectionery

The past year has been a rather remarkable one in the flour markets of the world, due to certain circumstances in the wheat production which had its inevitable result on the flour markets.

The most salient feature of the last season's wheat production was the general shortage in the crop of the world, and especially Canada, and the United States.

While this condition was most marked here and in the United States, Russia, India and the Argentine all failed to produce enough to fill up the deficiency caused by the shortcomings of the former countries, and the result was higher prices for wheat. No sooner was this fact well established than the flour market commenced its upward climb, and with almost mathematical precision the price has mounted higher and higher until the close of the last season, when firsts were quoted at $6.10 a barrel, and seconds at $5.50, as compared with $4.60 a barrel for firsts, and $4.10 for seconds for the previous year. These advances, which finally led to the above high quotations, were generally from 10 to 20 cents at a time. Notwithstanding the shortage in Canada of wheat, there was an increase in exportations of flour of 143.959 sacks and 3,558 barrels. The year's export returns were 1,128,256 sacks and 182,333 barrels.

At the present time markets in all lines of flour and cereals are very quiet. The high basis at which flour is held practically prohibits any export business and with light demand from local markets and very light deliveries of supplies there is not much to talk or write about.

Reports of good prospects for all grain crops are being received with enthusiasm as an earnest of better business later on.

MONTREAL.

FLOUR—There are no further advances in flour, the market remaining the same as last week. There is a very good local demand, but not much export call.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 20
Glenora		5 70
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

FEED—There is nothing new passing in this market and prices remain practically the same as last week. The demand is good.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	27 00
" bran		23 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

ROLLED OATS—There is nothing new this week. Prices remain the same. Fair demand prevails.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		3 00
" 80-lb. bags	2 75	2 80
" bbls	5 85	6 00

TORONTO.

FLOUR—The market continues quiet, with no new features to report. Local demand is only fair and at present prices there is no chance of any export business. Prices are unchanged.

Manitoba Wheat.		
60 per cent. patents	5 50	5 70
85 "	5 30	5 50
Strong bakers	4 90	5 10
Winter Wheat.		
Straight roller	4 50	4 60
Patents		4 60
Blended		5 00

CEREALS—Dullness continues in all lines, with no changes to report. Local demand is light and supplies are coming in rather slowly. General reports of good crops in all grains are received with enthusiasm by dealers, in the hope that this means better business later on. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 90 3 00
" oats in bags, per bag 90 lbs	2 85
Oatmeal, standard and granulated, in bags 98 lbs.	3 00

FOLEY BROS. SOLE OWNERS.

Winnipeg Wholesale Firm Loses Partners.

Important changes have been made in the wholesale grocery firm Foley, Lock & Larson, Winnipeg. The Lock brothers in the firm have sold their interest to the Foley brothers and have retired from the business. Foley brothers are now the sole owners and proprietors of the business.

About five years ago the wholesale grocery firm of Foley, Lock & Larson commenced business in Winnipeg. The members of the firm included Peter Larson, four Foley brothers, John, Thomas, Timothy and M. D., and four Lock brothers, T. H. Lock, W. G. Lock, J. A. Lock and A. S. Lock. During the last few months three members of the firm have died, Peter Larson and John and Thomas Foley. By the present arrangement Timothy and M. D. Foley, who reside in St. Paul, are the sole owners of the business. They are large railway contractors with thousands of men engaged in work on the G.T.P. contracts.

In addition to their wholesale grocery and fruit business, Foley, Lock & Larson have built up a big manufacturing business in biscuits and confectionery.

H. C. Beckett, of W. H. Gillard & Co., Hamilton, is making an extensive business trip through the Canadian West.

Mooney's Perfection Cream Sodas

are the sodas which particular people insist on having. That's why more grocers sell Mooney's than sell any other brand. To sell one box of Mooney's to an appreciative customer is to create at once an active demand. They are the self-advertising sodas. Their delicious, lasting crispness is their recommendation.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

The Purity of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

MR. C. A. PARADIS

Quebec's Leading Flour and Feed Firm

C. A. Paradis, 81 Dalhousie St., Quebec,

has established for himself an enviable reputation as an up-to-date flour, feed, grain and provision dealer. Though only 33 years of age he has made himself a power in the business field which he entered in Quebec. Mr. Paradis believes that his business cannot be successfully carried on unless his establishment is modern in every respect. He has several warehouses, aggregating 40,000 square feet of floor space. He has fitted these up in the most up-to-date fashion to give his clients the best possible service. He has at his disposal, among other things, a large vault for the storage of provisions. He has the best organization, the best of facilities for handling trade, that a man can desire.

C. A. PARADIS, Quebec

VIEW OF THE OFFICE—WAREHOUSE OF C. A. PARADIS, QUEBEC

BELL TELEPHONE 1324 **BELLECHASSE 1008**

C. A. PARADIS

Commission Merchant and Wholesaler.

Flour, Grain, Seeds, Provisions and General Produce

Buyer and seller of all qualities of Flour from Ontario and Manitoba Millers; also Canadian and American **Corn**; Quebec, Ontario and Manitoba **Oats**; **White Beans**; **Peas**; **Seed Grains** of all kinds, **Middlings**; **Barley**; **Bran.**

Corn Meal, Oat Feed, Barley Feed, Wheat Feed

A Specialty.

Full line of Groceries

Canadian and American **Pork** in barrels; Pure and compound **Lard**; **Salt Fish** of all kinds; **Pressed Hay** to suit every buyer.

Open to accept agencies for grocery and allied lines. Home and foreign manufacturers are guaranteed up-to-date and thorough representation.

Small Profits
Quick Returns
Orders Promptly Attended to
Satisfaction Guaranteed.

81 Dalhousie Street, Quebec

The Grocer's Confectionery Department

HINTS FOR BUILDING UP PROFITABLE BUSINESS.

There seems to be a tendency in a good many grocery stores at present to neglect the confectionery department. Some grocers pay no attention to this whatever, and a good many others, who do carry a small stock, leave the department to take care of itself and as a consequence what little business they did have dwindles away. This is a serious mistake.

A Lesson From the Druggists.

What the grocers are losing in this respect the drug stores are gaining and it is a lesson to see how extensively Canadian druggists are taking up the confectionery trade. This is something the grocer should not let escape him and he need not if the business is properly handled. There is no reason why a young man, say on a Saturday evening, after getting his half-dozen oranges at the grocer's, to do him over Sunday, should call at the drug store two doors down for a couple of packages of chocolates.

The Children's Trade.

A good many grocers wil say: "Oh, I can't be bothered with the stuff. The youngsters come in for a cent's worth of trash and it takes more time than it's worth."

While there's a good deal in this there's another consideration, and that is, that if you get the youngsters coming to your store the fathers and mothers are pretty sure to come, sooner or later, and, looking at it from this standpoint, it pays to treat the youngsters pretty well also. Whether the benefit derived from this fact is large enough to pay for the trouble it causes is something the grocer will have to settle for himself. In some stores the middle of the forenoons and afternoons are rather slack times and it is then when the most of this juvenile purchasing is done.

An Example Quoted.

But if the retailer does not care to bother with this class of business there are other ways in which good profits can be realized. A store which comes to mind at the moment, and which does a mighty fine business, too, carries a line of first-class chocolates in a show case placed suggestively near the door so that one can't well get in or out of the door without seeing them. The goods are arranged tastily in a fair-sized show case and the various piles of the different lines are kept clean and tempting in appearance. Only good chocolates are sold and the name of the maker, a name that carries weight, is well displayed. Many a half-pound of these goods has found its way into the writer's pocket before he left the store, even though he had no thought of them when entering. The sight of the goods, like the "fizz" to a soda fountain, created a hankering and after all, that's the best part of the sale.

This is simply quoted as an instance of what one bright store does. That confectionery department certainly pays It requires little attention beyond keeping the goods looking fresh and dainty, which can be done in odd moments.

Some Hints.

The stock carried should not be large in order that they may be sold before they get stale. This is not such a hard thing, either, as a good many suppose. Really good chocolates require a little time to ripen and if they are gotten from the manufacturer a short time after dipping they can be kept several months without any deterioration. Don't expect to sell chocolates, though, which have been lying around your store in a pasteboard box absorbing foreig odors and drying up for a year.

The matter of wrapping, too, is one that will repay attention. Don't put good chocolates, or in fact, any good candy in a bag. Its enough to shock its self-respect and the results, particularly in warm weather, are likely to be unsatisfactory to the customer. Boxes labelled with your own name are not prohibitory in cost, if a fair order is given. These are preferable to buying the ready-filled boxes in two or three ways. First, the customer sees the box filled and is quite satisfied as to the freshness of the goods. Second, you can often give the buyers a choice of various lines they like which they would not get in the ready-filled boxes. Third, your own name on the box is, if you sell really good candy, a bit of cracking good advertising which you might as well have.

If the customer has lots of time don't handle the goods with your fingers or, least of all, with a scoop, but take a small pair of candy tongs which come in workable shape with the larger boxes The moral effect of all this trouble is well worth while.

Seasonable Suggestions.

It is at holiday time, of course, when the confectionery department has its biggest chance, but other times offer good opportunity. Lots of people do a deal of buying on Saturday night, and usually take home some candy of some kind for the Sunday treat. Here's a chance to get in a good suggestion and to dispose of many a choice half-pound.

It will help, too, to keep changing to new lines and to let the people know about them. A certain class of customers are always looking for novelties, even in luxuries, and the mere mention of a new line of candy makes these people anxious to test it.

Some of the best fun the writer has had in the way of an outing has been toasting marshmallows over the hot coals of a camp fire in the country. Why not lay in a stock of these and make a suggestion of the kind to people you know are preparing for a picnic. It should be very easy to send half a pound along with the bottle of olives and the ham for the sandwiches. Be sure the marshmallows are fresh, though, or they won't give satisfaction.

The summer season offers a good chance to develop the confectionery department. Visitors are always more or less numerous in every town and they nearly all are ready to buy a box of chocolates particularly if they are made to think about it. A tasty window display occasionally might help. Don't let the sun get at the goods, though, or woe betide them.

The smaller package goods, such as the drug stores are beginning to handle should also show a good profit. Don't get too many lines of these but stick to a few good ones which represent fair value.

If the confectionery department is studied and given an amount of attention commensurate with its importance it should be a source of satisfactory profit in the general run of groceries.

ANOTHER INDUSTRY FOR CHILLIWACK.

Messrs. Fiedenhagen and Wetzel, of the Mount Vernon Condensed Cream Co., a United States concern, are endeavoring to interest dairymen about Chilliwack, B.C., in the matter of a condensed cream plant there. The company wish to manufacture and sell in Canada to escape paying the present duty of $1.50 per case.

Where Cowan's Celebrated Perfection Cocoa is Made.

COWAN'S PERFECTION COCOA

Maple Leaf Label

The Cowan Company Limited

Stirling Road, Toronto

The Phillips & White Company, Limited

ST. JOHN, - N. B.

Manufacturers of High Grade Chocolates and Fine Confectionery.
We manufacture a big line of Original Specialties, Package Goods, Bottled Goods, Caramels, Kisses, Penny Goods, Etc.

The Phillips & White Company, Limited

ST. JOHN, - N. B.

The GOLDIE MILLING COMPANY, Ltd.

AYR, ONTARIO, CANADA

Millers of

Ontario and Manitoba Wheats

Makers of Famous "Star" Blended Flour

AT LAST

NATION'S TON-NIK

LEMONADE POWDER

Non-intoxicating but a "pick me up."

Always Ready in ½ lb. Tins.

Agents: **GREEN & CO.,** 25 Front St., E. Toronto
CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND

THE DOMINION WAFER CO.

Dealers in
Choice
Ice Cream

44 St. Vincent Street,
MONTREAL

BISCUIT CUPS
A specialty
Ice Pies,
Ice Cornets,
etc., etc.

TEL. MAIN 1310.

Meurisse Chocolates

include

Croquettes — **Tablets**
DeLuxe — **Assorted**
Pure Milk — **Cream**

also the famous

Orange Chocolate Cream Bar

and a variety of other lines.

Most fastidious customers have pronounced these confections the finest. Manufactured by the old established firm of Meurisse, in Antwerp, Belgium.

We are advertising extensively to help you introduce the goods. You should be prepared for the demand there will be.

CHOCOLATS MEURISSE

J. A. HERREBOUDT, Manager

22 Lemoine St. — **Montreal**

Also Agents: Mathewson's Sons, Montreal; T. E. Charest Quebec, and W. C. Scott 76, Queen St., Ottawa.

BUDA FLOUR

Is a Good Seller!

Dealers and Customers satisfied

It is a splendid blend of Ontario and Western wheat, and sold at a price which leaves the Dealer a good profit.

Buda Comes Nearer Pleasing Every Family Than Any Flour on the Market.

Buying at our prices, and under the guarantee of the Millers, it is to your advantage to handle BUDA Flour. May we have the honor of filling your order? Why not wire it to-day, at our expense?

SHIRK & SNIDER, Millers

Bridgeport and Baden, Ont.

Branch Sales Office, Pictou

Wire
J. B. HARTY, Sales Manager,
PICTOU, N.S.,
Maritime Provinces and Newfoundland

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE — JOHN P. MOTT & CO. HALIFAX, N.S.

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"
brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

We are continually receiving Repeat Orders from last year's **SUCCESSES** for the

Sterling BRAND

Fruit and Fountain Syrups

Crushed Fruits

Confectioners' Flavorings

Ice Cream Powders

THE T. A. LYTLE COMPANY LIMITED

TORONTO

DUSAULT'S

Biscuits

and

Confectionery

The goods manufactured by this firm have long been standards of excellence. In turning out 400 varieties of biscuits and candy only skilled help is employed and the factory, which is large, airy and sanitary, is equipped with latest and most expensive machinery. Ingredients the best.

It's Quality from start to finish

Manufacturing being as perfect as years of experience can make it, the packages are exceedingly attractive—help the grocer to make first sale, after that QUALITY does the rest.

It's economy on your part to secure our splendid price list before ordering.

BEST QUALITY—BEST PRICES
PROMPT SHIPMENT

Factory and Head Offices:

The Dusault Co.
JOLIETTE, QUEBEC Limited

OUR AGENTS—

Ottawa Valley—Jos. Grant, Ottawa
Quebec—Latulippe, Chouinard & Co.
Sherbrooke—V. Archambault
Toronto—Green & Co.

"It's All in the Shreds"

THE GROCER
WHO MIXES BRAINS
WITH HIS BUSINESS

is always trying to make "satisfied customers"—and the easiest way to make them in these pinching times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for work or play at smallest cost. The cleanest, purest, most nutritious and most economical of cereal foods.

A Good Profit for You, and a Satisfied Customer
—What More Can You Ask?

The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ont.

They Can't Use This Signature.

W. K. KELLOGG

on a package is your absolute protection in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Bannatyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and Victoria, B.C.

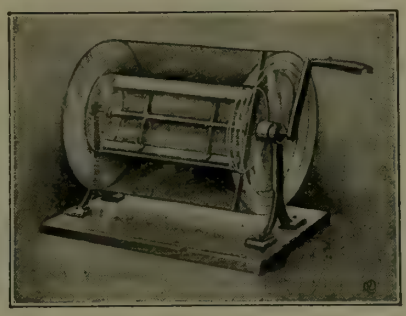
Kellogg's Sanitas

MACE'S ORIGINAL ICE CREAM POWDER

The present is the time to stock this fast selling specialty, which was invented, and is now put up, by A. H. Mace, in Montreal.

Makes a delicious ice cream by simply adding milk. Once sold it is always a household necessity. Put up in popular priced packages yielding the dealer a fine profit. Inquire further, or better, send in a trial order.

MACE'S ICE



CREAM FREEZER

You have the powder—you want the freezer also. This is undoubtedly the most practical, simple and most economical freezer ever put on the market. Half the labor of other machines; none of the dirt; a child can operate it. Made in all popular sizes.

SEND FOR OUR CATALOGUE.

A. H. MACE & CO. - - MONTREAL

746 NOTRE DAME ST. W.

YOU GET A SQUARE DEAL ON "FORCE"

We give YOU as good a profit on "FORCE" as any competitor can get. No deals or schemes of any kind. We know you can and will do us good, so we give you a good clean profit and keep "FORCE" moving by extensive advertising.

The average profit is

33⅓%

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SPECIALTIES:
White Moss Cocoanut, Essential Oils, Extracts, Colorings, all kinds Shelled Nuts, French Fruits and Pulps, Egg Powder, Ice Cream Powder, Icing and Marshmallow Powders.

CANADIAN COCOANUT CO., - MONTREAL

Grocers, Bakers and Confectioners will do well to send in their orders at early date as possible.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

CALEDONIA MILLS
POT AND PEARL BARLEY AND FEED
John MacKay Limited - - - - - Bowmanville, Ont.

E. M. Lennon & Co.
Wholesale Dealers in
FLOUR, GRAIN AND PROVISIONS
Opposite Grand Trunk Station, Wellington Wharf, Lower Town,
QUEBEC.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

48 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
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Keep Posted on Sugar
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
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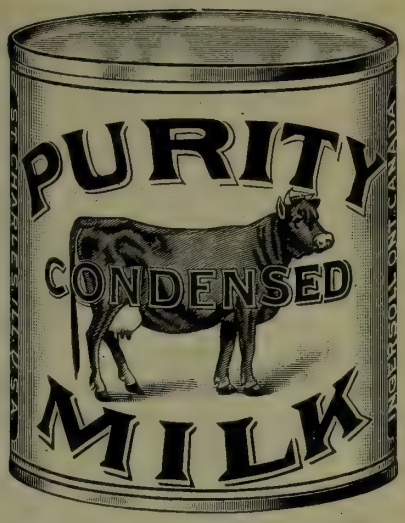
MEGS
NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec



Three famous brands well known in Canada as the

Purest and Best for All Purposes

Made in Ingersoll, Ontario, and sold by all progressive Grocers. No trouble. No loss. Always ready and never fails. **EVERY CAN GUARANTEED.**

THE ST. CHARLES CONDENSING CO.

FACTORIES : Ingersoll, Canada. St. Charles and Chemung, Ill., U.S.A.

We have the most up-to-date mill in Canada for the manufacture of

Rolled Oats, Oatmeal, Split Peas, Flaked Wheat,
White Corn, Flour, Gold Dust, Cornmeal, Etc.
All Kinds of Feed.

MIXED CARS A SPECIALTY. EXPORT BUSINESS SOLICITED

McCann-Knox Milling Co., Limited

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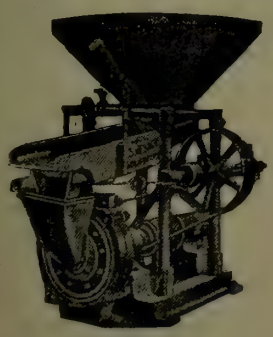

Grinding capacity greatest, proportionate to power used, of any mill on the market.

Presently giving greatest satisfaction to hundreds of millers throughout Canada. Its wide use is the best guarantee of its unquestionable merits.

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MANUFACTURERS

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

PINEAPPLES

This is the week to get your customers to take their Canning Fruit, they now being at their best. Our imports are arriving in fine shape—are offering some fine trades in oranges, **Murcia's, Sorrento's, Paterno's, Bloods and Paterno Ovals**, any of these will fill the bill for Holiday Trade. Kindly get your orders in early.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

Fruits, Vegetables and Fish

Pretty good business is now being done in the different lines. The weather is more favorable and as the days grow warmer a greater variety of fruits, vegetables and fish is offering.

Although the markets do not show the activity of a year ago in that the demand is not so heavy, for which our old enemy "Financial Stringency," is held responsible, the quality and quantity of goods offering is fully equal to that of a year ago, and the prices are much easier.

The navel orange season is about done and there is a consequent tightening in price. Valencias, too, are a little stiffer, in Toronto, at least, but the recent sale of 11,000 boxes in Montreal should bring down the price again. Lemons are firm, with a very good quality being offered for sale. Pineapples and bananas are coming in freely and the former are being taken up not a little by the housewife for preserving. Strawberries continue firm, though sales are frequent and large quantities are on the market. The feature of the market is the first arrival of this season's cherries. They come by express from California and are more of a novelty than a selling line. Cocoanuts, too, are new, and Canadian rhubarb has completely displaced the southern States variety. Strawberries are now coming from Missouri and Alabama.

Canadian early vegetables are now arriving more freely and already we have new Canadian onions, carrots, celery, lettuce, cucumbers, radishes, spinach, and asparagus on the market. These will supplant the green lines we have been importing from the southern and eastern States. New potatoes are easier and the old variety are firm. Florida tomatoes are nearly over and though the prices are much higher, the demand is still good. Cabbage has come dome some more, but there are rumors of an advance, though we are unable to find any reason in the rumor. Beans of all varieties are now being offered and small lots of cauliflower, too, are seen.

The brook trout season is now open and these and all fresh lines are being asked for more frequently daily. In fact, in the interior markets they have quite displaced the competing lines of standard varieties. The market is fair and the outlook bright. Fresh salmon is high on account of the dearth of supply from both the Pacific and Atlantic coasts. In the larger fish centres the market prices remain about the same.

MONTREAL.

GREEN FRUITS—Pineapples have experienced a considerable decline since the last quotations, now being quoted at from $3 to $3.25. Strawberries have not altered during the week, with the exception of a lower minimum price by one cent. Other lines remain practically the same. Dealers report a fair business passing. Express cherries are now arriving in small lots from the south. They will be coming in by freight in a few days.

Bananas, fine stalk	2 00	2 25
Cocoanuts, new, per bag		4 50
Lemons	1 85	3 00
Navel oranges	3 00	4 25
Florida oranges, box		3 50
Mexican oranges		2 50
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	4 00	5 50
Pineapples, case	3 00	3 25
Grape fruit, box		3 25
Almeria Grapes, keg		6 00
Strawberries, qt	0 7	0 20
Apples	3 75	5 50
Bitter oranges		1 25
California Blood Oranges	3 00	4 25

VEGETABLES—Although the season is right for rapid changes in this market, nothing very startling seems to have taken place in the last week. The prices remain practically the same. Trade on the whole is very good, the demand being about normal for this time of the year.

Parsley, per doz. bunches		0 40
American parsley, large bunches, doz.		1 00
Sage, per doz.		0 60
Savory, per doz		0 60
Cabbage, bbl.		2 50
Turnips, bag	0 75	0 95
Celery, doz.	0 25	1 00
Water cress, large bunches, per doz		0 75
Spinach, bbl.	3 00	3 25
Green peppers, crate		3 50
Boston hot house cucumbers, doz.		2 00
California asparagus, bunch	0 60	0 75
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket		3 00
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Tomatoes, Florida, crate	3 50	4 00
Tomatoes, hot house, per lb.		0 30
Spanish onions, small crates	0 70	1 00
" large crates		3 00
Canadian onions, lb.		0 03
Egyptian Onions		0 03
Boston lettuce, hot house, per doz.	0 25	1 00
Radishes, doz.		0 40
Bermuda parsley, crate		3 00
Mushrooms, per lb.		0 75
Horse radish, per lb.		0 15
Beans, green, basket	3 00	3 25
French beans, wax	6 25	6 50
Egg plant, doz.		2 50
California cauliflowers, per crate of 16		3 00
New cabbage, crate		2 75
Florida Celery crate	2 75	3 00
New potatoes, per lb.		0 06

FISH—Fresh salmon continues high owing to the fact that there is nothing arriving from the Pacific coast, and eastern salmon is not yet plentiful. These two conditions continue to keep the price very high. Oysters have eased off a little, choice Malpeques now selling for $5. They were quoted around $6 at our last quotation. Haddock also has declined in price slightly. Otherwise the fish market remains about the same as last week.

Fresh and Frozen Fish.

Haddock, per lb.	0 4	0 04½
Fresh halibut	0 09	0 10
Mackerel, "		0 08
Dore, "	0 07	0 08
Pike, lb	0 04	0 06
Whitefish, lb	0 05	0 09
Flounders, lb.		0 08
Bluefish, lb.		0 15
Shad, each		0 40
Striped Bass, lb.		0 12
B.C. salmon, lb.	0 09	0 10
Qualla Salmon, lb	0 07	0 08
Smoked and Salted—		
Haddies, boxes, per lb.	0 07½	0 08
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		0 90
Skinless cod, 100 lb. cases		5 50
Strictly boneless pure cod, boxes	0 08	0 13
Boneless cod, 20 lb. boxes		0 06½
Boneless fish, 20-lb. boxes, blocks		0 05½
Boneless fish, 25-lb., boxes, per lb.		0 04½
Oysters and Lobsters—		
Malpeques, bbl.		5 00
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 50

Pickled fish—	
No. 1 Labrador herring, per half bbl	3 00
No. 1 Mackerel, 20-lb. kitts	1 75
Green cod, large, lb	0 04
Green cod, ▭ 1 lb	0 03
Labrador Salmon, ½-bbls	8 50

TORONTO.

GREEN FRUITS—A more than fair business has been done during the past week, and activity seems to be the order around the market. Navel oranges are still going up with the end of the season in sight, and an advance of 50c is noted during the week in this line. Valencias are now being sold in half cases only, a slight advance in price being asked. The other varieties, principally Mediterranean lines, are priced about the same with an easier tendency in sight. The few Canadian apples yet left on the market are higher priced than last week, but pineapples and bananas are coming in well and are lowering in price. Cocoanuts, too, are arriving and the first California cherries are offered this week. Coming in small lots by express the price is rather high for the general trade and are more of a novelty than anything else as yet. Our own Canadian rhubarb seems to have completely shut out the imported article. Strawberries are arriving plentifully, but the prices remain rather firm.

Oranges, Navels	3 25	4 00
" Valencias, half cases	2 50	3 00
" Bahamas	2 00	2 25
Oranges, Blood		2 00
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messinas, new crop	2 50	3 50
Lemons, California, new		3 [illegible]
Grape fruit, 54's 80's, 96's	5 75	6 25
Grape fruit Bahamas	3 00	4 00
Apples, No. 1 winter fruit, fancy spies	4 00	5 50
" No. 2 "	2 25	3 00
Apples, fancy spies	3 50	4 50
Bananas Jamaicas, eights		1 25
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, jumbo bunches	2 00	2 25
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00
Pineapples	2 75	3 25
Strawberries, qts	0 17	0 18
Rhubarb, Canadian per doz	0 25	0 50
Cherries, California, per box	2 75	3 00
Cocoanuts, per 100		4 75

VEGETABLES—From week to week we have to note new lines of Canadian green stuff being placed on the market. This week we have Canadian cucumbers and asparagus being offered. Old potatoes remain stationary in price and new potatoes are easier. Delawares were expected to go out rather freely for seed, but inquiry seems to show that the seeding is now over and our farmers seeded again with the Ontario variety. The farmers, as a rule, are rather conservative and perhaps feel it is better to try to raise a proven variety than to take chances on a kind that, though selling better, might not be so well adapted to Ontario soil.

As in the case of rhubarb, so it is with the early greens, and the imported varieties are being replaced gradually but surely with the Canadian kinds. Speaking generally, all the Canadian greens are easier and are coming on the market in increased quantity. Imported cabbage is much easier and a great many cases are offering.

New Brunswick Delawares, per bag		1 10
Potatoes, Canadian, per bag		1 05
Potatoes, new, bbl	6 00	6 50
Potatoes, Bermudas, per bush		3 00
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Bermudas, per 50 lb. crate		2 00
" per bag	1 45	1 50
" green, per doz., Canadian	15	0 20
Onions, Egyptian, per sack	3 00	3 25
Cabbage, new, per crate	1 75	2 00
Carrots, Canadian, per bag	0 50	0 75
Carrots, new, per doz. bunches		0 85
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 75	0 85
Parsley, per doz		0 50
Celery, Florida, per crate		3 50
Celery, California, crate		4 75

FANCY RIPE

Pineapples, all sizes
Bananas, fat fruit

LOWER PRICES THIS WEEK
also
FLORIDA TOMATOES, Fine Quality
CAROLINA STRAWBERRIES, quart boxes

Send us your orders

HUGH WALKER & SON
GUELPH, ONT.

Our Man on the Spot (Montreal) wires

"Have carefully examined Fremona cargo—"St. Nicholas" and "Home Guard" exceptionally superior November cut fruit.

W. B. Stringer & Co., Sole Agents, Toronto

The Uniform High-Grade Quality of

Ridgways TEA

has built up our reputation and steadily increased our business until now our sales amount to fourteen million dollars yearly, a fact that will prove RIDGWAYS TEA is a business-getter.

CANADIAN OFFICE: VANCOUVER, B.C.

CANADIAN FRUITS WANTED

We desire to secure from you shipments of Canadian fruits, for which we will pay highest market prices.

Let us know what you have to sell and we will quote you prices. Get into communication with us at once.

We are importers of **Bananas, Oranges, Lemons, Strawberries,** in fact all fruits in season and we can fill your orders promptly and satisfactorily at attractive prices.

Send us an order next time you are in want of any line.

Auctions 3 Times A Week

Dominion Fruit Exchange

52 Nicholas Street, Ottawa

Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 352

"Sun Burst" Reg'd.
"Non-Pareil" Reg'd.
"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,
MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

"We are Fishing for Your Business"

LEONARD BROS.

20, 22, 24 and 26 Youville Square, - MONTREAL

Curers, Smokers, Packers and Producers of all kinds

Fish and Oysters

Fresh Fish every day in the year. **Bulk and Shell Oysters in season**

Prompt Shipment.
Prices Quoted on Request.

Mail Orders a Specialty.
Get on Our Mailing List for Regular Quotations.

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LONG
DISTANCE
TELEPHONES

Phone, Write or Mail inquiries receive prompt attention.

Branches :
MONTREAL
ST. JOHN, N.B.
GRAND RIVER
GASPE, QUE.

Brunswick Brand

we now offer

NEW PACK

Sardines

¼ Oil Sanitary
¼ Oil Hand
¼ Mustard
¾ Mustard

WRITE FOR SAMPLES

Connors Bros., Limited
Black's Harbor, N.B.

There is a lot in a name

This is particularly so in the matter of Sardines. The name of

"King Oscar"

Brand of

Sardines

is a guarantee to the buyer that the best Norwegian Sardines, packed in perfectly pure Olive Oil (not cotton seed oil) are contained in the tin.

This guarantee makes for easy and repeat selling by the dealer.

Ask for **"KING OSCAR" SARDINES** and you will get the **BEST.**

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "	1 00	1 50
Lettuce, Canadian, doz		0 30
Cucumbers, Canadian, per doz		1 25
Cucumbers, imported, per doz	1 75	2 25
Tomatoes, imported, per crate		4 00
Mushrooms, per lb		0 65
Radishes per doz., Canadian		0 50
Spinach, Canadian, bush	0 50	1 00
Asparagus, Canadian, per dozen	0 75	1 75
Asparagus, imported, per doz		1 50
Beets, dozen bch		0 75
Carrots, dozen bch		0 75
Egg plant, each		15 20
Beans, wax, per bush		2 25
" white "		1 75
" lima, per lb	0 06½	0 07
Cauliflower, per doz		2 50

FISH—Fair business and increasing supply of all kinds of fresh fish are ruling the market these days. Another tumble in prices is noted, an average of a cent being taken off nearly all lines. Lake Erie and Georgian Bay fish are leading sellers, and certainly these lines look very tempting to the buyer, even when shown along with the many other varieties offered for sale.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 09
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 10
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb	0 09	0 10
Ciscoes, per basket		1 00
Halibut, fresh caught		0 10
Shredded cod, per doz		0 90
Live lobsters		0 18
Bluefins, small white, per lb		0 07
Oysters, in shell, per 100		1 00
Haddock, fresh		0 07

NEW FISH CAR.

The Intercolonial Railway Co. will, during the summer, one day a week, attach to their Maritime Express a special fish car. This innovation by the company is greatly appreciated by the dealers in Montreal, as it enables them to open their consignments in a much fresher condition than when they depended on slower methods of transportation. The new arrangement went into effect on Wednesday, May 12.

BUSINESS SOLD TO UNITED STATES CAPITALISTS.

Bright & Johnston, wholesale fruit merchants, Winnipeg, have sold their business to a number of American capitalists represented by Herbert Emery, of the Fruit Dispatch Co. A joint stock company, to be known as the Bright-Emery Co., will carry on the business in future.

LOW PRICES AT FRUIT SALE.

During the week ending May 16 two fruit auctions, which were the first of the season, were held. The first one was the cargo of oranges and lemons of the Danish SS. Nordboen. Unfortunately the stock on this boat did not turn out satisfactorily, owing to its bad condition. Large and extra large cases of oranges were sold at prices ranging between 75c and $2 per case, and the latter price was the highest figure reached

The small cases of oranges from the Nordboen which were in good, sound condition, brought from $1 to $1.75 per case being almost as much as the large cases. The stock was sent to Montreal on consignment and owing to the bad condition of the fruit sales were made with considerable difficulty.

The cargo of the S.S. Fremona was in prime condition with the result that the sale Friday was a greater success This boat had on board the enormous number of 65,000 coses of oranges and lemons, being one of the largest cargoes which have come into Montreal. Oranges brought from $1 to $2.25; half boxes, 75c to $1.50. Lemons, $1. to $2.50. Prices obtained Friday were from 25c to 50c better than New York prices.

NEW BRUNSWICK GUILD MEETS.

Elect Officers to Attend Quebec Meeting in June.

A meeting of the New Brunswick Wholesale Grocers' Guild was held at St. John, N.B., on Wednesday, May 13. Among other business the following delegates were elected to attend the meeting of the Dominion Wholesale Grocers' Guild at Quebec on June 17: R. F. Randolph, Fredericton; A. I. Teed, St. Stephen; G. Ernest Barbour, Andrew Malcolm and A. P. Patterson, St. John.

TORONTO WAREHOUSE.

WHITE & CO., Limited

Wholesale Fruit Importers

Auctioneers and Apple Exporters

ALSO

Wholesale Produce and Fish Dealers

LONG AND FAVORABLY KNOWN TO THE TRADE

Bananas, Pineapples, Oranges, Lemons, Tomatoes, Cucumbers, Cabbage, Butter, Eggs, Cheese, Lard and Fish of all kinds in season.

BRANCH AT HAMILTON
32-34 YORK ST.

Cable Address: WHITCO

Toronto
Church & Front Sts.
Phone Main 6565

The Progressive Merchant

Supports the Pure Food movement. He understands the consumer's demand for quality and meets it by handling honest goods.

He knows the regard in which

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS
(the kind that contain no preservatives)

are held by the public and that they are known by State and Federal authorities everywhere to meet the requirements of all Pure Food Laws.

That is why Heinz products are always found in up-to date stores where the principles of high quality are observed.

Anything that's "HEINZ" is Safe to Sell.

Ask us about our free Retailers' Advertising Service.

H. J. HEINZ COMPANY,

New York Pittsburg Chicago London

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.
Windsor, Ont.

Canners, Manufacturers
Do You Sell In Ottawa?

If you do you require storage. We have the best. Our warehouses are commodious, convenient to rail and water navigation, equipped with all modern conveniences to facilitate the handling of your warehousing business in a satisfactory manner. Bond and Excise Warehouses, Insurance, etc. Rates, which are fair, on application.

If you are doing business in Ottawa, or in the Ottawa Valley, it is wise for you to have our rates before you. Having the largest and most modern storage warehouse in the valley we can assist you.

The DOMINION WAREHOUSING Co.

52 Nicholas Street - OTTAWA

J. R. ROUTH, Manager

Attractive Labels and Their Selling Effect

By H. A. SOMERVILLE, WATERVILLE, QUE.

Nowadays when everyone who has something to sell is striving after those means which may increase their sales a sharp outlook is kept for anything new, which is feverishly embraced and sometimes in the wild haste to conquer new fields and achieve new results, the old and primary essentials to a complete success are forgotten. Frequently these novel ideas present such alluring features that it is difficult to keep from falling a prey to their excesses and fantasies, whilst in some of them we recognize rediscovered truths presented in a new light.

Proof in Experience.

In a long experience as a grocer I have tried many experiments with more or less gratifying results, but from the sum it is not difficult to isolate a few of the more salient lessons which these experiments have taught. In this article I want to discuss the efficiency of the attractive label and package as a factor in helping to make a sale.

Now we appreciate the fundamental principles of good taste in any of the various phases of our experiences because it is gratifying to be the possessor of it and is highly pleasing to others, which, in an ordinary way, makes it present only a dual aspect whereas in this instance it will be shown to have a value commercially.

An Experiment With Labels.

To satisfy my conjectures in this respect I tried two experiments which proved conclusively the expediency of following this plan.

First, I placed two packages of raisins on the counter within the easy reach of any lady who might come in. These raisins were the same in price and so far as I could learn, the same in quality, but differed very largely in the package. One was cheap and tawdry in appearance, due to the decoration on it, while I am sure it was the more expensive of the two. The other package was clean and neat in its appearance with a simple trade mark in two colors and bearing the name of the packers.

Invariably, if the customer had no preferences, she would select the attractive, simple package.

Same Applied to Pickles.

To still further satisfy myself I placed two bottles of pickles on the counter. One bottle was the product of a house comparatively widely known in Canada, whose reputation had been founded on a basis of honesty and good value. Their bottle was of the orthodox style, round, with nothing original in its form and the label was cut into a meaningless shape and on its face was a wild riot of glaring colors not blended but thrust together quite oblivious of any proper color scheme whatever, and into this mad medly was introduced the usual legend about purity, and the name of the firm was almost indecipherable except on the closest scrutiny. I never doubted the veracity of their statement regarding the purity of their pickles and the vinegar in which they were packed, but sometimes it seemed to me it would have been a lesser felony to have employed a bleaching agent rather than preserve the distinctly dark appearance which they had.

In striking contrast was the other bottle, which was the product of a recently established house who had not yet had sufficient time to make a name and enjoy the prestige of an old institution; but they had been in business long enough to learn one valuable lesson, which was so well illustrated in the product which they knew would really adorn the shelves of some grocery store.

Their bottle and label were excellent and their pickles, light in color had a firm, fresh appearance, neatly packed and suspended in a crystal clear, lightly colored vinegar.

The bottle displayed originality and yet could not have been called freakish. It was square and smaller at the bottom than at the top, so well made that it had the appearance of cut glass with a top always neatly sealed. The label was extremely simple and very striking, conveying its message to those who looked upon it without a suggestion of confusion and without effort to decipher it It was plain, heavy, glazed white paper bearing in a good imitation of copper plate engraving the words "Mixed Pickles," and underneath the single word "Pure." These few words occupied the upper half of the label and the centre contained a heraldic design clear cut and definite, with the firm's name at the bottom, whilst running across the entire front in a similar style but larger and printed in violet was the name of the brand. In addition to these qualifications the utmost care had been exercised in pasting these labels on the bottles, as they were absolutely uniform in position.

As a result of my experiment I found that almost invariably the customer would select the bottle of pickles with the more attractive label, although I was fully convinced in my own mind that the quality of the former was slightly superior to the latter. However, this seemed to make no difference I have cited these two cases as examples and could mention numerous other cases where the sale of an article was greatly assisted by its appearance.

Light Colors Desirable.

In a store where no stock stands on the shelves for any length of time, the brightest effect may be obtained by displaying goods with light colored labels. One reason why white or light colored labels are best is the fact that they convey to the mind an idea of cleanliness. As regards cost, the simple white label relieved with one color or perhaps two, is much cheaper than the multicolored lithograph. Therefore, it should recommend itself to the manufacturers; but, what they must do is to display a little originality and good taste, and then they will have a label which will be quite as serviceable fifty years from now as at the present time. The art of putting goods up in attractive packages is the same as any other art. It is not necessarily the expenditure of vast sums of money which accomplish the best results, but the exercise of a little taste and judgment. It is always well to follow prevailing styles, but sometimes it pays to stand at a safe distance and exhibit a little originality rather than be continually shackled to this arbitrary dame. There is vast room for improvement among the manufacturers in this respect, and if they do bestir themselves they will find a wonderful return for their efforts because in the large majority of cases the purchaser is a woman and the same quality in her which makes her select a horse at a meet because it has a pretty name, will inevitably predispose her in favor of the product which has the nicer appearance.

CONTINUED EVAPORATIONS.

"Look here," said the indignant lady customer, "I bought a pound of evaporated peaches of you yesterday and when I got home I discovered that I only had about three-quarters of a pound. How do you account for it?"

"Oh, I gave you a full pound, all right," answered the grocer, "but I suppose they evaporated some more on your way home."

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

ROYAL BAKING POWDER CO., NEW YORK

Good Profits From Bottled Drinks

SOME IDEAS THE GROCER MIGHT CONSIDER.

So narrow are the profits on groceries becoming, dwindling as they are every year, grocers are being forced to carry side lines in greater number than ever —varieties of goods which give them a better margin for their investment and labor in selling.

There has been the tobacco department in the grocery store for years, confectionery has been sold for ever so long also, while there are numerous other specialties which are finding a place in the store every few years.

One of the lines which is meeting with much favor is aerated waters, which are being sold freely in almost every part of the country in the grocery and general stores.

In the city it is understood that such a line does not meet with as much favor on the part of the grocer as might be desired—so close is the competition of saloons and "ice cream parlors" where soft drinks are served up in style.

The Family Trade Pays.

But it is not the "over the counter" sales of soft drinks that are desired by the grocer pushing aerated waters. He is after the family trade, and he is finding this a paying proposition, more so every year as his customers increase in number.

There are such a number of really excellent soft drinks manufactured in Canada to-day that it is opportunity lost for the retailer who does not carry some stock if he is located in the country.

In most cases it is simply a matter of educating customers to the fact that these goods are obtainable in the store. It is an undoubted fact that many a household would always be supplied with a case of soft drinks, but for the fact that these must be ordered from some hotel or saloon—and what housewife is going to give the order?

The writer knows of one grocer in a town of about 1,500 who is doing a remarkable business in just one line of soft drinks. He has secured the agency for his town, and he has let his townsmen know that he has the goods. As a result he has worked up a summer trade which is rapidly growing and yielding him splendid profits. He has not sunk large sums in stock, having begun on two or three cases, which were quickly sold. To-day, during the summer months, his business in soft drinks amounts to almost as much as his whole grocery trade.

Hints on Stocking.

In stocking up it is advisable to procure such lines as are extensively advertised in your neighborhood. There must be consumer demand for these drinks if at all possible. But for a progressive grocer the lack of it need not be a hindrance to his taking up the goods.

Most of the manufacturers have any amount of cards, hangers, illustrated booklets and advertising literature which they will send gladly with the smallest orders, that their goods may be introduced. They will co-operate all they can.

Such lines as ginger ale, ginger beer, lemon sour, cream soda, birch beer, sarsaparilla are popular and sell freely while there are a number of excellent non-intoxicating beverages put up under copyrighted names.

A Window Display Will Help.

A number of these registered brands are advertised extensively and by letting the people know you have them sales are sure to result. A good plan is to run a window display once in a while, using the various colored goods for an artistic arrangement which attracts the attention of passersby. An exceedingly pretty "night" window can be secured by pyramiding the bottles on a series of shelves and placing a light behind them. This shows up the clearness of the liquids and makes the pile so attractive that few can resist the impulse to stop and examine more closely.

AN ATTRACTIVE DISPLAY OF BOTTLED DRINKS.

The illustration accompanying this article gives one an idea as to the nature of a display it is possible to make.

Caledonia waters and mineral waters are lines worth touching upon also, as are lime juices and lime juice cordials. These drinks are in demand during the summer from June to October. The

earlier they are stocked up and the sooner the grocer begins to prepare for the business there is awaiting him, the greater will be his profits.

A SUCCESSFUL COLLECTION LETTER.

The collection of accounts is one of the bugbears of the grocer who does at all an extensive credit business. While a personal call is, of course, the most effective way to reach the delinquents, a letter will often do the business.

The following is a sample letter which has been adopted for this purpose with exceeding success by a Cleveland grocer. It is tactful, polite and yet striking, and its arguments are quite convincing:

Dear Sir,—Looking over our accounts we find that you owe us. It is not a pleasure for us to ask you to make settlement, but conditions of the times prompt us to press payment on all accounts. In fact, we are pressing all customers to work close to cash payments. Wholesalers are hard pressed for money, not being able to make loans from the banks to carry on their business. They have organized and are demanding close settlements from all men in business. Commission merchants ask us to pay bills every Monday, even if the goods have been bought the previous Saturday. Flour men ask us to pay previous bills before sending out a fresh lot. Wholesale grocers are a little more lenient, giving us thirty days, 2 per cent. fifteen days.

This 2 per cent. is quite an item. It means an extra profit to us. For example: If you owed us $10 for one year and we lose this 2 per cent. every fifteen days, our not being able to use this money in our business means a loss to us of about 20 cents each fifteen days, 40 cents each month or $4.80 per year.

The total of your bill and the condition of your account cost us a pretty penny in lost discounts. The saving of this percentage almost pays our operating expenses, if figured on all outstanding moneys. A quick settlement at this time would be very much appreciated.

Respectfully,

.....

—Grocery World.

B. R. James Norris has taken a position on the traveling staff of Melagama Tea and will represent Minto Bros. in the eastern ground. The addition of this traveler to the territory is an evidence of Melagama's growth.

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works

WATERLOO, QUE.

Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

C. O. GENEST & FILS

Wholesale Groceries

Flour, Grain, Provisions,

Seed Grains, Timothy, Clover, Oats, Barley, Etc.

Leading Wholesale House of the Eastern Townships.

SHERBROOKE, - QUEBEC

Your orders wil have prompt and careful attention.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

11 St. Sacrament St., Montreal

Tel, Main 1677

GURD'S CALEDONIA WATER

is rapidly finding favor as a

"SELECT TABLE WATER"

Nature to begin with has produced in it a good article—every virtue of which has been brought out by expert bottling.
The result is that for PURITY, APPEARANCE, TASTE and EFFICACY it is unexcelled.
GURD'S CALEDONIA, like GURD'S Ginger Ale, will soon be popularly known as

"THE BEST"

Charles Gurd & Co., Limited Montreal

"Montserrat" Weather

is coming around

"Montserrat" Lime Fruit Juice is so satisfying—so refreshing—so thoroughly enjoyable—that it has come to be everybody's favorite summer drink. "Montserrat" is the pure juice of ripe West Indian limes—with all the natural flavor of the fresh fruit.

"Montserrat" not only makes delicious limeade and other hot weather thirst quenchers, but also mixes perfectly with Mineral Waters, Wines and Liquors. Your customers will want "Montserrat." See that **your** order to your wholesaler calls for

"Montserrat" Lime Fruit Juice

CANNED GOODS

We handle exclusively "Old Homestead Canned Goods." Communicate with us. We will make it interesting for carload buyers.

S. J. CARTER & CO.

58 McGill Street, - MONTREAL

They Are Really Delicious

The public demand for a true non-alcoholic beverage with a distinctly original character, a clean palate taste and fulness of bouquet and flavor is now satisfied by

LIMLITHA

(REGISTERED)

"The Drink of the Gods"

We are offering the trade a new natural mineral water,

"CLAIRE FONTAINE" which is upon our own premises, from an artesian spring 271 feet deep in solid rock, and of the finest quality. It is clear, soft, sweet and refreshing. A sparkling delicious, healthful table water, and is superior to any imported waters as per report of Government analyst.

Ask Us For Samples

M. TIMMONS & SON

Quebec - P.Q.

ESTABLISHED IN 1842

Brusson's Macaroni

3,000 Boxes just received into store, including:

VERMICELLI, SPAGHETTI, FANCY LETTERS, FANCY PACKAGES

The Best brand to-day on this market.

The reputation of **BRUSSON** is known the world over.

L. A. PRICE, Bordeaux.

This large shipment just received, including the highest class of table delicacies.

500 Cases

PEAS, tins and glass, **MUSHROOMS**, tins and glass. **ASPARAGUS**, tins and glass.
OLIVES, Queens, stuffed and pitted. **OLIVE OIL**, bottles and tins.
ANCHOVIES, PATES DE FOIE GRAS,
GAME PATES, HORS D'OEUVRE, Etc., Etc.

SARDINES to arrive in a few days.

500 CASES of the best brands, in ¼s, Amer. ¼s, and ½s, in oil and tomato.
Also Norwegian, nicely smoked.

PRUNES—**ONE CARLOAD**, Choice "Oregon" to arrive end of this month.
All sizes, 25 lbs. 30/40, 40/50, 50/60, 60/70, 70/80. Quality A1.

Water is Very High Everywhere To-day.

EXCEPT CRYSTAL SPRING, OF LIBERTYVILLE, ILL., U.S.A.

50 Quarts, per case, $3.50 cases. 100 Pints, per case, $5.00 cases.
100 Splits, per case, $4.50 cases.

WE HAVE THE STOCK. WE HAVE THE ASSORTMENTS.
PRICES CORRECT. WE SOLICIT YOUR ORDERS.

L. CHAPUT, FILS & CIE.

SOLE AGENTS, **MONTREAL**

The Tobacco Trade in Canada

Despite the numerous crusades against the use of tobacco in all forms, and especially in the form of cigarettes, the consumption of this product is on the increase in nearly all the countries of the world. It would be difficult indeed to get at the reason of this and at the same time without our special province to attempt to do so. In the tobacco trade, as in all other branches of commercial life in Canada, the demand is becoming more varied every year, with a tendency for a better grade. It is not a long time ago that European manufactured tobacco was comparatively rare in the average tobacco stores of this country and to-day, even in the remote quarters of the country, may be observed a demand for Russian, Turkish or Egyptian cigarettes, and several well known British brands of smoking tobaccos are kept for sale in nearly every tobacconist's shop in Canada.

Industry Developing.

It may be thought by this that the introduction of European goods to the Canadian market may have decreased the sale of the home product, but such is not the case, however. Owing, perhaps, to the wholesale distribution of literature by the Department of Agriculture throughout the country, treating the subject of tobacco culture, this industry, which some years ago was comparatively inconspicuous, has developed into a very considerable national industry. While the farmer of days gone past was accustomed to plant only a small patch of his garden with tobacco, now in passing through certain portions of the country whole fields may be observed which are given up to its cultivation, and it may be remarked that the enormous increase in the demand for domestic tobacco has been a vast financial asset to the farmer. With the increase in skill of manufacture and the art of blending, it has found its way into many mixtures, and to-day we can purchase it in almost every form in which tobacco is offered for sale. It will be seen that the dealer to-day must keep a wide range of varieties, calling together almost from the four corners of the earth the various growths of these countries which individually possess some quality different from the other that recommend them to the consumer. In any brochure on the tobacco trade such localities as Havana or Virginia suggest themselves to us in the Western Hemisphere, and in the manufacture of cigars we know that to produce a first-class article it is necessary to bring at least a part of it from far-off Sumatra.

Cigarettes From Turkey.

The stock which enters into the cigarette comes chiefly from Turkey and Virginia. We speak of Egyptian and Russian cigarettes, but this should not imply that these countries grow the tobacco which seems to be largely an erroneous idea that is extensively entertained to-day by many. Turkey grows the tobacco, and the Egyptians, who are probably the most expert blenders in the world of cigarette tobaccos, manufacture the Turkish product into cigarettes and place it on the market under the Egyptian Government stamp. The Russians also possess some peculiarities in the art of blending which recommend their goods to the taste of some.

In very few of the commodities of life does it become necessary in the production to draw upon so many sources of supply. These conditions have led to varied results and the people to-day who use tobacco are as a rule well versed in the generalities of its production so that the dealer must exert himself to offer every inducement to his customers, and especially the grocer, who keeps it only as a part of his whole stock.

Tobacco Pays Well.

Tobacco, with a reasonable amount of attention, is a source of considerable

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

Display a Few Boxes of the
5c. CHAMPLAIN CIGAR 5c.
and watch your sales jump.
The cigar is right. Your profit is right.
The Tercentenary is working for your benefit.
JOS. COTE, QUEBEC
Importer
Established 1887

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

revenue, especially in the country where it would not be profitable to carry this line alone. To obtain a successful and profitable trade in tobacco, a few of the absolutely necessary essentials to success in any sphere of business must be observed. Great care should be taken to keep the stock clean and prevent it becoming too dry. The latter difficulty in the sale of cigars and cigarettes can be overcome by the use of humidors and other apparatus which is made for the purpose. It might be stated here, however, that the successful dealer also is a keen observer of individual tastes. Some like their tobacco extremely moist, while others prefer it rather dry.

Care of Chewing.

With chewing tobaccos, which are packed in caddies, care should be exercised in taking away the individual plugs not to disturb the others, because by so doing the entire surface of the next plug may be exposed to the air and this both dries it and removes its fresh appearance.

Catering to Customers.

As a rule a man will buy his tobacco at the nearest place to which he may be for the greatest length of time, and it is only a matter of a little thought and interest in him to anticipate his peculiarities and pamper his desires. If a customer wants a certain brand of tobacco, whether it be a cigar, cigarette, or chewing tobacco, and you do not have it in stock, it very frequently pays to tell him to call again and you will have it for him then. Of course in catering to individual tastes it is a matter of judgment who you should do it for as for example it would not do to get a special brand for a customer whose trade you would have no opportunity of cultivating afterwards. It appears to be the experience of all tobacconists that men appreciate the fact that all they are required to do is to walk into a store and before they reach the counter have their favorite brand ready for them, and this becomes a far greater pleasure when they find it is not too moist or too dry, but precisely what they want. Every season brings with it its novelties in the tobacco business, with their advantages and disadvantages, and it is the successful merchant of to-day who picks his way among them, always well abreast of the times, but never indulging in their excesses.

Study Personal Tastes.

Perhaps after more than a cursory glance at the factors which constitute success in this line of business it might be wise to emphasize the feature of personal and individual tastes and the anticipation of their various shades, as this makes the customer feel that he is not going to be disappointed. It may be safe to say that men who are habitual users of tobacco prefer a bad dinner to a bad cigar, as they regard the latter as the great soother of all the disgruntling events of the day so it behooves the dealer to cater to these individual fancies and foibles and thereby incorporate in his business the salient features of success.

WILL IMPROVE CANADIAN TOBACCO.

Government Said to be Arranging Campaign for This Purpose.

The Government is said to be taking in hand a campaign for the improvement of Canadian tobacco. Two years ago a tobacco expert, Felix Charleau, was brought from France to see what were the possibilities of the Canadian tobacco. He has been conducting careful experiments with selection, raising and curing of tobacco in Quebec, Ontario and British Columbia, and is said to have found that a high grade of tobacco can be produced, and that the methods of production and curing followed in the past have been defective, thus preventing the Canadian leaf from taking the place to which it is properly entitled.

The recent changes in the excise law which place the Canadian leaf on a par with the imported leaf were made for the benefit of the grower. Now the Government is going to undertake a campaign of education for the benefit of the producer, M. Chevallier, an expert in the growing and curing of tobacco, has been secured, and will soon arrive from France to assist Mr. Charleau in the work. An English-speaking expert is to be hired for Ontario, and it is expected that next year there will be a man for British Columbia. Last summer the department leased a number of plots from tobacco producers, and had them planted with the proper sort of seed, and attended to in the most scientific way. Remarkable results were obtained, and there was an object lesson afforded the tobacco growers of the neighborhood, who could contrast the results obtained from the experimental plots with their own fields in the neighborhood.

There will be many more of these plots this year in different parts of Canada, and demonstrations and lectures on the way to cure tobacco will be continued.

MACARONI FOLLOWS IMMIGRANTS

The customs house returns in the United States show, according to a recent Canadian Trade and Commerce Report a large increase in the importation of macaroni into the country. This condition is due to the fact that the Italian who comes to America has to deny himself in a large measure of this national delicacy in his own country, but when he arrives in America the increased wages which he receives renders it possible for him to enjoy a greater indulgency in his favorite dish. In spite of the 40 per cent. duty on this product the Italian wants the best product of his own land.

As previously observed in this paper, Canadian wheat is finding its way into this product as it has been found by the Italian manufacturers that Canada produces the variety of wheat which is peculiarly adapted to the production of this article. In 1904 the value of the exports of macaroni from Naples and Castellamare to the United States alone amounted to 308,151l. This in 1905 increased to 415,848l. and in 1906 to 532,400l. The figures for 1907 are expected to amount to 600,000l.

NEW FIRM OF WINNIPEG BROKERS.

S. C. Richards, broker, Winnipeg, has taken into partnership Arthur H. Brown, who was formerly connected with the National Cash Register Co. and more recently with the National Drug & Chemical Co., manufacturers of St. George's Baking Powder. The new firm, known as Richards & Brown, is conducting an aggressive campaign in pushing the sales of the various lines handled. Among other lines they have control of St. George's Baking Powder, from Winnipeg to the Pacific Coast This entire territory will be covered twice a year.

Ridgway's Limited, of London, Eng., have opened a branch in Winnipeg for the sale of Ridgways teas and coffees. They have appointed S. C. Richards as manager.

NEW COMPANIES INCORPORATED.

A charter has been granted to the Dominion Agencies, Limited, with head office at Toronto, and a capital of $40,000, to engage in business as commission merchants, etc. The provisional directors are F. H. Potts, A. R. Bickerstaff, T. A. Silverthorn, Mary G. Carroll and Edith M. Carruthers.

A charter has been granted to the Beaver Mfg. Co., Limited, with head office at Galt, Ont., and a capital of $100,000, to take over the business of M. Griffin, and to manufacture food products, flavoring extracts, coffees, cereals, etc. The provisional directors are H. M. Griffin, W. Griffin and J. P. MacGregor.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

FRUIT CANS

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE
Norton Manufacturing Co.
HAMILTON

ALEX. CAIRNS & SONS

(PAISLEY, SCOTLAND)

JAMS, JELLIES, MARMALADES

THE GOODS WITH THE HIGH REPUTATION

Such goods as these win you trade. Put up in the finest factory in Scotland in the most scientific manner. Every pot a jar of delight for your customers, and a source of profit for you. Canada's largest wholesale grocery house stands behind each package, guaranteeing its quality.

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	$1 90
Blackberry	2 10
Damson	2 10
Gooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 20
Greengage	2 10
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 20
Strawberry, cases, 12-7 lb. tins	11 00
Raspberry, cases 12-7 lb. tins	11 50
Assorted, cases, 12-7 lb. tins	10 25

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	$2 00
Gooseberry	2 00
Plum	1 90
BRAMBLE	2 10
DAMSON	2 20

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currant	$2 80
Red Currant	2 80

PURE CALVES' FEET TABLE JELLY

Orange	$2 10
Lemon	2 10
Vanilla	2 10
Plain	2 10

1-lb. Square Glass
Patent Air-tight Caps.

2-lb. size, same flavors	$3 75
Champagne	2 50
Cognac	2 50
Maderia	2 50
Port	2 50
Sherry	2 50

1-lb. Square Glass Jars
Cases, 2 doz.

MARMALADES

1-lb. Patent Glass Jars
Cases, 2 doz.

Scotch Orange	$1 70
Home-made Orange	2 20
Tangerine Orange	2 30
Apricot	2 30
Fig and Lemon	2 40
Ginger	2 40
Ginger and Pineapple	2 40
Green Fig	2 40
Green Fig and Ginger	2 40
Pineapple	2 40
Scotch Orange, 2-lb. glass 2 doz. in case	3 00
Scotch Orange, 2-lb. pots, 2 doz. in case	3 00
Scotch Orange, in 7-lb. tins, 12 tins in case	7 80

Send in your Order.

Remember the Name

Net within 30 days. ***No discount.***

In lots of Five Cases or more, 5 per cent. off above prices.

AGENTS FOR CANADA:

HUDON, HEBERT & CO.

MONTREAL LIMITED

The Most Liberally Managed Firm in Canada

Quality Counts

Keep up your Prestige by selling the BEST

Canned Fruits and Vegetables

THE BRANDS ARE:—

Auto	**Kent**	**Lynnvalley**
Canada First	**Lion**	**Maple Leaf**
Grand River	**Little Chief**	**Thistle**
Horse Shoe		**Log Cabin**

PACKED AND GUARANTEED BY

Canadian Canners, Limited

Head Office, - Hamilton, Canada

AGENCIES WANTED

For

Pickles, Canned Goods, Jams, Biscuits, Molasses and other Grocery Staples and Specialties

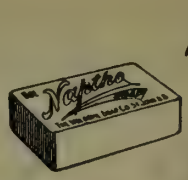
First class representation by a live up-to-date house in

Quebec City and District

Splendid connection. Established fourteen years. Successfully placed already many lines on this market. Only A1 agencies desired. Your enquiries will receive prompt attention. Best attention to your business personally, and through our travellers.

Write to

AGENT,—Canadian Grocer, Montreal



Naptho SOAP

MADE IN CANADA

R. U.

Selling

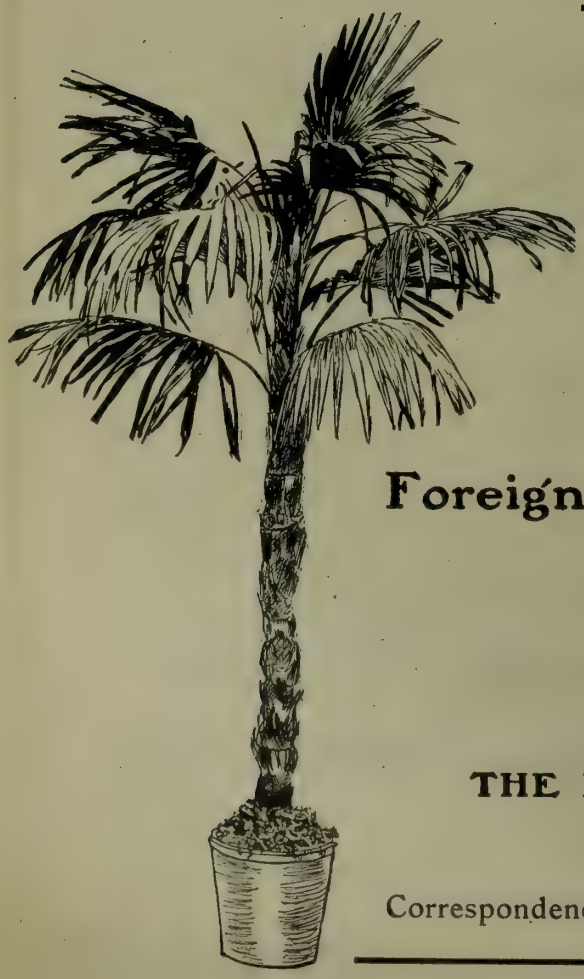
NAPTHO SOAP?

If not, it will increase your trade to carry it.

For Quality
Appearance
Price

Naptho is the Best

The Welcome Soap Co.
Limited
St John, - N.B.



The Dawson Commission Company

RECEIVERS AND HANDLERS OF

Foreign & Domestic Fruits, Vegetables

Poultry, Butter, Eggs and other Country Produce

APPLES one of our specialties.

THE DAWSON COMMISSION COMPANY
TORONTO

Correspondence and consignments solicited.

Talking About Purity!

We want every grocer in Canada to know that

BALMORAL (REG.) **Jams, Jellies, Marmalades, Preserved Fruits, Etc.**

are guaranteed

AB-SO-LUTE-LY PURE

If all the strictest Government analysts were to apply the most conscientious tests upon these goods they could not do otherwise than pronounce them the purest it is possible to produce.

Made from the finest selected fruits, carefully preserved, and, as for cleanliness, it is reduced to a science.

Write for prices and particulars about these goods that will interest you.

J. W. Windsor

Packer and Preserver of the largest assortment of Jams, Jellies, Marmalades, etc., etc., in Canada.

Montreal

How About Soup?

You cannot get anything better than

"CONNOISSEUR" and "GLENCAIRN" Brands

Real Turtle
Mock Turtle
Ox Tail
Tomato
Julienne
Macaroni
Game

20 others

Cock-a-leekie
Hotch-Potch
Mulligatawny
Kidney
Chicken Broth
Vermicelli
Giblet

20 others

FINEST QUALITY

Put up in Glass and Tin

Cunningham & Defourier Co., Limited
London, Eng.

Canadian Agents:
ROSE & LAFLAMME, LIMITED, Montreal

William Galbraith & Son

Wholesale Grocers

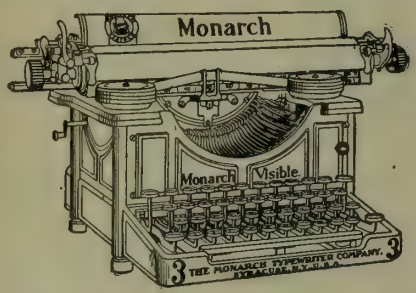
80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

THE BEST



way to advertise is by pointed, personal typewritten letters addressed to customers.

EVERY ONE reads personal letters ; few, newspaper advertisements.

IT IS SECRET: Your competitor cannot know the lines you are pushing or the prices you are quoting.

IT IS CHEAPEST: A little time and effort and postage is all that is required.

The Monarch Visible is simple, easy to operate and most durable. With it you can write your invoices and statements as easily as your letters.

Write for Booklet C.

The MONARCH TYPEWRITER COMPANY, Limited
98 King Street West - Toronto, Ont.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

We are now having weather suitable for

House Cleaning

and Scrubbing Brushes will be in demand.

We give you

115 lines to choose from.

Book your order with us.

Stevens-Hepner Co., Ltd.

Port Elgin, Ontario, Canada

R. Burger.
Swiss Consul
for
Ontario and Manitoba.

CONSULAT
SUISSE

SCHWEIZER KONSUL FÜR
ONTARIO UND MANITOBA

Toronto, Canada March 17th 1908.

The Mac Lean Publishing Co.,
10 Front Street,
Toronto.,

Gentlemen: Pray to accept my sincerest thanks for the kindness to forward to me so promptly the different numbers of your weeklies, viz. "The Canadian Grocer", and "The Dry Goods Review", for which I had applied through your Mr. Wm. H. Taylor.

Those publications contained just that sort of information on a certain very important subject, as the Canadian trade with foreign countries, for which I had been vainly looking in our daily newspapers. Your issues furnished excellent material and to the point too. They have been forwarded at once to the Federal Department of Trade and Commerce at Berne, Switzerland.

Yours very respectfully

Henry Burger
Swiss Consul.

Classified Advertising

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	" 6 months...	17 00
"	"	" 3 months...	10 00
50	"	" 1 year.....	17 00
"	"	" 6 months...	10 00
25	"	" 1 year.....	10 00

AGENCIES WANTED.

PARTY starting a jobbing and commission business would like city agency for some good lines. Best of references. Box 355, Moncton, N.B. (21)

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

FOR SALE

FOR SALE—Second-hand National Cash Register, six drawers, used two years, in good condition, Bargain for cash. Apply to W. C. Latimer, Beaverton, Ont.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

SITUATIONS VACANT.

WANTED—First-class grocery clerk. Apply to Geo. Benger, Port Arthur, Ont. (21)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

MERCHANTS—Have you accounts hard to collect? Try our up-to-date system. It brings results, costs little, saves money and worry. Write for particulars to Imperial Collecting Agency, 315 McIntyre Block, Winnipeg, Man.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—A computing scale that will weigh fifty pounds. Box 503, Havelock, Ont.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

WANTED

A first-class Pork Packing-house Man to act as Assistant Manager. One with experience of the Canadian trade in all its branches preferred. Apply stating experience, salary expected and give references. Address Box 195, care of Canadian Grocer, Toronto.

Good

PAPER

will increase your business

100%

Headquarters for

PAPER, BAGS, TWINE, BUTTER PAPER, Etc.

Geo. Powley & Co.

Wholesale Paper Merchants and Importers

Toronto —and— Hamilton

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Executors' Sale

Tenders will be received by the undersigned until 12 o'clock noon of Monday, June 1st, 1908, for the purchase of the Dried Apple Exporting portion of the business of the W. A. Gibb Company, Hamilton, as a going concern, including all machinery and plant, good will, right to use name, and registered trade brands "Excellenz," "Nonpareil," "Magnifica," and "Majestic." This is an old established business with valuable British and German connections. Purchaser can obtain new lease of present premises if desired.

Terms:—Marked cheque payable to undersigned for 10 per cent. of tender to accompany tender; 40 per cent. in cash on completion of sale; balance on approved notes at three and six months at 6 per cent. For further particulars and inspection of plant apply at the office of the Company, 7 Market Street, Hamilton, or to

NESBITT, GAULD & DICKSON,

Canada Life Chambers, Hamilton

The evaporating plants of the Company will be advertised for sale as soon as Inventories are completed. 21

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

TALBOT FRERES

BORDEAUX, FRANCE

Were it not for their superiority over other lines, and their incomparable excellence, these goods would not have the hold they now have on the Canadian public. The strong demand there is for them is the best guarantee of merit for the grocer.

GREEN PEAS—On the spot for immediate delivery.

Sur—Extra—Fins, case 100 1-lb. tins, - - - - - - -	17.00
Extra Fins, case 100 1-lb. tins	15.00
Fins, case 100 1-lb. tins -	13.00
Mi-Fins, case 100 1-lb. tins -	11.00
Extra Fins, case, 2 doz., glass jars, doz. - - -	3.50
Fins, case, 2 doz. glass jars, doz.	3.10

FRENCH ALIMENTARY PASTES—Boxes 25 lbs.

1-lb. Packages—

Assorted - -	8c
Letters and Figures -	8c
Nouilles - -	8c
Spaghetti - -	8c
Macaroni - -	8c
Vermicelli - -	8c
Alphabets - -	8c

Loose—

Macaroni - -	7½
Nouilles - -	7½
Vermicelli - -	7½
Spaghetti - -	7½
Coudes - -	7½

GREEN PEAS—New pack, delivery June—July

Sur—Extra—Fins, case 100 1-lb. tins - - -	16.00
Extra Fins, case 100 1-lb. tins	14.00
Fins, case 100 1-lb. tins -	12.00
Mi-Fins, case 100 1-lb. tins	10.00

Also Packers of—

- Asparagus, whole
- Asparagus, tips
- String Beans
- Mushrooms
- Artichoke (Bottoms)
- Lima Beans (Flageolets Fins)
- Brussels Sprouts
- Mixed Vegetables (Macedoines)

TERMS—Net 30 Days

HUDON, HEBERT & CO. LIMITED

CANADIAN AGENTS:

MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attention

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE. — 322 Notre Dame St E.
OTTAWA, ONT. — 49 Anigesea Square

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 35, Alliance Bldg.
107 St. James St. - Montreal

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

REGINA.

Grocery and Fruit Broker
REGINA, SASK.
J. L. PEPPARD
First to Start. — Your Account Solicited.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

TORONTO.

RICE
CHOICE PATNA
224s
Now on Spot.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

FRASER & AISTHORPE
Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

ON SPOT
Currants
Evaporated Apples
Canned Strawberries
Valencia Raisins
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

Manufacturers' Agents—Continued.

TORONTO.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

JOLIETTE, QUE.

Chevalier, Pouliot & Cie.
Wholesale Grocers
Proprietors famous "Congo" Brand Guaranteed Goods.
Correspondence Solicited. Address us at
Joliette, - - Que.

ESTABLISHED 1876
L. Z. MAGNAN
Wholesale Grocer
JOLIETTE, - - - QUE.
Prompt shipment of all orders. Prices just right. Goods Guaranteed.
Send us your orders
Correspondence invited

QUEBEC.

T. E. CHAREST
Manufacturer's Agent, Quebec
Extensive connection with retail and wholesale grocery trade of this city.
Highest References.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

GROCERY BROKERS
and Manufacturers' Agents
CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

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J. HUNTER WHITE
MERCHANDISE AND CUSTOMS BROKER
FORWARDING AGENT
ST. JOHN, NEW BRUNSWICK
Wholesale Trade Frost-proof Storage

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Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

L. E. DASTOUS & CO.
Grain and General Brokers
Sherbrooke, - - Que.
Correspondence Solicited from Foreign Shippers.
Specialty—Grain and Mill Feed.

EXPORT TRADE DEPARTMENT.
Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

QUEBEC MARKET

Any Important firms willing to be represented in our city would do well by writing to

ALF. T. TANGUAY & CO.
Commission Merchants and Brokers
18 St. James Street
20 Years Experience

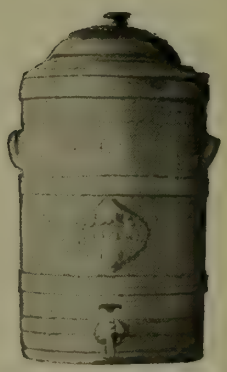
Whenever you want really close prices on high-grade nicely finished

Earthenware

Crocks, Churns, Jugs, Butter Pots, Flower Pots, Vases, Fire Bricks, Fire Clay, Fire Sand, Rockware etc. Just write to us.

Write us anyway about

Hart's Family Filter



It is a really satisfactory filter for people who prefer germ proof drinking water.

Belleville Pottery Co.,
BELLEVILLE, - ONT.

EUREKA REFRIGERATORS

Manufactured by the

Eureka Refrigerator Co.

56 Noble Street, TORONTO

are being used by hundreds of **GROCERS and BUTCHERS** in all parts of the Dominion.

THE EUREKA PATENTED SYSTEM OF DRY COLD AIR is the result of nearly **25 Years** devoted exclusively to the work, and is superior to anything else.

Ask anyone who has used one what he thinks of it.

Orsi?

The Harris Lithographing Co.

Lithographers, Engravers, etc.

Fine Colored

Show Cards Calendars and Catalogue Covers

Special attention to Canned Goods, Coffee, Spice, Extract and Grocers' Sundries Labels.

468 Wellington Street W.

Phone Main 3120

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 22, 1908.

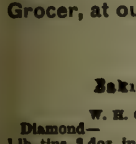
Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 35
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1 lb. tins, 3-doz. in case, per doz	2 70
½ lb. " " "	1 2
¼ lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

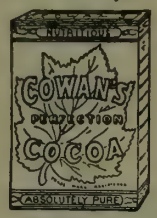
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40
White Swan Flaked Rice, per doz , $1.
White Swan Flaked Peas, per doz., $1.

CHOCOLATES AND COCOAS.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb	0 22
pecial quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$ 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	¼	doz. to case	per doz.,	$	.90
¼ "	"	4 " "	"		2.40
½ "	"	2 " "	"		4.75
1 "	"	1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼s (for cooking), doz	0 90
Prepared cocoa, ¼'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ¼'s	0 42
" " ½'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 43
Breakfast cocoa, 1-5, ¼, ½, 1 & 5-lb. tins	0 43
German Sweet chocolate, ¼ and ½-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
1b "	0 27
1b. "	0 28
1 and ½ b. packages assorted	0 26½
¼ and ½ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
¼ lb. "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails and tins.	10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21		0 17
Best Shredded	0 18	....		0 16
Special Shred	0 17	....		0 15
Ribbon	0 19	....		0 17
Macaroon	0 17	....		0 15
Desiccated	0 16	....		0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
"Reindeer" brand per case (4 doz.)	5.75

Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles,	4 doz,	per doz		1 75
10 " "	4 "	"		3 00
Rep. quarts,	1 "	"		6 50
Imp. "	1 "	"		9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 [illegible]
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1	"	3 00
"	4 "	" 1	"	4 50
"	20 "	" ½	"	4 75
"	20 "	" 1	"	9 00

THOMAS J. LIPTON
Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Rob'nson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Tomato Pulp

(HIGH GRADE)

May we submit sample and quote you?

Write us.

J. H. WETHEY, LIMITED

ST. CATHARINES

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case. per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... " 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80 in 5, 7, 14 and 30-lb. pails.

Jelly Powders

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

IMPERIAL DESSERT JELLY

Cartons each 1 doz. Cases each 12 cartons, per gross..... $10 50
Terms net 30 days, or 1 p.c. 10 days.
Flavors — Lemon, Orange, Vanilla, Pineapple, Raspberry, Strawberry, Red Currant, Cherry, Calves Foot

MacLaren Imperial Cheese Co., Limited.

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's' (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½
½-bbls. 0 09½
Tubs, 60 lbs. 0 09½
20-lb. Pails. 2 00
20-lb. tins .. 1 90
Cases 3-lb.. 0 10½
" 5-lb.. 0 10½
" 10-lb.. 0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb. $0 40
Fancy boxes (36 or 50 sticks)....per box 1 25
"Ringed" 5-lb. boxes.....per lb. 0 40
"Acme" pellets, 5-lb. cans....per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can 2 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" " 20 5-lb. cans..... 1 50
"Purity" licorice 10 sticks..... 1 45
" 100 sticks..... 0 75
Dulce large cent sticks, 100 in box.... ....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz..... $3 60
3 cases of 4 doz..... $3 50
5 cases or more 3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb. glass jars.		
Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz. $1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " .. 2 80
4-lb. tins, " .. 4 65
7-lb. " " .. 7 35
"Shredded"—
1-lb. glass, doz..... 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of 2 doz. net..... 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz. $1 40
" ¼-lb. tins ..... " 2 50
" 1-lb. tins ..... " 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... " 0 25
F. D ½-lb. tins .....per doz. 0 85
" 1-lb. tins..... " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's $5 75
" pts. 24's 6 00
" ½-pts. 24's..... 3 25

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 60 1-lb. packages		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " 60 1-lb. " and 60 ½-lb. "		2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases		2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" black.....	"	15 20
Oriole soap.....	"	10 20
Gloriola soap.....	"	13 00
Straw hat polish.....	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED

		per lb
Laundry Starches—		
No. 1 White or blue, 4-lb. carton.		8
No. 1 " " ½-lb. "		

Satisfaction

That is what you want to get and give.

James Dome Black Lead

a Stove Polish that gives satisfaction to every householder. It contains no dirt or grit, it's all lead. Gives a quick brilliant lasting shine, always in use, always a chance to please. Sort up your stock, all jobbers carry it.

W. G. A. LAMBE & CO., Canadian Agents

Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 8
Benson's satin, 1-lb. cartons	8 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

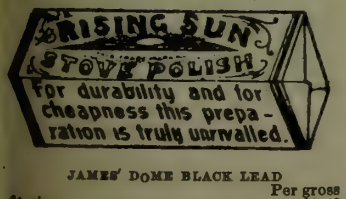
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 07½
Kegs, 100 lb.....	0 07½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb. ..	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case..	4 75

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ per lb.
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb.....	1 25 each
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 75
20-lb " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, 1's.....	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " ½s and 1's	0 24	0 30
Orange " ¼s, ½s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½s and 1's	0 50	0 70

Blue Label, 1s.....	$0 20	$0 25
Blue Label, ½s.....	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs		0 25
Princess Louise, hf c, 80 lbs		0 19
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs		0 18
Duchess, cases 60 lbs.....		0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½s....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1 s and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00

Cases, each 60 1-lb.....		$0 35
" " 60 ½-lb....	}	0 35
" " 30 1-lb....		
" " 120 ¼-lb		0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s. 0	38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ½s....	0 30	0 40
" " ½s....		0 32
" " ½s.....	0 25	0 30
" " 1 lbs.....0	24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....		$0 20
" " ½-lb., "		0 21
Blue Label, retail at 30c.....		0 22
Green Label. " 40c.....		0 30
Red Label, " 50c.....		0 35
Orange Label, " 60c.....		0 41
Gold Label. " 80c.....		0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 18
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s..	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 58

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 45
" 1-9	0 44
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 7
" " 1-lb "	0 6

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 85
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 80
No. 1, 3-hp. pails.....	2 05

CANE'S WASHBOARDS.

Pony per doz.....	$ 110
Crown.....	1 75
Improved Globe.....	1 95
Standard Globe	2 05
Original Globe.....	2 35
Superior Globe	2 50
Newmarket King.....	2 70
Jubilee.....	2 75
Diamond King Glass.....	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 60
4 " packages, per case..	0 62	0 67
6 " " " ..	0 82	0 87

Yeast.

Royal yeast, 3 doz 5 cent. pkgs $1 10	
Gillett's cream yeast, 3 doz. in case .. 1 10	

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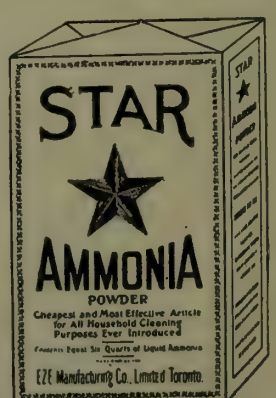
BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¼-lb.tins—3 doz. in case


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
EZE Manufacturing Co., Limited Toronto.

THOROUGHLY SATISFIES YOUR CUSTOMERS.
That's saying a good deal.

When Ordering

Valencia Raisins

Remember these Marks—

"M.D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

AGENTS:
ROSE & LAFLAMME, LIMITED
Montreal and Toronto

...FOR...

Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:
ROSE & LAFLAMME, LIMITED
Montreal and Toronto

English Brewed

Ale and Stout

The most healthful drink of Old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our six large breweries situated in London, Birmingham, and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine bitter taste, but are entirely free from anything of an injurious nature. THEY ARE ABSOLUTELY NON-INTOXICATING. Good for all the year round trade. Let us correspond with you and send you Analytical report, with other information.

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

KOPS BREWERIES, - - London, S.W.

A CUSTOMER PLEASED

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

means a friend for the grocer. It is just as true that the sale of inferior goods in the long run loses friends for the grocer. Then why take chances of losing trade by passing out cheap and inferior stove polishes when the best stove polishes may be sold by you at a good profit and help make friends for you every day.

That is a good reason for urging the sale of our very popular ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** in Tins. Every package is right when you sell it and makes friends for you and for us day in and day out. Just what you want to push. We know you think so.

MORSE BROS., Props. - Canton, Mass., U.S.A.

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Begin now to prepare for the day of opportunity by depositing your savings in *The Metropolitan Bank*. In the *Savings Department* $1.00 or upwards opens an account. Interest is allowed from date of deposit, and compounded *four* times a year. No delay in withdrawal.

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Income for 1906, over 3,609,000

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Is a companion, friend and servant combined.

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This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

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The most popular hotel in OTTAWA, Ont. JAMES K. PAISLEY, Prop.

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Open Nov. Closes in May.

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Most Perfect Made.

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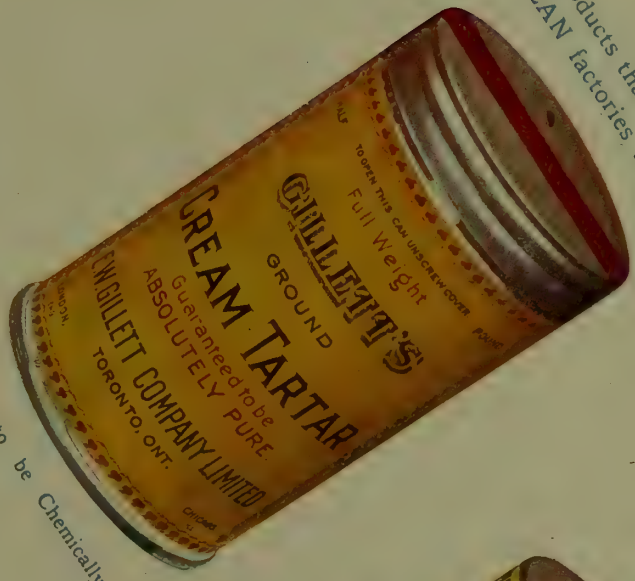
Food products that are produced in CLEAN factories are BEST.



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Food products that are produced in CLEAN factories are BEST.

Imperial Baking Powder, an absolutely pure Cream Tartar Baking Powder.

Magic Baking Powder
HAVE YOU TRIED IT?

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CANNED AND PRESERVED MEATS

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Clark's Pork and Beans are the Standard of quality. These are known throughout the Dominion.

Keep up your stock. They are ready sellers and return you a good profit. All the material used is of the best, and approved by the Government.

Ask your wholesaler for them, and Insist on having Clark's

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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, MAY 29, 1908. NO. 22.

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Keen's

Oxford Blue

but you can run it better and more profitably by selling it. It is the "World's Best Blue."

You can buy it from every wholesale grocer

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion Montreal

Benson's "Prepared" Corn

(Best for Puddings, Blanc Manges, Desserts, etc.)

Edwardsburg "Silver Gloss" Starch

produces finest work in the laundry.

Your recommendation of these standard and well advertised lines will secure confidence of your customers—

For sale by all grocery jobbers in Canada.

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ESTABLISHED 1858

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"It's Pure, That's Sure"

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Upton's Guaranteed Pure Orange Marmalade

12-oz. glass jars, 2 dozen in case, $1.00 per dozen
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Pint sealers, 1 dozen in case, $2.00 per dozen
2-lb. tins, 2 dozen in case, 7¼c. per pound
5-lb. tin pails, 8 pails in crate, 7c. per pound
7-lb. tin pails, 9 pails in crate, 7c. per pound
7-lb. wood pails, 6 pails in crate, 7c. per pound
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Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

Order through your wholesaler and have goods shipped fresh from our factory.

The T. Upton Company, Limited

Hamilton, - Ontario

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"Thistle" Brand Haddies

Full weight in 16-oz. lined tins, containing no skins, no bones, no waste, no dirt or slime—nothing but the freshly caught, carefully cleaned and cured **genuine Haddock.**

"Thistle" brand will increase confidence in **any** grocer's general stock. It is a "builder" of confidence.

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Heretofore a luxury, but now put up in one-pound oval tins in this country—superior in flavor and containing no waste.

For a while Spain furnished it in limited volume. The popular demand compelled the ways and means adopted by the Thistle Company.

FOR SALE BY ALL THE BEST DEALERS

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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Manufacturers' and General Commission Agents for
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Agencies Solicited
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A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attention

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TEL. MAIN 778 — BOND 25

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General Commission Merchants
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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Write for prices and particulars
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more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
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Room 35, Alliance Bldg.
107 St. James St. - Montreal

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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
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G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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WAREHOUSEMEN
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Open for a few more first-class lines.

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CHOICE PATNA
224s
Now on Spot.
Anderson, Powis & Co.
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AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

ON SPOT
Currants
Evaporated Apples
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MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

(Continued on page 4.)

WE OFFER—

Exceptional facilities for quickly placing amongst the best trade of the Canadian market, all lines of BRITISH and FOREIGN Manufacture.

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GEO. DALIDET & CO. Bordeaux, France — Fruits, Vegetables, etc.

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MADAME DAMAIN Bar-le-duc, France — Bar-le-duc Jelly

WM. P. HARTLEY Liverpool, Eng. — Preserves and Marmalade

FERRAND, RENAUD & CIE. Lyons, France — Macaroni, etc.

JAMES PASCALL, L'T'D London, Eng. — Confectionery

We solicit enquiries and offerings from reputable shippers who are not represented on this market.

EBY-BLAIN, LIMITED

Wholesale Grocers, Importers, etc. - TORONTO

Consistency Is Evidently Appreciated

We have always consistently studied the interests of our customers, as well as of the Public, by offering our Teas at such prices that they yield a fair margin to the dealer, and are of such quality that when compared with other teas they are bound to be appreciated

By the Consumer

The fact of our continuing to supply the needs of both the Grocer and Public alike, has brought us many grateful letters from our friends, and the continued and steady increase in OUR SALES from month to month gives us ample proof that our methods of conducting our business are appreciated BY BOTH.

THE BLUE RIBBON TEA CO., LIMITED
Montreal and Toronto

Manufacturers' Agents—Continued.

TORONTO.

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Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

GROCERY BROKERS
and Manufacturers' Agents
CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
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THOS. B. GREENING & CO.
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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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Commission Brokers and
Manufacturers' Agents
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Correspondence Solicited

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BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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Manufacturer's Agents and Wholesale Commission Merchants
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Tel. 359 Box 793 MOOSE JAW, SASK

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
34 Arthur St., WINNIPEG, Man.
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J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
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F. G. EVANS & CO.
Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

AGENTS WANTED
to sell "TILBURY BRAND" canned goods on following territory. Montreal City and East, Eastern Ontario, Toronto City, Western Ontario, British Columbia. Our goods are strictly first-class and we want only first-class men to sell them.
The TILBURY CANNING COMPANY, Limited
TILBURY, ONT.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
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When writing advertisers kindly mention having seen the advertisement in this paper.

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Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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7. Testing, Blending and Preparing.
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TO THE TRADE:

Do You Recognize the Fact that in

CEYLON TEA

You Have a Wide Range of Choice? That While all the Island's Teas are

Exquisitely Delicate in Flavor,

High in Stimulating Power,

Fragrant, and Full Bodied,

Perfect Blends can be gotten in great variety with them?

LONDON, Ontario, May 1st, '08.

Messrs. The Old Homestead Canning Co.,

PICTON, Ontario.

Dear Sirs,—

Kindly quote me best prices for Peas, Pumpkins, Corn and Tomatoes.

We have been handling OLD HOMESTEAD for two seasons, and they give entire satisfaction. London was almost solid for other well known brands, but by pushing, and the good advertising, we have hardly any trouble now. Your goods fully back our talk, and once a customer tries them, it's OLD HOMESTEAD they want.

Yours truly,

(Signed) John Diprose.

Quality Talks! Quality Tells!

Quality Makes and Keeps Customers!

No serious-minded grocer can afford to give second place to **"Salada"** in his business, because there is no such tea in flavor and quality to be had outside our well-known Lead Packet. Then **"Salada"** actually pays him **a larger net profit** than any bulk teas.

THE "SALADA" TEA CO., Toronto or Montreal

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

Purnell & Panter, Ltd.
Bristol

E. McMichael, - - - St. John, N.B.
H. Haszard, - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S. Harding, - Quebec & Montreal
Kyte & Hooper, - - - Toronto, Ont.
Bickle & Greening, - Hamilton, Ont.
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Counter Check Books
The "Newear."

For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

Write for Sample.

The Carter-Crume Company Limited,
Toronto and Montreal

Mention this paper.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—
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J. M. BRAYLEY, 55 St. Paul Street.
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St. John Sales Agent—
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Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - -	Quebec.	Carman Escott Co., -	Winnipeg.
C. DeCarteret, - -	Kingston.	R. G. Bedlington & Co., -	Calgary
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Geo. Musson & Co., -	Toronto.	Wilson & McIntosh, -	Vancouver
J. W. Bickle & Greening, -	Hamilton.	C. Leonard Grant, -	P. E. Island.
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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited

Montreal and Toronto.

Canada's Best

Flavor

Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits

being used they are delicious

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal and Toronto

Released From Prison Through a Want Ad.

By the pardon last month of John L. Silber, by Governor Haskell of Oklahoma, a strange tale of the human interest variety is brought to a conclusion, says Printers' Ink. A six-line want ad is responsible for the whole affair.

For the purpose of booming its want ad page the Oklahoman, of Oklahoma City, had offered prizes for the most original liners that appeared in the paper on a given day. A committee of local advertisers, selected to act as judges in the contest, very properly awarded the first prize to the writer of this advertisement:

WANTED—Young man in jail wants out; suggestions solicited that might result in immediate release; wants poet's address that wrote 'Stone Walls Do Not a Prison Make, Nor Iron Bars a Cage." Address John L. Silber, Kay county jail, Newkirk, Okla.

A great deal of notoriety was given to Mr. Silber's peculiar announcement, and many letters were addressed to the Oklahoman and to the prisoner from interested people all over the State, wanting to know on what charge he was confined, and whether or not anything could be done toward securing his liberty. Finally, through the assistance of the Oklahoman, the movement took definite shape, and attorneys were employed to draw up petitions for his pardon. An investigation developed the fact that Silber was very probably unjustly imprisoned.

The circumstances were briefly as follows: Silber is a young man of some twenty-two years of age a professional railroad switchman. Having an inclination to travel and being a member of the Trainmen's Union, which gave him free transportation, he left his home in Buffalo and went to Oklahoma in the spring of last year. He stopped off at Newkirk, and was looking the small town over when he was accosted by the Town Marshal, who demanded to know what he was doing there. Silber resented the Marshal's officiousness and told him it was none of his business. The latter, having nothing else to do, followed Silber about for the most of

the day. Finally, Silber crossed the railroad track near the switch light. The switch light happened to be not burning. This seemed to suggest to the Marshal a plan for punishment. Silber was at once arrested on the charge of blowing out the switch light. Two of the marshal's men swore, in the preliminary hearing that they saw Silber blow out the light. Silber had a switchman's key on his person, and the case seemed likely to go rather hard with him, especially as he was without money and friends, and refused to notify his relatives in the East. On the advice of his acquaintances in Newkirk, he pleaded guilty to the charge and accepted a jail sentence rather than run the risk of being sent to the penitentiary.

Letters were written to the Governor by the prosecuting attorney who had tried the case, by the judge of the district court before whom the case was tried, and by the county sheriff, all recommending pardon. The petition was presented to the Governor by Senator Roy E. Stafford, of Oklahoma City, and pardon was almost immediately granted.

This incident, which is absolutely true, is at once a unique and forcible illustration of the immense power of a small ad. in the classified columns of a publication of good circulation. An ad. in the "Articles Wanted" column of THE CANADIAN GROCER is seen by every reader in that field who wants to buy something; "Situations Vacant" is read eagerly by those wanting employment; "Situations Wanted" by those seeking help, and so on through the whole gamut of classification.

Is there anything YOU want to Buy, Sell or Exchange? Do you want help, or do you want a situation? Are you looking for a partner? In any of these cases if you want to interest people engaged in the Grocery business the

CLASSIFIED ADVERTISING COLUMNS OF THE CANADIAN GROCER IS THE BEST MEDIUM

LEA'S

The Pickle with the Home-made Flavor

When we say to you that we manufacture Pickles, we do not mean that we are the only firm in Canada Manufacturing Pickles, but that we are the only firm that are Manufacturing Pickles that have the **Home-Made Flavor,** the recipes of a woman who has spent her lifetime in perfecting them, our goods have not that Factory flavor so detrimental to all goods that endeavor to take the place of the kind that your Mother made. This is one point that we keep constantly before us, that the consumer to-day demands that the goods that they consume shall be as near as possible to the flavor that you think can be produced only in your own kitchen. This is the flavor that we manufacture, and that only.

Packed By

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

The Vinegar Problem

is easily solved if you just stock

WHITE, COTTELL & CO'S Pure Malt Vinegar

It is a perfect vinegar, of delicious flavor, guaranteed strength, and rich delicate aroma. Keeps well in bottle or wood and gives such satisfaction that you'll find it desirable to stick to this particular brew and hold your trade with a good article.

CANADIAN AGENTS—
Hudson's Bay Co., Vancouver, B.C.
W. L. MacKenzie & Co., Ross Ave., Winnipeg
Kenneth H. Munro, Coristine Bldg., Montreal
Kyle & Hooper, Front St. E., Toronto
Royal Stores, St. John's, Nfld.

White, Cottell & Co.,
Camberwell Street, LONDON, ENG.

The Purest and Strongest

fruit extracts on the market to-day are

Shirriff's Flavoring Extracts

The most prosperous grocers in Canada handle no other brand but Shirriff's.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

Naptho SOAP

MADE IN CANADA

R. U.

Selling

NAPTHO SOAP?

If not, it will increase your trade to carry it.

For Quality
Appearance
Price

Naptho is the Best

The Welcome Soap Co.
Limited
St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE:

We are now ready to quote on high grades and shall be pleased to hear from you promptly.

S. T. NISHIMURA & CO., Sole Agents. - **55 St. Francois Xavier Street, Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

ESTABLISHED 1840

NELSON'S "Pansy" Broom

is just right. Try them.

H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE:
92 Adelaide St. W.

Toronto

FACTORY:
15, 17, 19, 21 Jarvis St.

If you want to find out how fast Canned Goods can sell, just stock

FARMER BRAND

It will be a revelation! Every grocery store which features Farmer Brand, experiences a constant run on its canned goods department. Popularity and Profit are the inevitable results of Farmer Brand quality. Every can is as carefully packed with specially selected fruits or vegetables as if it were intended for an expert test. That's how Farmer Brand happens to please the public.

Why Don't You Try It?

Farmers' Canning Co., Limited

Bloomfield, - Ontario

PINEAPPLES

1s WHOLE **1s SLICED**

A GOOD LINE TO RETAIL AT 10c.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The Glass Vases of POTTED MEATS and FISH

—appeal to many customers who prefer them to the tinned package.

Contents are all of equally high quality.

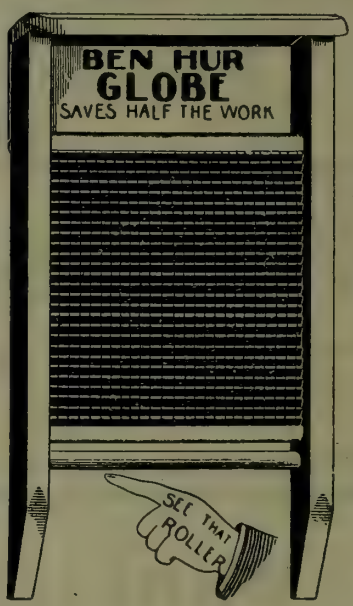
The inviting appearance of the glass vase makes sales easy.

THE AUTO VASE MANY VARIETIES

Cunningham & DeFourier Co. Ltd.

Glencairn Works: LONDON, E.

Canadian Agents:
ROSE & LAFLAMME, LIMITED, Montreal



BEN HUR
SOLID BACK
IMPROVED
GLASS KING
BRASS KING

? Have you had a sample **BOSS WASHER**, over 12,000 sold. Try one.

WALTER WOODS & CO.

WHOLESALE WOODEN WARE AND SUNDRIES

HAMILTON and WINNIPEG

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

"Tilbury Brand"

means the Very Best in Canned Fruits and Vegetables

One of the best-equipped factories on the continent, situated in the heart of the best Tomato district in Canada—the garden of Ontario—assures the permanent superiority of this Brand.
Our present stock consists of Tomatoes, Pumpkin, Beans and Apples.

The Tilbury Canning Company, Limited, Tilbury, Ont.

TESTED and PROVED THAT

Sterling BRAND

SOUTH AFRICA and CANADIAN

RELISH
TOMATO CATSUP
PREPARED MUSTARD

Complete every Meal Table for Luxury

All sizes in stock.

THE T. A. LYTLE COMPANY LIMITED
TORONTO

OUR ORDER NOW PLEASE

We are sure you have forgotten to mail it to us.
The great selling season for

Mathieu's Nervine Powders

is here now. For quick selling, rapid turn over and profit realized quickly there's nothing to equal Mathieu's Nervine Powders.

Mathieu's Syrup of Tar and Cod Liver Oil is much the same. It sells a bit more slowly in summer —that's all.

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BA

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

R. Burger.
Swiss Consul
for
Ontario and Manitoba.

CONSULAT
SUISSE

SCHWEIZER KONSUL FÜR
ONTARIO UND MANITOBA

Toronto, Canada March 17th 1908.

The Mac Lean Publishing Co.,
10 Front Street,
Toronto.,

Gentlemen: Pray to accept my sincerest thanks for the kindness to forward to me so promptly the different numbers of your weeklies, viz. "The Canadian Grocer", and "The Dry Goods Review", for which I had applied through your Mr. Wm. H. Taylor.

Those publications contained just that sort of information on a certain very important subject, as the Canadian trade with foreign countries, for which I had been vainly looking in our daily newspapers. Your issues furnished excellent material and to the point too. They have been forwarded at once to the Federal Department of Trade and Commerce at Berne, Switzerland.

Yours very respectfully

Henry Burger
Swiss Consul

CORKS AND CAPSULES

We are in a position to supply manufacturers with all varieties grocery corks and capsules. Corks are made under our own supervision, as are the capsules, and we guarantee them. All sizes.

WRITE FOR PRICES

S. H. EWING & SONS

MONTREAL and TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

THICK, SWOLLEN GLANDS

that make a horse Wheeze, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling caused by strain or inflammation. No blister, no hair gone, and horse kept at work. $2.00 per bottle, delivered. Book 3-G free.

ABSORBINE, JR., for mankind, $1.00, delivered. Cures Goitre, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents, LYMAN SONS & CO., Montreal.

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD
RICHMOND, - QUE.

Tartan

SIGN OF PURITY **BRAND**

You always have the best and highest quality of **Canned Goods** when you handle **Tartan.** All goods under this brand **fully guaranteed** by

'Phone 596
Write or wire for information.
Mail Orders promptly executed.

BALFOUR, SMYE & CO.
WHOLESALE GROCERS HAMILTON

REINDEER condensed COFFEE

Hot Water Only — Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

New Maple Syrup

All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

There will be something doing next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co., Limited

MONTREAL

QUAKER SALMON

TRADE MARK

Your M *Guarantee*

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous ***Quaker Brand Salmon*** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing ***Quaker Brand*** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - - $2.05
QUAKER SALMON, talls, - - 1.00

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

"Balmoral" Rgd. Pure Jams and Marmalades

Write us about your wants in the above lines. We have the right goods, and our prices will be of interest to you. Absolutely the purest preserves ever on the market.

J. W. WINDSOR

MONTREAL

LIPTON'S

STRAWBERRY JAM AND ORANGE MARMALADE

Two of our leaders in 1 lb. Glass and 7 lb. Tins. Write for prices, they will interest you, for immediate or future delivery.

EVERY POUND GUARANTEED **EVERY POUND GUARANTEED**

THOMAS J. LIPTON, - - 75 Front Street East, Toronto

It Pays Best to Sell Pure Goods

That's why the most progressive grocers specialize on

E.D.S. Brand Jams and Jellies

Are you handling them? If not write our agents to-day for prices and particulars. It will pay you!

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

RICE

We are Headquarters for Fancy Rice—Japans—Patnas—Javas.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

THE PEOPLE NEED H.P.

Bright, "live" aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents:

W. G. Patrick & Co., Toront and Montreal
R. B. Seeton & Co., Halifax N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

I Offer

On **Spot,** and from **Origin**

Shelled Walnuts (Chabertes)
Shelled Walnuts (Bordeaux)

Perfect halves and broken.

Prices and samples on application.

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 **Montreal**

CAPSTAN BRAND
PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

FRUIT CANS

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE

Norton Manufacturing Co.

HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE.

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St. Quebec City. Albert H. Dunn, 67 St. Peter St. Ontario, A.E. Bowron, 18 King William St. Hamilton Winnipeg, Mason & Hickey 108 Princess St.

White Moss Cocoanut

Is our leading line but we can supply Bakers and Confectioners with all the lines they require in their business. Write us next time you require anything.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.
ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson

Wait No Longer!

Right away is the time to stock up that Sterling line for summer trade.

MACE'S
Original Ice Cream Powder

makes a delicious ice cream by simply adding boiling milk. Popular price. No fantastic summer fancy, but a staple line yielding you a good profit.

A. H. MACE & CO.
746 Notre Dame St. West, - MONTREAL

Agencies Wanted

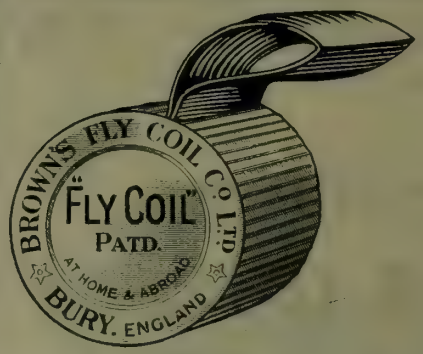
for the following lines

Pickles, Canned Goods, Jams, Preserves, Syrups, Biscuits, Confectionery, and Cured Meats

Advertiser whose headquarters are at Winnipeg is prepared to take care of the trade from Fort William West. Best lines only entertained. Has travellers calling on city and country trade.

Apply in first instance to

Box 7, Canadian Grocer, Winnipeg, Man.



The man who first tried to catch a fly, did it without

Brown's Fly Coil

and the fly got away. That's why we are bothered with millions of them to-day. BROWN'S FLY COIL is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it. Will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

To be obtained from

The National Drug & Chemical Co. of Canada, Ltd. Montreal

The Wingate Chemical Co., Notre Dame St., Montreal

or direct from

The Brown Manufacturing Co., Ltd. Bury, Eng.

OF COURSE, YOU'VE SEEN THE BIG ADS. OF

"2 IN 1" Shoe Polish

You don't have "to look for them." You can't "get away from them." And they are doing just what they are intended to do—they are selling ***"2 In 1" SHOE POLISH.*** These advertisements in the papers and on bill boards are making YOUR customers buy ***"2 In 1."*** Are they buying it from YOU, or from a competitor?

THE F. F. DALLEY CO., LIMITED

HAMILTON, ONT. BUFFALO, N.Y.

Further Reduction

In order to close out at once we have made a further reduction in the price of

Old Homestead Gallon Blueberries

Enquire of our travellers, write or wire us.

James Turner & Co., Limited

Hamilton, Ontario

The Reliability of Riverdale Brand

is never allowed to deteriorate. Our past and present success is the result of producing only canned goods that **every grocer can absolutely rely upon.**
Our confidence in our future success is justified because we are going to **continue** giving **you** a square deal. Our factory, which is situated in the midst of the finest fruit and vegetable-growing districts in Canada, is equipped with all the latest improvements in canning machinery.
The good will of every good grocer is what we strive for. We succeed because we sell nothing but absolutely satisfactory goods. Remember the name, **RIVERDALE BRAND.**

The Lakeside Canning Co., Limited, Wellington, Ontario

"Men Who Sell Things"

The Salesman the Ambassador of His House—The "Knocker" Really Knocking Himself—Success Lies in Being in Harmony With the House—Giving a Boost Always Pays.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER III.

THE KNOCKER.

The man who tears down reputations always gets most of the dirt himself.

What a jolly world of grand morals this would be if every man came up to the standard of perfection he fixes for his neighbor!

Some one has said: "There are but two kinds of young men, those that are good, and those that are no good."

This scarcely applies to salesmen, for there are many kinds in between.

To which class do you belong?

We have the Knocker, the Order-taker, the Wheelbarrow, the Sky-rocket, the Fussy or Over-anxious, the Quick-tempered, the Know-it-all, the Old-timer, and a few others with accompaniments not altogether in the nature of selling-assets.

In the whole category of men who sell things, the one whom the novice should strive to imitate is the well-rounded, strictly up-to-the-minute business-getter. Such a one is at once ambassador, pleni-potentiary, and promoter of his house.

The salesman who is worthy of his profession is not only the ambassador of his house, he is in reality the house itself, when he is out in the field. His every word and action should be clothed with a dignity suitable to the work with which he is intrusted.

In the natural course of business events, it is generally found that large institutions which employ many travelers are able to secure the services of enough really capable ones to make the general average good. If this were not so, and they were obliged to draw their entire selling-strength from the list of misfits mentioned above, they would very shortly find a padlock on the front door and the sheriff in charge.

When one government sends an ambassador to another, a man is selected for the mission who has stood high in the community, and who is endowed with peculiar ability to perform the duties. If a mistake is made, and he is found to be lacking in the necessary qualifications, such as tact, honesty, or loyalty to duty, he is promptly recalled and his place filled by another. Or, if he lacks ability only, he may wake up some fine morning to find that he has been relegated to some unimportant post in an out-of-the-way country.

But to return to salesmen. Beginning with the Knocker and taking them in order, we find them an interesting and heterogeneous group.

Knocking is Robbery.

The Knocker is the most obnoxious type, and is branded at once as the most useless. He can scarcely be rated as an asset in the selling staff, unless we take him in the inventory at a discount of ninety per cent. The remaining ten per cent. might be realized upon as a job lot, to be sold out in the first clearance sale that comes along.

The editor of the Philistine says: "Knocking is criticism, and without criticism there is no advancement."

In making that statement he certainly was not speaking of salesmen, or he would have said, "Knocking is robbery, and the thief is a parasite."

The knocking salesman should not pray, with the Pharisees, "O Lord, make other men as we are," but rather, "Let us see ourselves as others see us." If the latter prayer were granted, they would take the shortest cut possible to the nearest oculist to have their eyes fitted with long-distance, clear-seeing glasses to replace their blue goggles of doubt, hate, and suspicion.

The Knocker reminds me in some of his phases of the story of the man down in the spring branch trying to clear the water so that he could get a pure drink. He was doing all he could to filter the water, when some friend called out to him: "Stranger, come up a little higher and run that hog out of the spring, and it will clear itself."

No trouble then. The hardest work a man ever undertakes in this world is to try to lift himself up while trying to pull his brother down. It is like trying to pull yourself out of a quicksand; the more you try to work free from it, the deeper you sink. There is no such thing as boosting yourself by knocking some one else.

A Mental Introspection.

Did you ever look at yourself from head to foot—look at yourself as a salesman?

Did you ever wake up in the morning and shut your eyes and lie still and say: "Well, suppose every salesman in the house were just like me, what sort of a house would we have? Suppose every salesman in our house knocked as much as I knock, what sort of a house would we have? Suppose every salesman in the house worked as little as I work, how long before the whole thing would go into bankruptcy?"

It is well now and then to get a square, honest look at yourself.

What sort of a salesman are you?

A salesman's tongue has a great deal to do with his salesmanship; or, rather, a salesman's salesmanship has a great deal to do with his tongue.

The Knocker's tongue is full of deadly poison. It is sharp-edged and treacherous as an ever-ready stiletto.

Sit beside the victim of the Knocker. Put your ear to his heart, and you can hear a steady drip, drip, drip, as of blood from a gaping wound.

"What did that?" you say. His reply is. "An unkind tongue wounded it there."

The meanest man on earth is the one who will wound a man's character with his tongue.

The Knocker is no respecter of persons; he knocks the credit man, knocks the buyer, knocks the sales manager, knocks his fellow-travelers; in fact, he knocks everything and everybody in the place, from office boy to president. He even knocks his own interests. Every one but the Knocker himself knows that "the dog that will carry a bone will fetch a bone"; but as a temporary mischief-maker he causes "Maud," the mule of comic-newspaper fame, to appear to have creeping paralysis when compared with him as to their relative kicking merits.

Knocking is a habit, and a bad one. Don't acquire it. If you do, some day you will give yourself a knock-out blow. Remember the old saying, The man who attends to his own business has not time to attend to the business of others.

Now, recollect, if you are a salesman and love your house, everything you cannot help, everything you would have warded off if you could, everything you would have conquered if you could, everything in the salesman's life except dishonesty—and knocking is a form of dishonesty—works for good; and no power on earth can make this negative quality work for anybody's good, be-

EXPERIENCE PROVED IT.

A general sales manager of long road experience, (Mr. James G. Sorriman, of the Metal Shingle & Siding Co., Preston), wrote an appreciative letter to the publishers of this paper, saying he used to travel for a non-advertising firm, the largest in its line, and whose name was quite similar to that of a brewery that advertised. When he named his house to his prospects, they used to ask him if it was the brewery. He says:

"I can assure you that it was very hard, up-hill work to sell goods for a firm whose name was not known to the trade. . . . Mt experience has taught me that the manufacturer who wishes to keep his goods before the trade must use the trade papers in which to make his announcement. The travelers of those who don't are at a disadvantage."

cause dishonesty is the reversal, the throwing out of gear, of the machinery of our nature.

Harmony in Business.

When we begin to undermine the honest efforts of others, we reverse the machinery of our nature and run it backwards. You can no more do good work for your house when you reverse the machinery of your nature than you can make a lawn-mower cut grass when you run it backwards. One is as impossible as the other. All things work for your good when you are running in harmony with your house and in line with your house.

When you walk up to a piano and touch a key, and that key is out of tune and out of harmony, it is out of harmony not only with the rest of the keys of the piano, but with everything in the universe that is in harmony with them. But when the piano-tuner walks up to the piano and opens it, and takes out his instruments and works away at that particular string, he restores the harmony that was lost. And success lies in getting into harmony with your house. Then everything moves along harmoniously, adjusting and setting the rules of the house to music. Is it not so?

When your firm bids you do this or that, the command should immediately touch a responsive chord in your nature in sympathy with the work in hand, and then you are in harmony, which makes easy of accomplishment the most difficult task. Your house wills it, and they will do their part to make your daily efforts conduce to your final success.

When you are tempted to believe that your house is going straight to perdition, and that you are the only man on the premises who can save it, think of the incident that occurred in 1864 in the administration of Abraham Lincoln as President of the United States. The political aspect of the whole country was that of a seething, boiling Niagara. Some gentlemen from the West were excited about the commissions or omissions of the Administration. President Lincoln heard them patiently, and then replied: "Gentlemen, suppose all the property you were worth was in gold, and you had put it in the hands of Blondin to carry across the Niagara River on a rope; would you shake the cable or keep shouting out to him, 'Blondin, stand up a little straighter!' 'Blondin, stoop a little more!' 'Go a little faster!' 'Lean a little more to the south!' 'Blondin, lean a little more to the north'? No; you would hold your breath, as well as your tongue, and keep your hand off until he was safe over. The Government is carrying an immense weight. Untold treasures are in our hands. Keep silence, and we'll get you safe across."

Knocking or "kicking" salesmen classify themselves as among the reform forces.

Inasmuch as their object seems to be the immediate reformation of the entire business world, they are hopelessly beyond argument, and therefore the best course for a sensible salesman to pursue with regard to them is to leave them alone, and let them kick. They don't suggest any remedies, but they just kick, and there are always a few of the weaker sort standing around to give them encouragement and assistance.

To reform the whole earth and make it over different is a job that only the saints can tackle.

Speaker Cannon, of the House of Representatives, paid more attention during the political campaign in 1906 to the reform forces than to any other faction.

Let Kickers Alone.

"We have had ten years," said he, "of uninterrupted prosperity under the management of the Republican party, but in spite of this there are here and there among our eighty-five millions of people kickers whose vanity leads them to believe they could manage things much better if they had the chance. . . . We used to have a mule, and when we used to put him in the log barn and give him a full feed of oats, as soon as he had eaten the oats he'd begin to kick and bray. We never could figure out whether he was braying because he was kicking, or kicking because he was braying. But all we did was to keep out of the barn and let him kick and bray all he wanted to."

That's all you can do with the kickers—let them alone. They are beyond reasoning with.

Your house has enough to take up all its attention with things that are happening every day, without bothering about things that can't be mended or with things that are going to happen some time in the future, except, perhaps, to ask your resignation if you can't break the habit of knocking.

What you have to do is to take care of the things that are within the sphere of your duty, and you will have no time to bother about things that do not concern you. That's what your house is doing, and what the men are doing who head the sales list in your house.

The Knocker is bad enough, but his friends who stand around in foolish little cliques encouraging him are no better. He at least has the courage of his convictions, such as they are, while those others stay around in the dark and act as cat's paw to pull his chestnuts out of the fire.

The Knocker is of the least account in the entire group of negative salesmen. The others try to amount to something in their own way, but he has been mean ever since he was born.

In reviewing them all, I want you to understand—if you are a Knocker—that you are worse than a hundred of the poorest salesmen put together.

The most stupid Knocker of the entire kicking class is the one who seems to take peculiar delight in running down his competitors.

The Good Word for Rivals.

There is no surer help to the efforts of a salesman than that which comes through speaking well of his rivals in business whenever opportunity presents itself, and that not merely in the sense implied by the witty preacher who said, while seeking a goodly collection from a large audience, "In order to get a good collection nowadays an audience must be assured beyond a reasonable doubt that it will get back two dollars for every one put in the box." Kindness for kindness' sake alone is its own reward.

When I was about to make my first trip on the road, my employer came to me and said: "I hope you can sell Mr. —— at ——. If you succeed in getting a bill there, we will give you a long credit mark. As yet no man calling from our house has been able to interest him."

On my arrival there, I was given a cold reception. Quite naturally, I was anxious to land an order, as can well be imagined; but, like the rest, I failed, and was greatly crestfallen over my defeat.

I kept on drumming that customer, determined that I would get him sooner or later. About the time of my fourth visit he surprised me by saying: "I need some goods to-day. If you have what I want, you'll get a good order."

When he had finished looking through my sample line, he turned to me with, "Do you know why I am giving you a trial?"

I told him I supposed it was because I had happened along when he was out of goods.

"Well," said he, "that is only part of the reason. The first time you called at my place you asked me what house I traded with mostly, and you spoke so highly of them that I made up my mind you would give me a square deal if you had a chance."

I sold that man goods until he retired from business, ten years later, and he was one of the best friends I had.

President Roosevelt, in his last message to Congress, said: "Science in business is advanced as never before. No one of us can make the world move on very far, but it moves at all only when each one of a very large number does his duty. Our duty is not in doing what we think is best, or what is best for ourselves, but in doing what is best for the common good of all."

There are people who believe that criticism and fault-finding are indicative of wisdom, and that the man who performs his daily task quietly and without murmur is lacking in the substantial qualities of mind. To be disparaged is the penalty Brilliance must ever pay to Dullness.

A psychologist tells us: "In each human being there are four personalities, namely; first, John as he is known to himself; second, John as he is known to his friends; third, John as he is known to his enemies; fourth, the real John, who is known only to his Maker, and on whom every deed of the other Johns leaves its impress for good or evil. Those who love us see us at our best,

and only by striving the soul grows stronger."

Harmony as a Business Lubricant.

However perfect a piece of mechanism may be, it must be kept well oiled, in order that it may perform its functions properly. In the same manner the house and its salesmen must fit together and work harmoniously; yet none the less there will occasionally be found external and internal causes which create friction or clog the wheels.

The "petty dust" of daily business life is more than apt to upset the mental machinery, and the best lubricant is to be found in tact combined with humor. A kind word or thoughtful silence, which sometimes is better than speech, a boost in place of a knock, each has its place in keeping the wheels of commerce running smoothly along the roadway of business life. So that, after all, the conclusion of the whole matter may be found in the old rule, "Do unto others as you would have others do unto you."

Boost, brother, boost! Don't knock.

"What a mighty power there is that regulation of an establishment secured by cheerful willingness among all concerned to carry out the laws; a willingness that makes every member of the organization an agent in the interests of its common good!"

"In the mud and scum of things,
Something always, always sings."

"Drop an unkind word, or careless—in a minute it is gone,
And there's half a hundred ripples circling on, and on, and on;
They keep spreading, spreading, spreading from the centre as they go,
And there ain't no way to stop them, once you've started them to flow.
Drop an unkind word, or careless—in a minute you forget,
But there's little waves a-flowing, and there's ripples circling yet;
And perhaps in some sad heart a mighty wave of tears you've stirred,
And disturbed a life that's happy, when you dropped that unkind word."

(To be Continued.)

ANOTHER SUCCESSFUL RETAILER

Life Story of One of Western Ontario's Prominent Grocers.

Engaging in the grocery business in an unpretentious manner twenty-five years ago at the corner of Thames and Victoria Streets, Mr. H. D. McCarty is to-day one of Ingersoll's most successful and widely-known business men Tact and perseverance in catering to and studying the people's wants have found their reward. From a small beginning, when the great bulk of the work devolved upon himself, Mr. McCarty's business has steadily grown until it is now recognized as one of the largest in the town. Although there was probably little at that time to give promise of its present day importance, Mr. McCarty was peculiarly fortunate in selecting his stand. From time to time large industries have sprung up in close proximity to his store until at the present time he is practically surrounded by them. These have been a means of largely increasing his patronage as it is necessary for a large percentage of the employes to pass his store in going to and from their work. Himself a loyal and enterprising citizen, Mr. McCarty has kept pace with the progress of the town. His grocery store —always well stocked—is commodious and modern. In addition to the grocery store Mr. McCarty conducts a first-class butcher shop in connection, and a large bakery and confectionery business on the opposite corner.

Although his own affairs have made heavy demands upon his time, Mr. McCarty has demonstrated his worth as a citizen by devoting considerable attento the fulfillment of public duties. He has served for six years on the council, being one of the first aldermen when

H. D. McCARTY, INGERSOLL.

the change was made from the ward system to representation by population. He also has manifested a keen interest in the educational affairs of the town. For the past three years he has been a member of the Board of Education and last year was chairman.

Mr. McCarty is a son of N. C. McCarty, who has conducted a general store at Thamesford, five miles north of here for fifty years.

TRADE NOTES.

Ouimet Freres, grocers, Montreal have dissolved partnership.

J. G. Guilbault & Co., grocers, Grand Mere, Que., have been registered.

J. M. Couillard & Co., general merchants, St. Martine, Que., have assigned.

A company is being formed in Bridgewater, N.S., to manufacture a preparation known as "Allready" plum pudding.

THE PERCENTAGE OF PROFIT.

A discussion on the methods of figuring the margin of profit has recently been going on in some American papers One writer, in asking the question: "What per cent. profit would I make if I bought an article for $10 and sold it for $20?" was given the answer. "One hundred per cent."

Answers of this kind are given in most arithmetics used in public schools, but no more misleading answer could be given, as it leads the prospective business man to think of the percentage of profit in an entirely false manner. As a matter of fact, the profit on the above transaction was only 50 per cent.

Another writer asks the question: "If a man buys a horse for $50 and sells him for $75, what percentage of profit does he make?" Answer: "50 per cent."

Suppose a man contemplated the sale of a horse on the basis of the above transaction. A broker approaches him and offers to conduct the negotiation on the basis of a commission of 33 1-3 per cent. Now, the owner of the horse, having a profit of 50 per cent. in sight, agrees to this, and the broker, having completed the transaction, renders a bill as follows:

Sold, one horse, at	$75
Commission, 33 1-3 per cent	25
Due seller	$50

The seller's books would show a profit of 50 per cent., entirely eaten up by the commission of 33 1-3 per cent. Not good figuring, is it? Yet this is the way some small merchants figure, which fact doubtless accounts for them remaining small.

The following table will be found valuable where merchants wish to figure on a certain percentage of profits:

To make 16 2-3 per cent. profit add 20 per cent. to the cost.

To make 20 per cent. profit add 25 per cent. to the cost.

To make 25 per cent. profit add 33 1-3 per cent. to the cost.

To make 33 1-3 per cent. profit add 50 per cent. to the cost.

To make 50 per cent. profit add 100 per cent. to the cost.

The only way a merchant can make 100 per cent. is to get something for nothing and sell it for something—The Storekeeper.

What the Canadian Trade is Doing

Letters From Our Corps of Grocer Correspondents From Coast to Coast—Interesting Happenings of the Week in the Various Towns and Cities—Discussion of Trade Problems.

INGERSOLL.

May 25.—There is a fairly plentiful supply of home grown potatoes in the district yet. More than the usual supply was offered for sale on the market on Saturday, the quality being remarkably good. Owing to the protracted spell of wet weather but few potatoes have been planted and the demand for seed varieties has been comparatively slow. The ruling price is $1 a bag.

The Grocer recently called attention to the importance of courtesy on the part of merchants towards traveling salesmen. A very argumentative course was followed as to the influence of a commercial traveler who feels disposed to speak a good word for the merchant who by his genialty and courtesy has stamped him in the eyes of the traveling fraternity as a "good fellow." If this state of affairs is important in relation to the commercial men, of how much greater importance must it be with the patrons of a merchant? Does this not emphasize the necessity of every merchant establishing the greatest possible friendliness between himself and his customers? There is no need for unnecessary attention, which to many is decidedly distasteful, but a never-wear-out-pleasantness, and a uniform disposition to please are certainly essentials that must be reckoned in the business getting methods of the present age. Cold, formal business methods are not the kind to popularize a merchant. A smile, a vein of humor, and attentiveness to all will invariably win success. Broken promises also are another matter worthy of consideration by all merchants. A broken promise always means disappointment and there is probably nothing so disastrous to mercantile life as dissatisfied customers. If a merchant promises to deliver an article at a specified time he should be reasonably certain at the time that the promise will be fulfilled. If he fails to do as he agreed, and especially if this happens frequently, he is weakening the confidence which his customers have in him. Again, if a merchant recommends an article, giving his personal guarantee, as is so common nowadays, he should know whereof he speaks. Merchants like everyone else, are not infallible, but when they do make mistakes, they often find that human nature is very unforgiving. They should therefore guard against them in every way.

CHATHAM.

May 25.—Chatham is to have a Dominion Day celebration this year. The subject was brought up at a meeting of the Board of Trade last week, and was taken hold of with alacrity. Since then there has been a well-attended meeting of the committee appointed to look after the celebration, the various branches of the work have been organized, and several hundred dollars subscribed. This will be practically the first celebration of any importance since 1895. The move taken this year should be a source of gratification to Wm. Anderson, the grocer, president of the local retail merchants, who has always been one of the warmest advocates of such a celebration. Among the grocers on the committees are John McCorvie, Wm. Potter and H. W. Jacques.

On Tuesday, May 19, John A. Hoon completed his 52nd year in the ginger beer business in this city. He is one of Chatham's oldest merchants.

Cardboard meat boxes—or cartons—have made their appearance here. Both W. J. Easton and Mounteer Bros. are using them. The boxes come in flat shape and are folded here, being chiefly used for steaks, chops, etc. They are printed with the dealer's name.

The tobacco situation in this vicinity may be gauged by the report from Blenheim that a buyer who visited there last week was welcomed with open arms when he offered prices ranging from 4 to 6 cents per pound for last year's product.

After staying up pretty nearly all winter at 28c and 30c per pound, butter last Saturday dropped suddenly to 20c. The increase of butter prices in this vicinity in recent years is invariably a matter of comment among housekeepers. There has been, however, a corresponding increase in quality. Poor butter is nowhere so prevalent as it was 15 years ago. The increase in price and also in quality is largely due to the coming up of the Maple City and other creameries, which simultaneously offered a market for cream and created a demand for high class butter, and to the growing use of separators among the farmers who still make their own butter.

Extensive alterations and improvements to the front of Northwood & Bartlett's King Edward grocery, on Thames Street, were commenced last week.

One of the handsomest window displays seen for some time was the meat window put on by Wm. Anderson last week. The display consisted of ham, spiced rolls, smoked meats, etc., garnished with appropriate sauces, the whole being tastefully and attractively arranged.

EDMONTON.

May 23.—The weather this spring has been ideal for seeding in this part of the west and as a result the grain is practically all sown. The fine, sunny weather which has won for this province the name of "Sunny Alberta," continued last week and now warm showers are falling every few days which is causing the grain to grow rapidly. The prospects of a good grain crop has caused trade everywhere to pick up and no trace may be seen now of the financial depression that affected the country during the winter unless, indeed, it is at the banks, which are a little more chary of loaning money. To help in remedying these conditions, Secretary Harrison, of the Edmonton Board of Trade, has written to all the local managers of the banks here setting out the conditions of crops in the Edmonton district. He points out that about 85 per cent. of the seeding is done and there is an increase of acreage from 15 to 25 per cent. over last year.

Grocers in Edmonton report a very brisk trade during the past month. The retail trade has been increased on account of the large influx of people to the city this spring. Wholesalers are also doing an unusually large business. Besides supplying the demands of the retailers in Edmonton and the towns in the surrounding district, they are also selling large quantities of groceries to survey and prospecting parties. Railroad contractors at work grading the G.T.P. west of Edmonton to the Macleod River are also buying large quantities of provisions for their men. Most of these contractors are from Omaha, Nebraska, and they state that provisions in Edmonton do not cost much more than in the States where they have been working.

On Wednesday, May 20th, the Canadian Northern made a substantial reduction in the freight rates from Minnesota and Wisconsin to Edmonton. This reduction amounts to from 4 to 8 cents per 100 pounds, according to the class. The following are the old and new rates per 100 pounds in the different classes, showing the reduction:

Classes.	1	2	3
Old rate	$2.55	$2.13	$1.71
New rate	2.47	2.07	1.65
Reduction	08	.06	.06
Classes.	4	5	6
Old rate	$1.28	$1.15	$1.00
New rate	1.24	1.11	.94
Reduction	.04	.04	.06

Classes.	7	8	10
Old rate	$0.71	$0.62	$0.58
New rate	.67	.62	.55
Reduction	.05	.00	.03

This new rate applies on the same classes governed by the Canadian classification. The rates apply not only locally from St. Paul, Minneapolis, Minnesota Transfer, Duluth and Colquet. Minnesota and Superior, Wisconsin, but also as proportional rates on practically all traffic coming from points in the United States, east, west and south of St. Paul.

HAMILTON.

May 26.—This city is the hub of a mighty nice section of country. On Saturday the new trolley line to Brantford was opened and Hamilton merchants are now in close touch with one of the richest farming communities in Ontario. Merchants all over should use their efforts for bringing the country people over these electric railways. They come oftener, their expenses are less, they are now cheerful and buy more freely than under the old conditions.

A good many grocers are not just delighted with the Wednesday half-holiday now being advocated for the summer months. In speaking to one of the up-town large stores, one of the firm made the assertion that it was entirely a misconception that business was benefited through the clerks getting the half-day off. Instead of their making good on the kindness of their employers in giving them this pleasure, they rather use it as a hold-up, or a matter of course. The day after instead of starting in with a will to make up for the loss of the half-day's business they come in in a listless manner, do their work in a slipshod way and compare notes, with tedious consultations, of their different enjoyments of the day previous. This particular grocer says he always dreads the day after.

I think it is up to the employes, if they want this holiday, to show some appreciation of the kindness shown them. By the way, do grocers in Ontario think that the average clerk is improving? Do they think a course of technical education a good idea? Hamilton is not isolated on this question. Can the clerks improve their position? Will they try?

LONDON.

May 26.—The feature in the wholesale trade the past week was a drop of ten cents in the price of sugar. Some dealers look for a further decline in price. All other staples remain firm.

In retail circles trade was very fair the past week. Farmers' produce is coming in freely, and the crop outlook was never better. A further decline in butter brings the price down to the lowest point in some years, namely, 20 cents per pound.

Thos. Shaw, President; E. J. Ryan, Treasurer, and E. E. Linnell, a member of the Retail Grocers' Association, visited Detroit on Monday, and completed arrangements for the excursion to that city on June 17th. They were courteously received by the management of the baseball association and the various parks, and the indications are that the outing will be one of the most enjoyable yet held.

Almost every grocer in the city has a card in his window announcing the Wednesday half-holiday during June, July and August.

Frank H. Robinson, of South London, an ex-President of the Retail Grocers' Association, has disposed of his business to Arthur Mitchell, for some time with A. McCormick & Son.

H. J. Glanville, a member of the Retail Grocers' Association Executive, has sold his business to his son. Owing to the ill-health of his wife, Mr. Glanville has decided to move to Western Canada.

MONTREAL.

May 26.—The anticipated falling off in business is beginning to be felt in the grocery trade, due largely to the commencing exodus of people to the country. A few hot days are sufficient to crystallize any intentions in this direction, as the country appears as such a happy change from the heat of the city. As long as weather conditions are favorable people are apt to linger in the city, but this desire immediately vanishes as soon as a few hot days put in their appearance.

One grocer puts the falling off in his trade at 25 per cent. during the summer season, while others place it as high as 40 per cent., and some as low as 20 per cent. Of course, the fluctuation depends in a large measure on the locality. If the patronage of a grocer consists chiefly of that class who cannot afford to get away to the country for any length of time, then he does not feel it so much as his unfortunate brother who depends upon a more fashionable trade. The latter class is obliged to go to the country, whether they want to or not, as a matter of form. Trade receives some stimulation while the wants of those going away are being satisfied, and, naturally, dealers are pushing forward the stock which is suited to this character of trade.

The grocery department of W. H. Scroggie presents a particularly pleasing aspect with its specially constructed booths. Mention might be made of a booth in which is being displayed a fine exhibition of Wagstaffe's jams. Another specially pleasing display, also in a pretty booth, is Nestle's chocolate. These exhibitions and demonstrations add very much to the appearance of a store and aid sales.

There seems to be among the trade a very general activity in canned vegetable and canned fruits, which is due to the fact that while the weather is favorable to this branch of the trade the prices of the fresh article are somewhat prohibitive.

In last week's correspondence some mention was made of an orange drive, which Fraser, Viger & Co. ran off with great success. It was intimated that something else of a novel character would soon take place in this store, and now the secret is out. From oranges to pine apples is not a far cry, and at the present a very general distribution of pineapples is taking place. In their case, the extensive buying of a product, when it may be purchased at an advantageous price which will cover sufficiently the extra risk involved in buying, has proven highly satisfactory.

Kingsley Harrison is making a display of brooms in his windows which certainly goes to show that even as inartistic a commodity as this may be arranged so that the general effect is highly pleasing.

John Robertson & Son, St. Catherine Street, are still displaying a good arrangement of G. H. Mumm's champagnes. This firm has always placed considerable faith in the utility of window displays as a business producer.

A rather unique example of window dressing may be seen at J. B. Bertheaume's store, corner Park Avenue and Prince Arthur Street. It consists of an arrangement of liquor bottles which are decidedly flat, and nicely balanced. On the top of each is a jug, the front of which is a reproduction of a jolly old chap's face.

After considerable contact with the grocers in the city it is safe to say that trade, taken altogether, is rather good, although many retailers were somewhat pessimistic a few weeks ago. An apt application of the ancient adage about it being an ill wind that blew nobody any good was suggested by a dealer when he remarked that the recent depredations of the stock market might render it necessary for many to remain in the city who might otherwise be away for four or five months.

GALT.

May 26.—"Picking up" is the unanimous verdict of the grocers of Galt, when asked concerning the condition of trade. Business the past week was exceptionally good, and a continuance of the same condition of affairs is promised for the present week.

The price of butter has dropped three cents per pound during the last week. Plenty of pasture and more butter is the cause. The grocers were selling butter on Friday of last week at the above-mentioned figure, but on Saturday at the market the farmers started out at the same old 28 cents. It was not long, however, before they realized that conditions had changed since their last visit to the market, and the price came down with a rush. There was a good attendance at the market, and with the exception of butter, the prices were unchanged.

The grocers had a holiday on Monday. A large number of the clerks took advantage of the opportunity and went to Toronto for Sunday and Monday.

Some of them attended the races, but to date, your correspondent has not been informed of any big killings.

"The Hawkers' and Pedlars' by-law as passed by the town council is valid under the statutes of the province, and parties operating under its provisions must govern themselves accordingly." The above is the substance of a decision handed out by Magistrate Blake this morning in the case of a local man, who has been canvassing for orders for tea, coffee and prunes.

The accused argued that he was not liable by reason of the fact that he purchased a supply of goods, kept them at his house, and then canvassed for orders.

He was unable to show that he was paying taxes as a tea merchant, and was accordingly given the option of being fined and given an opportunity to fight the by-law; to pay a peddlars' license of $10, or to quit peddling. He refused to pay the license, and said that he would give up the tea business.

A number of retail merchants were present to watch the working of the by-law, and were well pleased with the fact that the measure was valid.

The Galt Retail Merchants held a very successful meeting in the council chamber on Friday evening. It was decided that the merchants in town should close their stores on the afternoon of the second day of the horse show, Friday, June 19. In previous years there has never been a definite understanding as to the day on which the half-holiday would be declared, but this year the action of the retail merchants will have the effect of making the holiday unanimous.

After a thorough discussion the members of the association decided that there should be no half-holiday during the summer. The action was taken because of the unsatisfactory results attending the inauguration of the weekly half-holiday in other towns. The Galt merchants have also had several unsatisfactory experiences with the half-holiday, and for this reason it was decided that no action should be taken this year.

As an evidence of their interest in the work of the Agricultural Society the association has decided to donate a silver cup, valued at $75, for competition among the townships at the annual fall fair. The township securing the greatest number of prizes at the annual exhibition will hold the cup for the succeeding year. The donation of the cup, which will be held in trust by the Agricultural Society, will undoubtedly have the effect of greatly stimulating interest among the farmers of the different townships in the county.

The association appointed A. Jopson as official collector. He will be entrusted with the collection of all debts, many of which are several years old. He has the authority of the association and has already made good progress in this line.

Committees were appointed to make arrangements for the reception and entertainment of the delegates to the annual convention of the Dominion Retail Merchants' Association, which will be held in Galt in July.

VANCOUVER.

May 23.—Tomatoes from Victoria are on the Vancouver market this week, but at a much higher price than the Floridas, retailing at 20 cents. Cucumbers also from glass growers on the Island, bring 15 cents retail. California onions will be to hand in a day or so and will reduce the price from 4½ to about 3 cents. The Australian article has been the centre of the market for some time. Bermudas sell for 10 cents. Strawberries are still high in price, and will likely remain so until the Hood Rivers come in. These arrive in both fine quality and large quantity, and hold the market until supplanted by the local. With this succession, the Coast cities have a long supply.

John Sinnelt, a wholesale fruit merchant, of Macclesfield, England, who has been in the Province with an eye to business, believes that the fruit trade between British Columbia and the Old Country will see great development. Apples from here have a ready market at high prices, but the quantity is not very large as yet. Mr. Sinnelt states that the more wealthy classes in the Old Country prefer very large, highly-colored apples. Appearances seem to count more than flavor, as is shown by the fact that the Yellow Newtown Pippins, of Oregon, being larger and brighter, though inferior in flavor to those of New York, bring a much higher price. Fruit brought from a long distance is more prized than that grown in Great Britain. Much as fruit experts have spoken against the Ben Davis, Mr. Sinnelt says it is one of the most profitable apples. The fruit arrives in England in just as good condition as when packed. It finds a ready market, and the lower price is more than counteracted by the fact that there are no spoiled apples.

Dickie & Fraser, a grocery firm of Mount Pleasant, have dissolved partnership. Mr. Dickie will continue the business.

Another Western change is the purchase of the Calgary branch of the Perrin Biscuit Company by S. G. Adams, late of the Alberta Locators. Mr. Adams was on the road for the Perrin Company for five years and understands the business thoroughly. The business will be greatly extended.

A NEW BUTTER HOUSE.

R. E. Lunham and R. E. Graham are doing business at 592 St. Paul St., Montreal, under the style of Lunham & Graham, carrying on a butter trade which, even at this early date, is of considerable magnitude. Both gentlemen are young men, being known to most grocery and provision men in Montreal, eastern and central Canada. Mr. Lunham was formerly a traveler for the Montreal Packing Company, while Mr. Graham was in the sales department of the same company. They are making a specialty of butter, which they are putting out under their own brand, Corona, and as both are hustlers they ought to make themselves felt.

NEW METHODS OF PRESERVING.

Water Extracted by Mechanical Means Leaving Fruit in Pure State.

A new system for the concentration of fresh vegetables and for preserving them for an indefinite time has been adopted by a company of experienced canners recently formed in the United States. By the new process, which is called dehydrating, the water is extracted from the fresh vegetables by means of a mechanical process and without the use of any chemicals whatever, so that the absolute purity of the goods is guaranteed. There being about 90 per-cent. of water in most vegetables, the water is extracted, leaving only the volatile oils and nutritious elements, as well as the original color and flavor, so that when the dehydrated vegetables are cooked in the same manner as fresh vegetables the volume, consistency and flavor are restored, thus offering great advantages during the seasons when it is difficult and expensive to procure fresh vegetables. The United States Navy Department recently tested the new process satisfactorily and have placed a large order for these goods to be supplied the fleet now in Pacific waters.

GENERAL P.O. DELIVERY AIDED.

The general delivery windows in the general post office building in New York are now open during the entire 24 hours, including Sundays and holidays. The windows heretofore have been closed at midnight on week-days, and at 6 p.m. on Sundays and holidays. These additional facilities will be a convenience to foreigners, transient callers and residents of other cities visiting New York.

PERSONAL NOTES.

A. H. Brittain, Montreal, was in Toronto the early part of this week.

Wilfrid C. Cronk, of the Lakeside Canning Co., Lakeside, Ont., was in Toronto this week on a business trip.

Joseph Symington, of The Symington Co., Brandon, Man., was in Toronto last week on his return from a trip to his old home in Ireland. Mr. Symington is one of the early and first settlers of Brandon and as one of his old business friends expressed it, "He was waiting at the station when the first train came in." Mr. Symington made a great success in business and although not taking an active interest in trade is always close to what is what in Brandon business.

C. R. Cousins, grain merchant, St. Johns, Que., is dead after an illness of a week's duration. His death occurred at an early hour Tuesday, May 19. Mr. Cousins, who was 56 years of age, was a popular citizen of St. Johns, having been elected Mayor of the town by acclamation at one time and also during his career having been urged to accept nomination for the House of Commons, which he refused.

THE CANADIAN GROCER

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TRADE RETURNS OF THE WORLD.

The Department of Trade and Commerce has made still another valuable innovation to the work done in that department by adding the Trade Statistics of the World. It is now being furnished regularly by the British and foreign countries with their trade and statistic returns, thus enabling those desiring any special trade information to obtain it on application to that department.

SHOULD ASSURE TRAVELERS' SAFETY.

The terrible catastrophe at Tillsonburg last week, when several lives were lost through the burning of the Queen's hotel, has brought very strongly to the front among the travelers the question of the very inefficient fire protection and the lack of provision for means of escape in hotels all over Canada. It seems that in a good many cases a tragedy is necessary to draw attention to a dangerous and unlawful state of affairs. There are many other hotels in different parts of Canada which are just as dangerous in case of fire and just as inefficiently equipped as the hotel in Tillsonburg, and it is hoped that the catastrophe in this instance may prove a lesson to other houses similarly situated.

Just how horribly inefficient are the provisions made for such emergencies is soon learned from conversation with a few travelers. One man, who carries a grip in the interests of a Toronto house and has spent several years along the north shore of the lakes, said that only two hotels in that territory made any pretence of providing fire escapes. Another, who covers western Ontario, says that in the larger towns some attempt is made to provide for emergencies, but in the smaller hotels in the smaller towns and villages, as a general rule, there is no sign of any safety appliances whatever. Eastern Ontario is somewhat older from point of population and should present better conditions, but as a general rule the facts just stated will apply pretty well all over the province, and not only in Ontario, but also in the other provinces. In the west, where most of the hotels are comparatively new, when the building has been put up with any idea of permanence, the matter of provision for escape in case of fire seems to be fairly well looked after, but in hundreds of towns there are hotels wholly unprotected and where a fire might easily be attended by such dire results as those in Tillsonburg.

The law provides for a certain standard of equipment for public houses. Why is not this enforced? And again, even where the required equipment of this nature is provided, this provision seems so woefully inadequate as to be almost ridiculous. The trouble is that the matter is never very seriously thought of until the need occurs.

One fire escape on a hotel may be of great service, and again, may be of little use, as the inmates, as occurred in the Tillsonburg affair, may be cut off from access to it. At least the front and rear, or the two sides of the hotel, should be fitted with fire escapes and means should be provided so that the guests may know where these are situated.

Hundreds of hotels, particularly in the smaller towns, have only one stairway, and that often so narrow that two persons can scarcely mount abreast. This is another source of danger. A fire starting in a building of this kind anywhere near the stairway would give the inmates practically no chance to reach the ground in the regular way. In some cases, too, in the city hotels where elevators are used, the stairways are so crooked and inconvenient that in a fire they would be very confusing.

A good many of the travelers think that if a nightwatchman were provided in all the smaller hotels they would be able to sleep with an easier mind and that there would be little danger of the recurrence of a tragedy such as the one at Tillsonburg. It seems in that case, that everyone in the hotel was asleep and the fire must have been going for considerable time before it was discovered. No doubt, a watchman, if a reliable man was provided, would obviate any such danger as this.

If nothing better, the simple system which is noticed occasionally, of a coil of substantial rope fastened to a hook near the window in each room would be a comparatively inexpensive and at the same time a mighty comforting equipment. Most travelers are able-bodied and cool enough to get out of any house without much difficulty if such an appliance were provided.

Travelers in the grocery trade are particularly interested in this matter from the fact that they are on the road, spending their nights in these more or less dangerous hotels, all the year. Other trades have their particular seasons which keep the men out for a few months at a time, but the grocery traveler goes from New Year's till Christmas and covers his field a good deal oftener than the other men. These men suffer enough from the incidents of putting up with the discomforts of the average hotel without worrying as to their safety while asleep, and the general feeling is that some strong action for improving existing conditions as regards this matter should be taken immediately.

A DROP IN SUGAR.

The decline of 10 cents in refined sugars in Canadian markets, which was announced at the end of last week, came as rather a surprise. The general situation had been weakening slightly for some days, but it was thought that with the scarcity of raw sugar which prevails this year and with the approach of the summer season of large demand, the values would be maintained.

The European market declined last week to 11s. 1½d. for raw beet sugars, and the American markets were also easier, some say as a result of better reports than have been expected from Cuba, while others attribute it to manipulation among United States refiners.

The decline can scarcely be regarded as anything but temporary. The total visible supply of Europe and America is given at 2,789,779 tons, as against 3,206,451 tons at same date last year, and total stocks and afloats together show a decrease of 350,672 tons, on last year's reports at same date.

Taking everything into consideration, with the active demand the fruit season will produce, it seems almost assured that a return will be made shortly to prices recently ruling, and there is some probability of an advance on them.

THE SITUATION IN THE WEST

Splendid Prospects for Bumper Crops—Wheat Markets Firm—Cattle Trade Booming—American Immigration Pouring in.

The Western Viewpoint, by our Special Winnipeg Correspondent.

There is no question that at the present time the crop occupies the centre of the stage so far as Western Canada is concerned. The week that has just closed brought with it Foster's projected cold wave rain, a little snow and a little frost, but none of these things were bad for the western crop, no matter what some of the pessimists may think or say to the contrary. The entire wheat crop has been seeded for nearly ten days; it is all up, the height varying according to the district from three to six inches. It is an especially well-stooled crop, the plants strong and vigorous and of a lush dark green. There has been plenty of moisture but not too much. The oat crop will be finished by Tuesday night at the latest and fully seventy-five per cent, of it is above ground. Barley and flax are being sown now and also oats that are intended for green feed only.

There is no gainsaying the fact that the crop of 1908 has gone into the ground under the most favorable conditions that have prevailed in the west for many years. It has got a splendid start and though it may have many setbacks before it is matured it will be hard crop to kill because it is deep rooted in good soil, the bulk of the seed was of excellent quality and it has a month's start of last year. Even the little nip of frost of the past week is regarded as a blessing rather than a disadvantage because the wheat that was seared at the top has still plenty of time to grow and a little touch of frost is always inclined to make it root deeper and stool better.

With the crop outlook so exceptionally favorable the Winnipeg wheat market has held remarkably firm. There was a drop from higher levels in the early part of the week that brought prices more in line with export and quite an active trade was the result, though this slackened again on Saturday. The British miller is nobly living up to the prediction made in these columns some weeks ago and that was that with Canadian western wheat at the prices it has held at for months he would take just as little as he could get along with but that he would have to have some. Every little while, if the market drops a point or two there are bids for export and as soon as it goes up again as it does very quickly on anything like active bidding, the British miller gets both coy and shy and waits for the next break.

The stocks of low-grade wheat in interior elevators are all cleaned up and the stocks of contract grades are very small indeed. At present, of course, nothing is coming, farmers are too busy, but in another couple of weeks there will probably be a little run of contract wheat to the elevators, but dealers generally regard the wheat crop of 1907 as pretty much a thing of the past.

The cattle trade continues to boom, the receipts at the C.P.R. yards being the largest for this month. The high prices attracted some foolish people who sent in some very rank tail-enders for Tuesday market, but as they got only 2½ cents, while anything like good stuff brought all the way from 4½ to 5¼ cents perhaps they will not repeat the experiment. The hog shipments were large but were not up to the standard of the previous week. One very noticeable feature of the stock shipments is the increased number of cattle coming from stock farms and not from ranges. On Tuesday, with 107 cars of cattle in the yard, only five cars were off ranges, all the others being fed cattle and nearly all from the Province of Manitoba or the extreme eastern and southern parts of Saskatchewan. This shows the trend of the trade and is most encouraging, for the more the farmer attempts the finishing of cattle and the better prices he thus obtains, the easier it will be to get others to go into it.

An important meeting of the week in connection with the cattle trade was the annual gathering of the Buyers' and Shippers' Association, at which there was lively discussion on many points. Though it is a meeting from whch the press are always rgidly excluded, the secretary, Glen Campbell, M.P.P., handed out a report that showed that one of the matters that was given grave consideration was the plan of weighing cattle immediately off the cars instead of waiting, as they do in every other stockyard, until they have been fed and watered and have had some hours of rest. The association passed a strong resolution declaring their determination to refuse to sell in this manner in the future. It is more than likely that, encouraged by this example shippers outside this association will refuse to sell off cars also.

The matter of city stock yards and public abattoir was discussed and approved. There is also a clamor for increased accommodation at the present stockyards. The C.P.R. have always been chary of increasing the yards owing to the idea that when the range business decreased less space would be needed, but with the tremendous shipments of local stuff coming forward this spring it is evident that no matter what may be needed for the range cattle increased accommodation is now needed for the local stuff.

The executive of the Western Grain Growers' Association have held another meeting at Regina in connection with the demand of the association for government ownership of interior elevators. It is not yet known what action the governments will take but it has leaked out that the association are by no means a unit on what they are asking for and that as a matter of fact some of their prominent members, who are also members of the Saskatchewan Legislature are much more eager for the railways to build special binning elevators at large points than they are for the actually government-owned system.

The question is often asked this year, "Well, how about American immigration?" Well, it is pouring in. After all the talk of hard times there was less shortage in the Canadian West than there was anywhere else and a country that can market close on 70,000,000 bushels of wheat out of a damaged crop is not likely to discourage the new comer from taking a hand. Many of the American farmers of the middle west are just now planting corn and as soon as that is completed huge excursions are coming to the Canadian West with these men as land-seekers. If they want anything better to look at than the Canadian West at the present time they are indeed hard to please. But they are not hard to please, they know a good thing when they see it and just now the Canadian West looks pretty good to them as an investment.

The situation for the week is good, very good. There is not too much money floating around in the matter of collections, there are some people still out of work and hard up, but taken as a whole the country was never in better condition, prospects were never better and people were never working harder than they are to-day.

FRUIT GROWERS OBJECT.

To Recent Arrangement of Toronto Commissioners' Association.

The action of the recently-formed "Toronto Fruit and Produce Association," mentioned in last week's Canadian Grocer. in charging a uniform rate to all shippers of goods on commission has evidently created a stir among the fruit growers of the Lake Ontario district, giving the matter some prominence. A despatch of Tuesday last, May 26, states that the fruit growers on the north and south shores of Lake Ontario do not feel kindly towards the Toronto fruit commission merchants, and have pledged themselves not to submit to the schedule of extra charges. They are organizing with a view to selling their small fruit f.o.b. at railway stations. This action, they think, will compel the commission merchants to become wholesale fruit merchants instead of receivers of consignments of fruit for sale. The growers believe this change will give greater satisfaction to themselves and eventually prove satisfactory to the merchants.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

POINTERS—

Sugar—Declined.
Beans—Advanced.
Butter—Declined.
Fruits—Slight decline.
Fish—Some lines declined.

Montreal, May 28, 1908.

It has been thought for some time that a decline in sugar would soon take place, and this conjecture became a reality on May 22, when all lines dropped 10c to 15c.

The chief feature of cheese and butter markets seems to be the increase in supplies which are coming in. The anxiously looked for improvement in export trade does not seem to have arrived yet in cheese. Eggs are coming down in price with the advancing of the warm season. The feed and flour markets remain about as usual. Flour happens to be one of those commodities for which the demand remains fairly steady. The warm weather has brightened up the tapioca market somewhat. This product being classed rather as a light food has certain very prominent advantages over other foods for summer consumption. Dealers in foodstuffs report an ever-increasing knowledge among consumers regarding the suitability of certain foods for certain seasons and every year tapioca is being more generally recognized as a very delectable article of diet for warm weather, also possessing very advantageous dietetic qualities.

Last year and this year resemble one another very closely in the Japan tea market, prices have such a close resemblance to one another in their various fluctuations. An importer indicates a slight increase over last year in some of the high grades, but otherwise the trend is about the same. Beans continue strong, with an upward tendency. Fish and fruits have both had contradictory movements, some lines going up and others going down, both markets have exhibited considerable activity.

SUGAR—A drop has taken place in the sugar market. This movement was expected as it was thought that the prevailing high prices would soon have to break, and the expected has happened. On May 22 nearly all lines declined from 10c to 15c. Dealers report trade passing fairly good.

Granulated, bbls	$4 80
" ½-bbls	4 95
" bags	4 75
Paris lump, boxes, 100 lbs	5 60
" " " 50 lbs	5 70
" " 25 lbs	5 90
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 95
" 50-lb. boxes	5 15
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUP AND MOLASSES—Nothing new has taken place during the week. Prices remain the same. Demand is fair.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—The market in Japan remains about the same as last week. Generally speaking, prices are firm, except in some cases where there is a slight increase over last year's prices in the high grades. Dealers report some inquiry in Pekoes and Pekoe Souchongs, also considerable activity in gunpowders.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Although there appears to be considerable unrest at the bases of supply and among first holders, no changes have taken place yet, and prices and demand remain about the same.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 17

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Valencia raisins, currants and prunes are the only lines in this market which appear to be distinguishing themselves by any activity, all three being in fairly good demand. All other lines are very dull and prices are the same as at the last quotation.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 07	0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 05½	0 03
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" boxes		
"Excelsior Windsor Clusters"		5 50
" ¼'s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

RICE AND TAPIOCA—The approach of warm weather has enlivened the tapioca market somewhat. Rice has not changed its condition noticeably during the week. Both these products remain the same in price.

B rice, in 10 bag lots	$3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06½

SPICES—Nothing of any consequence has happened in this market. Prices remain the same.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 22	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

BEANS—The market is firm with a tendency upward and the range may be advanced five cents over last quotations.

Choice prime beans	2 05 2 15

EVAPORATED APPLES—The demand for this product has brightened up during the last week, but the same price remains.

Evaporated apples	0 07 0 07½

MAPLE PRODUCTS—Maple products have settled down to about normal conditions. The prices remain practically the same.

Compound maple syrup, per lb.	0 04½ 0 05
Pure Townships sugar, per lb	0 08½ 0 09½
Pure syrup, 8½lb. tin	0 60 0 65

CANNED GOODS

MONTREAL.—There is still good demand for canned vegetables and canned fruits. Canned fish is in good demand, especially sardines and salmon, other lines being somewhat neglected. There is a good call for lobsters, but the supply is exhausted. Canned meats meet with an indifferent demand, packers being short of some lines, especially canned roast beef. No prices are out yet for the new pack.

TORONTO.—Demand has been rather more brisk the past week, the warm weather having a stimulating effect and

goods are moving out well. This applies to nearly all lines of vegetables and fruits. There is some call for salmon and sardines, and it is expected that with the opening of the picnic season and with the hot weather, demand this will be greater.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard, gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals. Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red, pitted	....	8 92½
" " not pitted	....	7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard	....	5 92½
Gals. " solid pack	....	8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard	....	6 77½
Gals., solid pack	....	8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 62½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's	....	1 42½
3's, " "	....	1 97½
Pineapple—		
2's, sliced		
2's, grated	2 05	
whole	2 15	
Plums, Damson—		
2's, light syrup	1 35	1 32
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 42
2½'s, heavy syrup	1 85	1 82
3's, heavy syrup	2 15	2 12
Gal., standard	3 65	3 62
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 90
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLES.

Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	....	1 12½
2's, whole, " "	....	1 02½
3's, sliced, " "	....	1 37½
3's, whole, " "	....	1 27½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob	....	4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's		0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

Baked Beans—	Per doz.
1's baked beans, plain, 4 doz	$0 50
1's " in tomato sauce, 4 doz	0 50
1's " in Chili sauce, 4 doz	0 50
2's " plain	0 80
2's " in tomatoe sauce	0 80
3's " in Chili sauce	0 80
3's " plain	1 00
3's " in tomato sauce	1 00
3's " in Chili sauce	1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe, Clark's, etc.

Catsup—		
2's tomato catsup, tins,	Red Cross	0 75
2's "	" Delhi	0 85
Gal. "	" Aylmer	5 00
Gals. "	" (screw tops)	5 50
Gal. "	" Tiger	4 50
Gal. "	kegs (10 gals.), per gal.	0 45
Gal. "	jugs	8 00
½-p's "	Delhi "New Process"	1 00
" "	Aylmer, "Canada First"	1 00
" "	Simcoe, "Lynn Valley"	1 00
" "	Lalor, "Monarch"	1 00
" "	Delhi, "Epicure"	1 20
Pts. "	Delhi, "Epicure"	1 90
Pts. "	Red Seal	1 50
Qts. "	Delhi, "Epicure"	3 00
" "	Red Seal	3 00
" "	Delhi "New Process"	3 00
" "	Aylmer, "Canada First"	2 00
" "	Simcoe "Lynn Valley"	00
" "	Lalor, "Monarch"	2 00
	Tiger	1 75

ONTARIO MARKETS.

POINTERS—

Sugar—Declined 10 cents.
Prunes—Scarce.
Canned Goods—Moving well.
Collections—Fair.

Toronto, May 28, 1908.

The wholesale markets still continue quiet and some jobbers admit freely that business is disappointing. Everyone is looking forward, however, to the harvest with expectancy, and it is hoped that good business during the summer and fall will make up for the dullness being experienced just at present. The retailers seem to be continuing to buy on a hand to mouth basis, and lines of luxuries for which there is usually an active demand at this time of the year, are being to a large extent tabooed.

Travelers report better business and a better outlook in Western Ontario, and this condition seems bound to be felt in other districts shortly.

The only notable feature of the week was the decline in sugar. This was rather contrary to the expectations of the best informed dealers and with the present condition of the market, can scarcely be permanent. Beans continue very firm, otherwise staple goods are held about the same as at last reports.

SUGAR—A drop of ten cents at the week end was an unexpected feature in a week of quiet business. Market conditions both in the United States and Europe assumed a considerably easier basis last week, and Canadian refiners, following the general conditions made the decline on refined. Since the recent large advances business has fallen off considerably, and this drop may stimulate this to some extent. The markets seem to have hinged on the Cuban crop, which seems to be more promising than was expected.

The general situation is well explained in Czarnikow, McDougall & Co.'s report, dated May 22, as follows:

"The week has been one of considerable activity in raw sugars, but the activity has been at the expense of values, for the business done has been at a decline of $1.25 on last week's sales of sugars in same position.

"The record of sales goes far to explain why such a decline should take place at a time when the outlook for supplies for summer wants is no greater than it was a month ago, when prices were 25c higher. The reported transactions show that the sales consisted of sugars in port and about due, and of sugars afloat from Porto Rico and San Domingo, and, therefore, due to arrive within a week or ten days.

"Under any circumstances, it would have been difficult to uphold prices in the face of the selling pressure arising from offerings of such a large quantity of sugar that must be taken care of immediately, but when we remember that receipts in the last six weeks have been 367,000 tons and estimated meltings in the same period have been only 241,000 tons, we have further explanation for the decline. In six weeks refiners have added over 117,000 tons to their stocks, and as these now stand at 320,000 tons, it is not surprising that refiners declined to make further additions to them unless at a concession in price that would cover the cost of storing and carrying their new purchases. Sellers have themselves to blame for the position they have found themselves in, and the present week's lesson is one they have had year after year and will continue to have

so long as they take the risk of shipping sugars before they are sold.

"Europe, which is at present extremely sensitive to market movements here, followed our decline, but did not keep pace with it. It is upon the Cuban crop that both markets have hinged, and Europe seems to interpret the reaction in prices here as a proof that the shortage of that crop is not going to be so great as predicted; in other words, Europe seems to say: 'If you have so little sugar left in Cuba, why be in such haste to sell it as to break prices?' Why, indeed?

"European beet markets were firm and dearer early in the week, but the news of the decline here had a bad effect, and the market is lower all round."

Since this was written the raw situation has firmed up again and what will take place in the next few days cannot well be prophecied. In any event, with the huge demand of the preserving season coming on, it is safe to say that prices will recur to the recent basis, if not higher.

A notable feature applying to the American market was the announcement that after May 21 the American and National, or Howell, refineries, gave notice that they will take orders only for prompt snipment, the price to be guaranteed to date of arrival.

This means that the former method of selling refined on contracts, with privilege of withdrawals for shipment as wanted within 30, 60 or 90 days, is done away with.

Prices quoted in Toronto this week were:

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb.	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	4 90
Redpath's granulated	4 90
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phoenix	4 85
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business continues quiet at old prices with some demand for cane syrup.

Syrups—	
Dark	
Medium	0 30 0 35
Bright	0 36

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 65
20 " " " "	2 60
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 03
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 80

Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 32

TEA—Local business continues on the same basis with little activity.

In regard to the general situation Thompson Bros.' report, dated, London, May 14, says: "With the knowledge that the Indian crop is being closed more rapidly than has been the custom for the last year or so, and while Ceylon hardly seems able to supply the wants of the world for the next three months, the bidding in the sale room was animated for all grades, except perhaps for the commonest leaf, tippy teas especially doing well. By mail a few musters of the coming crop from Darjeeling and Terai have arrived, which seem to show that good useful quality with some flavor may be looked for early in the season from these districts and such should command a ready sale as the market is quite bare of these sorts."

COFFEE—Dealers report business a little dull this week with no new features in evidence in the local markets. Referring to the general situation Willett & Gray say:

"Referring to the allusion that the San Paulo Government would not sell any of their coffees privately at the basis of 50 francs, they have since announced their preference to sell at public auction, and it is reported from Hamburg that 50,000 bags will be offered that way in Hamburg and 10,000 bags in Rotterdam on May 29, with 50 francs as the upset price. While the markets have for the moment taken this action as a bear-point, it will be very interesting to watch the outcome.

DRIED FRUITS—Business is only fair. Prunes continue scarce among local houses and some of the wholesalers are complaining of the quality of the goods shipped them. In several instances shipments have had to be returned. Valencia raisins seem to be in fairly good supply and there has been some cutting indulged in by local jobbers.

Advices from Greece this week note firmer prices on currants with demand better.

Prunes, Santa Clara—	Per lb		Per lb.	
100-120s	0 06	30-:0,25's, 50-lb. boxes	0 07½	
90-100s, 50-lb boxes	0 06	0 07	70-80s "	0 08
80-90s "	0 07½	0 08	60-70s, 50-lb boxes	0 07½ 0 90
" "			40-50 "	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—				
Lemon	0 11	0 11½	Citron	0 21 0 22
Orange	0 11	0 12		
Peaches, "				0 18 0 20

Figs—	
Elemes, per lb	0 08 0 15
Tapnets, "	0 03½ 0 04
Bag Figs	0 04½ 0 05

Currants—				
Fine Filiatras	0 06½	0 07	Vostizzas	0 09 0 09½
Patras	0 08	0 08½		

Uncleaned, ½c less.

Raisins—		
Sultana	0 09½	0 13
" Fancy	0 11	0 12½
" Extra fancy	0 14	0 15
Valencias, new		0 06
Seeded, 1-lb packets, fancy		0 11½
" 16 oz. packets, choice		0 11
" 12 oz. " "		0 09

Dates—				
Hallowees	0 05½	0 05½	Fards choicest	0 08 0 09
Sairs	0 04½		" choice	0 08½

RICE AND TAPIOCA—Only a staple business is passing with no new features in evidence.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05½	0 05¾
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 06

SPICES—Business is slightly duller this week with no changes to note.

Peppers, black pure	0 18	0 20
" white pure	0 25	0 30
Ginger	0 18	0 25
Cinnamon	0 30	0 40
Nutmeg	0 30	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice		0 13
" whole	0 17	0 20
Mace ground	0 70	0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25
" ground	0 25	0 35

BEANS—The stiff prices noted last week continue and there seems to be no sign of easiness in the situation. Of course the season in which demand is brisk is nearly over.

Beans, hand picked, per bush	2 10	2 15
" prime No. 1 "		2 00
" Lima, per lb		0 07

EVAPORATED APPLES — Demand is only fair at steady prices.

Evaporated apples	0 07 0 8½

HIDES AND WOOL—The situation is a little brighter this week, and prices on several lines have advanced a point.

Hides, inspected, cows and steers, No. 1		0 06½
" " " " No. 2		0 05½
Country hides, cured	0 05	0 05½
City Calf skins		0 1 ½
Country Calf skins		0 09½
Dekins		0 75
Sheep skins	0 75	0 85
Horse hides, No. 1		2 50
Rendered tallow, per lb		0 05½
Horse hair, per lb		0 25

HONEY—Very little call is made for the various lines of honey, and the supply on hand is sufficient to meet whatever demand is made. Prices are unchanged for this staple product.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 25
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Business is fair and but little above normal. Not so many birds are offered as a week ago, though the quality is better. Prices are much the same as a week ago. The market will be in better condition in about a fortnight.

Hens	0 10 0 12
Chickens	0 15 0 17
Turkeys	0 15 0 20
Spring chickens, live weight	0 40

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, May 21, 1908.)

POINTERS—

Drop in Sugar.
Raisins—Cheaper.
Decline in pot barley.
Beans—Advanced.
Butter Cheaper.

All conditions are favorable for the growing crops and the outlook in this respect is the best in several years. Business is showing considerable improvement in sympathy with the improved outlook.

Sugar made a sensational drop last week. The demand has been very light at the recent high prices and the decline is expected to encourage consumption. Local wholesale houses are carrying heavy stocks of some lines of canned fruits, the high prices established by the canners last fall having discouraged the demand. Raisins are cheaper. Condensed milk and cream have been in very scant supply all winter and spring. New supplies are now on the local market.

CANNED GOODS—Sales of many lines of canned fruits have been slow because of the high prices established last fall by the canning interests and local houses are carrying large stocks of some lines.

SUGAR—The price has declined to the following figures:

SHOULD NOT SHIP GREEN CHEESE

This Practice Injuring Canadian Export Business.

A circular recently issued by J. A. Ruddick, Canadian Dairy and Cold Storage Commissioner, warning buyers and manufacturers of cheese against the practice of shipping green cheese, contains information which will be read by the trade generally with interest and profit. Mr. Ruddick says:

"The writer has lost no opportunity during the past two years of calling attention to the danger of injuring the Canadian cheese trade by the practice of shipping the cheese in a green condition. I am now able to quote—from communications on the subject recently addressed to the Minister of Agriculture, by the Home & Foreign Produce Exchange, of London, England, and the Bristol Provision Trade Association, in words which would indicate that harm has already been done to the cheese trade by this penny wise, pound foolish practice.

"The first mentioned association, writes in part as follows:

" 'Importers of Canadian cheese into London met in conference to consider what steps should be taken to bring into prominence the damage which is being occasioned to the reputation of Canadian cheese owing to the persistent practice on the part of factorymen of sending out their makes before the goods have had time to mature, and I have been instructed to lay the matter before you in the hope that prompt and efficient steps may be taken to effect a remedy.

" 'It is unquestionable that there is an increasing tendency for makers to get quit of their cheese as quickly as possible. In a great many instances goods are moved out much too soon, in some cases even within two or three days of manufacture. The result has been that the natural process of maturing has been arrested and such cheese arrive here insipid in flavor and in a condition which reflects anything but credit upon the product. In addition to this, the excessive moisture militates severely against the sale. In no circumstances should cheese be allowed to leave the factory until ten days after manufacture. That is the minimum of time which should elapse before the goods are moved and unless stringent measures are adopted to prevent the factorymen sending their cheese out earlier, the position of the Canadian article on the London market will become depreciated.'

"The foregoing is from a body of merchants who handle nearly one-half of the cheese exported from Canada.

"The Bristol Provision Trade Association's letter contains the following sentence:

" 'This means the forcing into consumption of immature, or, in other words, inferior cheese, resulting in widespread dissatisfaction. Needless to say, the tendency of this is to bring Canadian cheese into disfavor, and if persisted in, it is bound greatly to curtail consumption.'

"It would seem to be unnecessary to add anything to these statements made by those who are in the best position to speak with authority on the question.

"I would only say that while I was in Great Britain last fall, I found plenty of evidence to prove that the trade has already been injured by the unbusinesslike policy of shipping the cheese before they are fit to eat. Whenever this question is brought up among dairymen, there seems to be an inclination to put the blame on the buyer and let it go at that. The buyers are certainly responsible for encouraging the movement of green cheese, but the dairymen who have been the losers, and who will be the losers again, should not allow their business to be injured in this way.

LARGE MACARONI IMPORTS.

Demand Growing Rapidly in Canada and Business Increasing.

Some hint as to the extent of the sales of macaroni in Canada may be judged from the fact that Chas. Ciceri, Toronto, on May 26, received an importation of 7,900 cases (75,800 pounds) from Italy. It is the intention of this firm to import similar shipments once a month for the Canadian trade.

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Here are a few of them. It is undeniably the best. Your customers want it. It shows good profits.

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is a distinct improvement on any other bacon offered the trade. Grocers who have been selling it call it an exceedingly profitable line, as it is the cheapest meat—quality considered—on the market. It is produced exclusively from carefully fed young hogs, mild-cured and without an equal in tender deliciousness. We are offering it at a price that will leave you an excellent profit.

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70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Quietness Ruling in Markets After Holiday—Butter Easier and Likely to Slump—Cheese Fairly Steady, With New Make Coming in——Canadian Produce Lost on Way to Great Britain.

CHEESE AND BUTTER BULLETIN

Montreal, May 28, 1908.

With more or less frequency English shippers have called attention to the fact that Canadian shippers were placing an inferior quality of cheese on the English market, which they regard as extremely imprudent in view of the fact that the difficulty consists merely of too much haste in shipping the product after it has been made. Some of the blame, however, may be accredited the factory men who hurry their stock out in two or three days, when it should not be moved for ten days at least. The English importers regard the custom as an extremely foolish one, because, as they point out, so little is gained, and if persisted in, it will lead to the complete eliminaton of Canadian cheese from the English markets. The Home and Foreign Produce Exchange, of London, have memorialized the Hon. Sydney Fisher, Minister of Agriculture, regarding the practice. The Bristol Provision Trade Association have complained bitterly of this unfortunate conditon, and have sent repeated warnings to this side of the Atlantic regarding the matter. These complaints coming from England have led to some investigation on this side, and it is generally conceded that it will be very difficult to check the practice without legislation of some kind. It is very easy for a dealer to say to a factory man, "Ship on your cheese, we have facilities for curing it" and this shipper may have all good intentions, but then an opportunity arises for him to sell at an advantageous price, and the result is that green cheese goes to the other side, and the usual complaints arise. This same shipper may not think that his transgression will amount to anything, but when others think the same the sum of the mischief done amounts to a national disadvantage.

The Dominion cold storage and dairy commissioner, J. A. Ruddick, has called attention to this regrettable phase of Canadian trade in no unmistakable language. In his letter he quotes from letters received by him from the leading British produce associations and merchants, all of which deprecate this unfortunate practice. To say the least, it displays exceedingly bad judgment, because the day may come when Canada will be keen about the British market, more so, perhaps, than she is now, and then these impressions which are taking root now will offer a very serious obstacle to the promotion of Canadian trade. So much publicity has been given this matter it is hoped that something definite will be arrived at, and the danger removed.

Quotations for to-day are 11c and 11¼c for Quebec and Townships, and 11¼c-11½c for Ontario cheese for export purposes. Dealers are expecting fairly steady prices, as the make is lighter than at this time last year.

The butter trade is good and receipts are light. Shipments are now coming principally by refrigerator freight cars. Although the supply has been considerably augmented there are no accumulations as yet. There is little dairy butter arriving. It is thought there may be a little packing being done in Western Ontario, but in other parts of the country farmers have not yet commenced packing. Creamery for export purposes is quoted at 22c to 22½c for fresh receipts, while dairy is placed at 20c to 21c in to-day's quotations for tubs and rolls. The Board of Trade returns for the week ending May 23 showed receipts of butter to be 6,482 packages against 4,871 packages for the same period last year. These figures are pleasing as they show a decided increase. For the season up to May 23 total receipts were 10,600 packages against 15,522 packages for the same period last year. Although the last week shows a wonderful improvement we are not yet up to last year's record. The weekly receipts of cheese for 1908 and 1907 were 21,032 boxes for the former and 22,519 boxes for the latter year, while for the season of 1908 it stands 57,830 boxes against 79,434 boxes for 1907.

THE PROVISION SITUATION

Toronto May 27, 1908.

There has been little change in the situation since the report chronicled last week. So far as export business is concerned the English market continues draggy, being well supplied last week with the Danish product, and is not at all eager to buy Canadian goods. The oft repeated factor, the light supplies of hogs, is also having its effect. A few firms, however, continue to do a little export business even under present conditions.

A feature of interest during the week was the loss of the Thompson liner Latona which resulted from a collision with the Jopanae, off the Lizard a week ago to-day. The steamer's cargo, besides a host of other Canadian produce, contained 793 packages of meats. Among those represented in this shipment were the Wm. Davies Co., Toronto; the Geo. Matthews Co., of Peterboro; the Ingersoll Packing Co., the Whyte Packing Co., of Stratford; the Canadian Packing Co., of London; and the Fearman Co., of Hamilton. While the vessel and cargo are a total loss, these were said to be well insured and the packers interested expecte they will be fully recouped.

The Danes continue to send over large supplies of meat to the British market, last week's killings being well up to the average. The shipments from the United States on the other hand, have been light as is evidenced in the following resume of conditions from the New York Journal of Commerce:

"The past week has been extremely dull outside of the option market for hog products, and even there there has been no activity and at times extremely dull when the packers did not take a hand. They, for the most part, have remained neutral, keeping the hogs and product market in equilibrium and awaiting events. There have been neither bull nor bear features to affect prices to any extent, and the market is dragging because no one is sufficiently interested outside of the packers to increase the trading. Instead of consumption improving, it seems to be growing less, as we are getting near the summer months and it looks as if we were going to have a very dull season. The ham trade has not even started owing to the cold, wet spring, and the dealers have not bought ahead as usual, partly for the reason that packers have not encouraged it and partly because of fear of a bad season, as we often have bad ham years, when there are no hard times.

"The hog supply has been a little more liberal, but it has been attributed, for the most part, to the unusually wet weather in the corn belt, which has prevented the farmers planting and given them more time to market their hogs."

Under a fair local demand prices are on the same level as at last report. Local packers are offering $5.75 to $5.85 for hogs f.o.b. country points. For the animals off cars at factory $6.10 is offered.

Canadian packers are certainly handicapped by the fact the farmers seems to be going out of hog-raising. This is a serious consideration and one which the farmer should be made to think about.

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BUTTER TUBS
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MONTREAL.

PROVISIONS—The provision market still preserves its even tone, everything remaining about the same as last quotations.

Lard, pure tierces	0 12½	
" 56-lb. tubs	0 13	
" 20-lb. pails, wood	0 12¾	
" cases, 10-lb. tins, 60 lbs. in case	0 13	
" " 5-lb. "	0 12½	
" " 3-lb "	0 12	
Lard, compound, tierces, per lb	0 08½	0 09½
" " tubs	0 08¾	0 09¼
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½	0 10
" " " 5-lb. "	0 08¾	0 09½
" " " 3-lb. "	0 08¾	0 09¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear		22 00
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—Creamery butter has declined slightly. Quotations stand from 23c to 23½c. Selling on the boards is around 21c to 21½c. Dairy remains practically the same with perhaps an easier tendency.

Fresh Creamery	0 23	0 23½
Dairy, tubs	0 17	0 18
Fresh large rolls	0 20	0 21

CHEESE—Weather conditions are responsible for the increasing supplies which are arriving. The export trade has not improved much during the last week, and the local trade is dragging heavily. Prices have not changed very much since the last quotations a week ago. New large cheese has fallen off ¼c lb. in price and twins have done likewise.

Cheese, old	0 15	0 15½
" new, large	0 11½	0 11¾
" " twins	0 11¾	0 12

EGGS—Continued large receipts have depressed the price of this product about ½c since last quotation. The warm weather is leaving its mark on this market. Buying in the country now stands at 15c to 15½c. Local market is weak with large supplies.

New laid	0 17	0 18
No 2 Eggs		0 16

HONEY—Honey has not broken its long quietude during the past week, remaining the same as previously quoted.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 09	0 11
Clover, strained, bulk	0 10	0 11½

TORONTO.

PROVISIONS—Only a normal business was done last week, the holiday in no way helping trade. Bacon has a firmer tendency, though present prices are the same as a week ago. Lard, too, is stiff in price. This is due to the scarcity of hogs. While butter remains high, lard will be in demand, and there will be little chance of it lowering in price. Warm weather is needed to help along the provision trade. Prices in all lines remain unchanged, and both supply and demand are only fair.

Long clear bacon, per lb	0 10½	0 10¾
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb		0 10½
Small hams, per lb	0 14	0 15
Medium hams, per lb	0 13	0 14
Large hams per lb	0 12½	0 13½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		17
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	21 00	22 50
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "		0 12½
" compounds, per lb	0 9	0 10
Plate beef, per 200-lb. bbl	11 00	14 50
Dressed hogs	0 8	0 08½

BUTTER—With better grass in the country the prices of butter are coming down. The farmers say the cows are giving double the quantity of milk they gave ten days ago, and there is almost a certainty of grass butter being placed on the market next week. Indeed, a little is now offering in some of the country places, though the quality is not just what the market requires, being mixed with the older stock. Traders are getting off the stock of butter on hand, and getting ready for the new grass brand when it is ready to come in. Prices will likely go lower before the end of the month. Dealers says the price of butter during the past winter, and, indeed, during the past two years, has been altogether too high, and if here is any quantity of new butter offering, the price pendulum may swing to the other extreme and put the article on the market at a price much below its value. Butter-buying is being done on an economical basis.

	Per lb.	
Creamery prints	0 24	0 25
Creamery solids	0 23	0 24
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 22	0 23
" " ordinary	0 20	0 22
Large rolls	0 21	0 21
Baker's butter	0 18	0 19

EGGS—Dealers are still holding out for lower prices, but as yet there has been no decline. In fact, prices are quite firm and remain at the same figures quoted a week ago. There will be very few stored at present prices, as traders are rather afraid to take risks at such a high figure. The egg supply is fairer than a month ago, and fills the present easy demand.

Eggs, new laid	0 18	0 19

CHEESE—Old cheese is still rising slightly at the rate of about half a cent a week, while the new cheese is getting easier with increasing supplies. There may be a slightly firmer price for a while, owing to the loss of the Thompson liner, Latona, which went down in a collision off the Lizard with 18,000 cheese, besides a great quantity of other Ontario produce. The grass cheese, however, may help the situation, as up to now we have been getting only the fodder variety.

Cheese, large, prime old	0 15
" " new	0 12
" twins, new	0 13

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.
Windsor, Ont.

Please Your Customers

and they come back.

When they ask for Baked Beans, give them the kind that are really BAKED.

Heinz Baked Beans

(In the Heinz Improved Tin)

are oven baked, dry and mealy—like the Boston home-made kind. That's the reason there are more Heinz Baked Beans sold than any other kind.

Anything that's "HEINZ" is Safe to Sell.

H. J. HEINZ COMPANY,

New York Pittsburg Chicago London

There is only **one**

BOVRIL

the Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

BOVRIL LTD., have the honour to hold the appointment by special warrant to

H.M. King Edward VII.
H.M. the King of Spain.
H.M. the King of the Belgians.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street
A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf
R. S. McINDOE - - - - - - - - **TORONTO**
120 Church Street
W. L. McKENZIE & CO. - - - - - - **WINNIPEG**
306 Ross Avenue
A. C. URQUHART & CO. - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

CEREAL NOTES.

M. A. Nicastro, confectioner, Winnipeg, is succeeded by Baltogha & Badoli.

D. W. H. Lucas, baker and confectioner, Sarnia, Ont., has sold his business to W. F. Kaupp.

H. J. Hurd, Berlin, Ont., is opening a confectionery manufacturing establishment in Calgary, Alta.

John H. Wilson, miller, baker and confectioner, Harriston, Ont., is advertising his milling business for sale.

The Quaker Oats Co. has declared its regular dividend of 1½ per cent. and an extra dividend of ½ per cent.

Saas & Lucas, bakers and confectioners, St. George, Ont., have dissolved partnership, W. A. Saas continuing the business.

Fred Johnstone has sold his Sundridge business and opened a confectionery store in Callendar, Ont. His brother, J. P. Johnstone, has opened a grocery business at Sundridge, Ont.

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

Free Watches!
KEEP YOUR LABELS and exchange them for
A SOLID GOLD WATCH
Guaranteed and fully jewelled, and warranted a perfect timekeeper.
SOLID SILVER AND GUN METAL WATCHES ALSO
are offered for a smaller number of Labels.

FUSSELL'S
(BUTTERFLY BRAND)
CREAM AND MILKS

5,000 MARKS WIN A SOLID GOLD WATCH.
2,500 MARKS WIN A SOLID SILVER WATCH.
1,000 MARKS WIN A PRETTY GUNMETAL WATCH.
Full particulars are wrapped round each tin, but BEGIN AT ONCE TO COLLECT. Every Label fixed on a tin of Fussell's Cream and Milks has value in this competition.
Contractors to the British Government.
Ten Gold Medals Awarded.
Address all communications relating to this offer to **FUSSELL & Co., Ltd.,** (Competition Dept.) **4, Monument Street, London, England.**
Keep your Labels to get a GOLD WATCH FREE
Insist on Fussell's

Prices and Particulars of the Agents

John W. Bickle & Greening,	Hamilton, Ont.
Carman Escott & Co.,	Winnipeg, Man.
J. S. Creed.	Halifax, N.S.
C. Fairall Fisher	Montreal
Sol. Oppenheimer	Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO. HALIFAX, N.S.

MOTT'S: No better Chocolate

Bought for Quality

Because QUALITY has always been the leading feature of

Mott's

"Diamond" and "Elite"
brands of

Chocolate

Both lines can be obtained from any wholesale grocery jobber in Canada

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour Sales Increase

when you begin to push

BUDA

"The Flour of Quality"

That's the experience of a great many dealers. Why don't you try it? Buda Flour is the best value in high-grade blended flour ever offered the trade.

Write or wire me to-day for closest mill prices on car lots, straight or assorted.

J. B. HARTY
PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Strong Wheat Markets Causing Firmer Tendency in Flour — Cereal Business Dull—Small Amount of Export Business.

The cereal markets continue quiet this week with few new features to report.

The firm wheat market of the week has induced some talk of higher prices on flour among millers, but at time of writing no change had been made and none seems likely, at least, within the next few days. Some export business was done during the week and inquiries for Canadian flour seem to be more frequent from Great Britain. Local demand continues fairly active.

Cereal manufacturers report dull business in accordance with the season. Supplies are coming in fairly well, but local demand is only fair.

Eastern markets show one or two changes in oatmeal and rolled oats. Otherwise prices all round are unchanged.

MONTREAL.

FLOUR—The flour market presents no new feature this week. Demand is good and prices remain about the same.

Winter wheat patents	5	50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household	6	20
Glenora	5	70
Manitoba spring wheat patents	6	10
" strong bakers	5	50
Five Roses	6	10
Harvest Queen	5	50

FEED—Demand is fairly good and prices have not changed since the last quotations.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	27 00
" bran		23 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

ROLLED OATS—Rolled oats continues in good demand, with no very remarkable changes in prices, with the exception of fine oatmeal, which is slightly stronger, also rolled oats in barrels.

Fine oatmeal, bags	3	27
Standard oatmeal, bags	3	20
Granulated " "	3	20
Golddust cornmeal, 98-lb bags	2	25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags	3	00
" 80-lb. bags	2 75	2 80
" bbls	5 85	6 25

TORONTO.

FLOUR—With a firm wheat market there is an upward tendency to flour prices this week, though at time of writing no changes had been made. Some little export business has been done during the week, shipments being made to London, and this shows that the market is on a healthy basis. Local demand is good and the situation seems a little brighter than last week.

Manitoba Wheat.

90 per cent. patents	5 50	5 70
85 " "	5 30	5 50
Strong bakers	4 90	5 10

Winter Wheat.

Straight roller	4 50	4 60
Patents		4 60
Blended		5 00

CEREALS—Dullness still continues in these markets with nothing new in evidence. Supplies are fair, but demand is poor.

Rolled wheat in barrels, 100 lbs	2 90 3 00
" oats in bags, per bag 90 lbs	2 85
Oatmeal, standard and granulated, in bags 98 lbs.	3 00

GOOD PROSPECTS IN THE WEST.

W. P. Eby, Returned From Extended Trip, Tells of Existing Conditions.

W. P. Eby, sales manager for Eby-Blain, Toronto, returned last week from a six weeks' business trip through Western Canada to the Pacific Coast. While in the West Mr. Eby made special inquiries as to the conditions prevailing in the salmon industry, so that some idea might be obtained as to the prospects for the fall pack, and also in regard to prospects for the California dried fruit crop for the coming season.

"Taken generally," says Mr. Eby, "conditions throughout the West were much better than I had expected, and business was beyond our expectations. The prospects are most encouraging for a large crop, and this fall we should see busy times in the West and British Columbia."

"Has the financial trouble been evident further West?" he was asked.

"Yes, the depression has been keenly felt in every town and city, but the unusual conditions have been, I consider, a blessing in disguise to many of the merchants. It has obliged them to curtail their credit business and develop their cash trade, and even where it entailed a smaller volume of business, the results have been in nearly every case satisfactory. Another effect has been the careful inspection of the stocks and analyzing of business, with the result that the western merchants have realized, probably for the first time, that as a rule they give too much credit, and carry too large stocks for the volume of business especially in dry goods, boots and shoes, furs, etc., and as a consequence the spring orders in these lines, I understand, are much lighter than usual. The general impression, while very optimistic, is that there will not be much activity in trade in the west and British Columbia until the crop is pretty well assured. On my way west, about the middle of April, seeding was in full swing, and on my return in May I saw wheat up three and four inches, and the country generally in splendid condition."

"How about conditions in B.C.?"

"In British Columbia, while trade was very good all fall and winter, the wave of depression only seemed to have recently arrived. The lumber business at present is at a standstill, and as lumbering is one of the most important industries of the province, it has naturally af-

Mooney's Perfection Cream Sodas

are the sodas which particular people insist on having. That's why more grocers sell Mooney's than sell any other brand. To sell one box of Mooney's to an appreciative customer is to create at once an active demand. They are the self-advertising sodas. Their delicious, lasting crispness is their recommendation.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply
COX'S GELATINE

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH

fected every branch of trade. Unlike our Ontario lumber merchants, the British Columbia mills do practically no export business, and as their trade has been confined exclusively to the Prairie Provinces, they find business at present very quiet, with little prospect of further activity until the crop in the West is assured."

"Are the reports of small salmon pack borne out on the spot?" he was asked.

"The salmon packers this season are expecting and providing for a very small catch," was the reply, "as this is what is known as the 'lean year.' Should there, however, be a large run of fish, which is quite improbable, the packers would be unable to pack the fish, as they have only provided for a small catch, and tins could not be rushed up many miles to the factories at a moment's notice.

"At the head of the lake at Port Arthur and Fort William," says Mr. Eby, "the reports were most satisfactory. Trade, in the grocery business especially, has been good throughout the winter.

"With such favorable conditions for a bountiful crop this season and the general improvement in the methods of doing business, there should undoubtedly be good times in Western Canada this fall.

"Eby-Blain, Limited, have done a large business in Western Canada for over a quarter of a century, and while we think it is prudent to exercise caution for the present, we have the most unbounded faith in the future prosperity of that vast country."

The Uniform High - Grade Quality of

Ridgways TEA

has built up our reputation and steadily increased our business until now our sales amount to fourteen million dollars yearly, a fact that will prove RIDGWAYS TEA is a business-getter.

CANADIAN OFFICE: VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

CALEDONIA MILLS

POT AND PEARL BARLEY AND FEED

John MacKay Limited - - - - - Bowmanville, Ont.

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only

C. H. BINKS & CO., MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

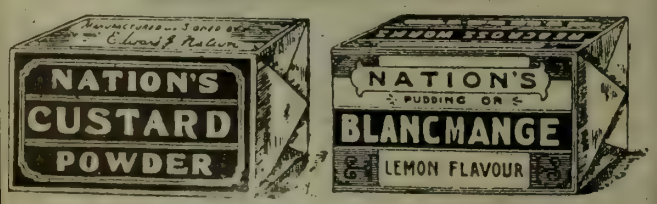
Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

NATION'S

SIMPLY DELICIOUS

In Packets and 4-oz. 8-oz. & 16-oz. Tins.



Agents: GREEN & CO., 25 Front St., E. Toronto

CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND

THE DOMINION WAFER CO.,

44 St. Vincent Street, MONTREAL

BISCUIT CUPS

A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.

Telephone Main 1310.

They Can't Use This Signature.

W. K. KELLOGG

on a package is your absolute protection in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Bannatyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and Victoria, B.C.

Kellogg's Sanitas

Our Orange Chocolate Cream Bar

Has made a distinct hit with the Canadian public. It is a delicious confection, and being saleable at a popular price it is in demand everywhere. Grocers handling the line are making good profits.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

Agents:
Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
W. C. Scott, 76 Queen St., Ottawa.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

What Cocoa Are You Selling?

Not what cocoa are you KEEPING! To you, a cocoa or anything else is only so good as it SELLS. You can't keep

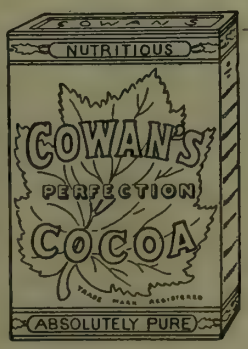
COWAN'S

Cocoa and Chocolate

It sells everywhere — all the time

Long experience with the trade in Canada has taught us to produce cocoa and chocolate that

YOU CAN SELL



The Cowan Co., Ltd.

There are no strings to

"FORCE"

ANY grocer can sell **"FORCE"** but no grocer can make more on it than ***YOU*** do. Selling **"FORCE"** is straight, out-and-out business with ***an average profit of 33⅓% and one price to all.***

You don't have to study over half a dozen deals, schemes or plans to see where you come in. There's only one proposition and you get it.

HINTS FOR APPLE EXPORTERS

Nova Scotian, Who Has Been Studying British Market, Gives Suggestions for Improving Export Trade.

Howard Bligh, a leading Halifax produce merchant and shipper, returned recently from England, where he made a thorough study of the apple market with a view to getting information which would benefit Canadian exporters, particularly those in Nova Scotia. The suggestions he offers, however, will be of interest to fruit exporters and growers in all parts of Canada.

Must Grow Best Fruit.

"Every grower must do his utmost," says Mr. Bligh, "to grow the largest, cleanest, well colored fruit of best varieties that are wanted by the buyers and to cut out and top graft with best sorts, all inferior kinds that are now disliked by the buyers so that in time they will have the varieties that are wanted. Ben Davis, Talman Sweets, Grimes Golden, and Vandeveres, should be replaced by other varieties that are liked by the buyers. A very large quantity of Ben Davis are shipped each season to the other side, but this variety is getting more disliked by the English buyers every year.

"The fruit should be packed under the co-operative system, so as to guarantee quality, and also to put large parcels of any one variety on the market at one time and do away with the small parcels of so many different varieties as at present.

"Fruit growers should ship fruit only when it is matured and colored fit for shipment, and to ship in such quantities as the market requires, and not to overdo the business and crush prices. This is a matter that requires much experience, skill and good management

"Pack only No. 1 and No. 2 fruit except in seasons when the market will accept No. 3 fruit of best varieties at paying prices.

"Ship the different varieties of fruit in the proper season, and avoid putting on the market, before it is wanted, a variety not wanted until a certain time, or until the buyer is ready for that variety. We must not forget that the buyer is a most important man in this business, and it is to his wants that the growers and shippers must cater.

Growers Must Work Together.

"Growers must work together more in harmony and adopt means of packing their apples under one brand or mark which may be arranged by co-operative work so that they have parcels of bulk and quantity to attract the buyers or speculators (if such are to be found) and thereby get best prices, or if shipped on consignment to the markets abroad, will bring top prices to the shippers, the buyers knowing the stock to be good and genuine.

Must Regain Buyers' Confidence.

"The speculator never can find, under our present system of packing such quantities of any one variety of apples under one mark such as he may want, and when he does speculate, he very seldom gets what he buys. This has virtually killed the buying by English merchants who have been buyers in the past and who would still be buyers if they can only get fruit that they can depend upon. This will prove a severe loss if we cannot regain these buyers' confidence.

"New markets should be found if possible and no doubt can be found if the business is managed properly. Every effort should be put forth by the different fruit growers' associations to urge the government to secure again the German markets for our fruit by getting the heavy duty that is now imposed upon our apples entering Germany reduced to the same, or lower, duty than the Americans pay at present."

INFORMATION THAT PAYS.

Carelessness in securing reliable information at the time an account is opened is frequently the cause of a loss to the merchant later on. The average merchant to-day keeps his accounts in much better shape than the man in the retail business ten years ago, but there is still much room for improvement in many cases.

As a bank demands the fullest particulars when lending money, even in cases where it holds security for the loan, so should the business man request his customers to tell him something about their personal affairs, before extending them credit, which is practically the same as loaning them money.

Oftentimes some merchants depend entirely upon their ability to read human nature. A respectable looking woman will apply for credit, give her name and address and state that Mr. So-and-So works for such-and-such a concern. An account will be opened, forthwith, whereas a little investigation may develop the fact that this party, although apparently well to do, owes a bill at some dry goods store, has bought furniture on the installment plan and does not pay anything unless compelled to.

An up-to-date retail grocer in deploring recently this habit of carelessness, said, "I pride myself that I lose a smaller percentage each year from bad debts than the average merchant in my line. Of course, I get stuck occasionally, when sickness or misfortune overtakes a customer, but I am extremely careful in getting as much information as possible before any goods leave my store for a new customer. I don't trust to my memory, but have a regular printed blank which I fill out and keep on file, which reads as follows:

Name of customer .....
Wife's name .....
Address ... .
Owns property .....
Formerly traded at .....
Before that, traded at .....
Husband is employed at .....
Receives his wages (weekly or monthly) ... .
Expect that the account will run about ... .
Will settle (weekly or monthly) ....

"As a rule I ask a great many questions in addition to those enumerated on the above blank form, but this list gives me a pretty good basis to work on and I always hold a customer strictly to the terms agreed upon at the time the account is opened. I always try to find out the amount of wages the husband draws, but some families are a litle touchy on this point, and as I fill out the blank in the presence of the customer, I know that some of them will hesitate about giving the correct amount of wages.

"I always make it a point to call up the different people with whom my customers have formerly traded, and as I am on comparatively friendly terms with the other business men of my city, I nearly always get the correct report of the customer's standing with them."

HOMELY TRUTHS.

Your influence in your store each day is an important element in your success or your failure.

The proprietor should be a helpful leader.

A cheerful "good morning" pushes the work along; a glum face retards it.

Show that you are blue or feeling out-of-sorts when you enter the store in the morning, and you have placed a handicap on the day's operations.

On the other hand, begin your day's work cheerfully, and you impart the same feeling with an equal amount of added ambition to the entire force.

OUR NOVA SCOTIA LETTER

New Wholesale Grocery for Truro—Embargo on Produce Vessels Dropped—Iced Fish Cars for Fresh Shipments.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., May 23, 1908.

H. B. Cassidy, of Baird & Peters, St. John, was in Truro, N.S., several days this week. Baird & Peters intend opening a wholesale grocery business in Truro shortly. Mr. Cassidy, who has been connected with the firm for the past twelve years will manage the Truo business. This branch will be opened right away, as the firm have a building in sight that is centrally located. The new wholesale house will no doubt get a good share of the business of the town and surrounding country.

Hedley Richardson is fixing up the former Dakin store in Windsor, N.S., and thoroughly renovating it throughout. He will be ready for business next week, and has already secured a first-class line of groceries. Mr. Richardson is well known throughout Hants County, having been with Mr. Dodge in his Water St. store for several years.

E. L. Henry, formerly of Boston, who has been connected with the dairy and produce business in Prince Edward Island for several years, intends engaging in the same business in Sydney, C.B.

The vexed question of the licensing of produce vessels, which has formed the text for many discourses on the part of both consumers and wholesale dealers in Sydney, C.B., since the passage of the ordinance three years ago has been put at rest, for a time at least by an amendment recently introduced at a meeting of the city council. Under the amendment Prince Edward Island produce vessels or vessels for that matter from any other port may dispose of their wares without applying to the authorities for a license to do so. Previous to the passage of this amendment only the farmers or market gardeners who sold their produce were exempt from the embargo.

The Intercolonial Railway last week inaugurated an iced car service for fresh fish to Montreal and hereafter on every Tuesday a refrigerator car will leave Mulgrave, N.S., and another will leave Halifax. If there is not enough fish to warrant two cars being sent, the fish will be transferred to one car at Truro. This is the outcome of an arrangement entered into between the Marine and Fisheries Department and the I.C.R. The cost of the service is guaranteed by the Marine and Fisheries Department. This service will be of great benefit to the fish jobbers along the coast, as fresh fish will be landed in Montreal soon after being taken from the water.

The consumer received the welcome news this week of a break in the butter markets, and prices are now on a downward tendency. The decline in the local prices is about five cents per pound. The receipts of butter are increasing daily, and the grocers are jubilant over the changed conditions. Creamery prints are quoted at 30 cents and solids at 25 cents. Dairy butter in small tubs is quoted at 25 to 27 cents, according to the quality. Some of the commission houses are buying butter in Montreal for local consumption, as prices there are lower than they are in this province.

Jobbers report a good demand for fruit and the market is well supplied. The pines received here this week were of a very fine quality, the best so far this season. The price ranged from 18 to 25 cents. The quality of the bananas was also improved and they are quoted at $2 to $2.50. Oranges are very firm. California navels are scarce and they are quoted at $3.50 to $4. Jamaicas are worth $6 and Valencias range from $5 to $6. Lemons are quoted at $2.75 for 380 count and cocoanuts are selling at $3.50 to $4 per hundred. Strawberries are coming down in price and this week they were quoted at 22 cents by the crate.

Vegetables are in brisk demand. Potatoes are quoted at $1.65 to $1.80 per bag, parsnips at $1.75 per bag, beets at $1.50 per bag and carrots and turnips at $1.75 per bag. Egyptian onions are quoted ot $2.75 per bag of 120 lbs. Cucumbers are quoted at 8 cents each and rhubarb at 6 cents per lb. American cabbage has dropped 50 cents per barrel and this week is quoted at $2.

Eggs are coming in more plentifully but the price holds very firm. Jobbers had expected a drop in the price this week, but so far there is no break. The general opinion prevails that eggs are too high for the season of the year. Nova Scotia eggs are quoted at 19 cents and Prince Edward Island at 18 cents.

TRADE NEWS OF NEW BRUNSWICK

Trade Improvement Expected Though Markets Are Quiet—Seed Markets Cleaned Up—Good Prospects for Sar dines.

Special Correspondence to The Canadian Grocer.

St. John, N.B., May 24.

The jobbers are looking for some improvement in trade now that the roads are drying up and are getting in better shape. Business has been fair but it is hoped it will be much better from now on.

The seed market, as far as the jobbers are concerned, is practically bare. It has been one of the best clean-up's the dealers have ever had. There is no alsike clover to be had while the supply of red and mammoth is limited to a few bags and timothy is practically exhausted. The reason for such a condition is attributed to the high prices which caused light buying and in consequence everything has been sold out and there will be no stocks carried over for next year.

The markets have been practically undisturbed during the past week, prices for the most part being unchanged.

Baird & Peters, of St. John, are still branching out. Their latest move is the opening of a branch in Truro, N.S.. H. B. Cassidy, formerly one of their traveling salesmen, has been placed in charge of the branch.

This firm now has branches in Newcastle, Campbellton and Truro, with the central depot at St. John.

One of the most enterprising firms in the smaller towns of this province is that of Ritchie & Hardaker, of Chipman, Queen's County. The partnership is a new one formed to carry on the business hitherto conducted by Mr. Ritchie himself. They have just opened a large new addition to the store and carry a full line of groceries as well as other goods usually found in a general store. The firm is also contemplating the opening of a branch at Minto in the fall.

George M. Byron of Campabella, who was in the city last week, told The Grocer correspondent that a very successful season is being looked for in the sardine factories in his section. There is a big demand for sardines and lobsters are also being taken plentifully. The dealers are buying lobsters now at ten cents each and at this price the canners are kept busy.

Joseph Morgan, formerly a commission broker here, has engaged with the H. W. Cole Co. and will represent them through the Annapolis Valley and Digby neck territory.

J. Aubrey Upham, representing the St. Croix Soap Manufacturing Co., makers of Surprise Soap, has been in St. John recently making window displays and distributing new premium books. Mr. Upham has been all through the Maritime Provinces booming Surprise and the excellent window displays have attracted considerable attention and should result in an increased demand for the company's products.

John Turnbull, general manager of the Nasmith Company, Limited, bakers, Toronto, has withdrawn from that concern to enter business on his own account. H. C. Nasmith will be Mr. Turnbull's successor.

Strawberries

Have to arrive this week, one car each day of fine stock, the best that can be procured. They are Marylands, Delawares and Virginias. Prices will be some easier, will bill at lowest market prices.

Pineapple market is little higher on 24s, fruit is fine and demand heavy.

Have full supply of Oranges, Lemons, Cabbage, Cucumbers, Onions, Tomatoes, Asparagus, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

Markets Very Active in Consequence of Warm Weather and Holiday Business —New Lines of Fruit Arriving—Prices Generally Firm.

A splendid week's business was concluded on Saturday last in the different lines of fruit, vegetables and fish. The week was warm, the days were bright and sunshiny, and the advent of the first spring holiday—Victoria or Empire Day—put buyers in a good mood, and business went with a rush. Stocks were soon depleted and the dealers were jubilant, though rather afraid they could not meet the demand. Financial depression was not even breathed and the way money kept changing hands put the pessimist to rout. The best week of the spring augurs well for the opening of the fruit season, which in a short while will be on us with a rush. Canadian fruit and berries are reported to be coming along nicely, though a little backward owing to the rather chilly weather of the past month or so. The quality is said to be first-class and the quantity on the whole better than last year, while the dealers expect fully as good a season's business as a year ago.

MONTREAL.

GREEN FRUITS—Strawberries continue to be quoted at 17c to 19c, which is only a decline of one cent since last week. This is not according to predictions, as it was thought that our own crop, which it is expected will be very large, would have exerted a greater downward tendency on the imported fruit. Other fruits do not show any alteration in price.

Bananas, fine stalk	2 00	2 25
Cocoanuts, new, per bag	....	4 50
Lemons	1 85	3 00
Navel oranges	3 00	4 25
Florida oranges, box	....	3 50
Mexican oranges	....	2 50
Porto Rico oranges, box	....	2 50
Jamaica oranges, bbl	....	4 00
Valencia oranges	4 00	5 50
Pineapples, case	3 00	3 25
Grape fruit, box	....	3 25
Almeria Grapes, keg	....	6 00
Strawberries, qt	0 7	0 19
Apples	3 75	5 50
Bitter oranges	....	1 25
California Blood Oranges	3 00	4 25

VEGETABLES—The vegetable market is in a very transitory stage just now, a large proportion of the lines showing changes. Cabbages, Egyptian onions, parsley and California cauliflowers, are among those which have shown a decline, while celery, cucumbers, tomatoes and beans have gone upward. Trade is very fair in these lines.

Parsley, per doz. bunches	....	0 35
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage, bbl	1 50	2 00
Turnips, bag	0 75	0 95
Celery, doz	0 75	1 50
Water cress, large bunches, per doz	....	0 75
Spinach, bbl	3 00	3 25
Green peppers, crate	....	3 50
Boston hot house cucumbers, basket	2 50	3 00
California asparagus, bunch	1 50	6 00
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket	....	3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Tomatoes, Florida, crate	4 00	4 50
Tomatoes, hot house, per lb	....	0 30
Spanish onions, small crates	0 70	1 05
" " large crates	....	3 00
Canadian onions, lb	....	0 03
Egyptian onions	0 02½	0 03
Boston lettuce, hot house, per doz	0 25	1 00
Radishes, doz	....	0 40
Canadian parsley, doz	0 25	0 30
Mushrooms, per lb	....	0 75
Horse radish, per lb	....	0 15
Beans, green, basket	3 25	4 50
French beans, wax	6 25	6 50
Egg plant, doz	....	2 50
California cauliflowers, per crate of 16	....	4 00
New cabbage, crate	1 50	2 00
Florida Celery crate	2 75	3 00
New potatoes, per bbl	....	5 50

FISH—Haddock and shad have declined slightly in price this week, while whitefish has advanced a little, maximum price now reaching 11c. Brook trout are arriving more freely and the price is lower. There are no fresh B.C. salmon arriving yet, and the price continues high. Lake fish are now in better supply.

Fresh and Frozen Fish.

Brook trout, lb	....	0 18
Haddock, per lb	0 04	0 05
Fresh halibut	0 09	0 10
Mackerel, "	....	0 08
Dore, "	0 07	0 08
Pike, lb	0 04	0 06
Whitefish, lb	0 05	0 11
Flounders lb	....	0 [illegible]
Bluefish, lb	....	0 15
Shad, each	....	0 30
Striped Bass, lb	....	0 12
B.C. salmon, lb	0 09	0 10
Qualla Salmon, lb	0 07	0 08
Gaspe Salmon	0 30	0 32
Smoked and Salted—		
Haddies, boxes, per lb	0 07½	0 08
Kippered Herring, 50 in box	1 00	1 10
Yarmouth Bloaters, per box	....	1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons	....	1 80
Skinless cod, 100 lb. cases	....	5 50
Strictly boneless pure cod, boxes	0 08	0 13
Boneless cod, 20 lb. boxes	....	0 05½
Boneless fish, 20-lb. boxes, blocks	....	0 06½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
Oysters and Lobsters—		
Malpeques, bbl	....	5 00
Standards, bulk, per imp. gal	....	1 50
Standards, quart tins, sealed	....	0 40
Paper pails, 100, pint size	....	1 10
" 100, quart size	....	1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl	....	3 00
No. 1 Mackerel, 20-lb. kitts	....	1 75
Green cod, large, lb	....	0 04
Green cod, 1 lb	....	0 03
Labrador Salmon, ½-bbls	....	6 50

TORONTO.

GREEN FRUITS—A first-rate business was done during the past week and all the dealers are wearing smiles. A visit to the various fruit houses reveals the fact that most of the stocks were very much depleted the last few days of the week just closed and immediately preceding the holiday. New arrivals, however, are now coming in and the market has a bright and fresh appearance. Prices are fairly firm with a slight lowering tendency, and though some lines are easier than a week ago there is nothing in the drop to call forth special comment.

Mediterranean fruit is arriving more freely, and berries are gradually working nearer home. This week the first Baltimore strawberries are expected in Toronto. California sweet oranges are fairly plentiful, but navels are becoming exhausted, especially is this so in the smaller varieties. Carload lots of pineapples, bananas and strawberries are arriving almost daily. Lemons are firm in price with a fair demand.

Oranges, Navels	3 25	4 00
" Navels, small sizes	4 00	4 50
" Valencias, half cases	2 50	3 05
" Bahamas	2 00	2 20

Oranges, Sorrento, half boxes	1 60	1 75
" Messina Paterno, half boxes	1 60	1 75
" " Ovals, "		2 00
" Blood half boxes		2 00
" Blood, California	3 25	4 00
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messinas, new crop	2 50	3 00
Grape fruit, 46's 54's, 80's	5 00	6 00
Grape fruit Bahamas	3 00	4 00
Apples, No. 1 winter fruit, fancy spies	5 50	6 00
" " " " extra		6 50
" No. 2 "	2 25	3 00
Bananas, Jamaicas, eights		1 25
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00
Pineapples	2 75	3 20
Strawberries, qts		0 17
Rhubarb, Canadian per doz	0 15	0 25
Cocoanuts, per 100		4 75

VEGETABLES—Tomatoes are about the finest of the imported lines offered on the market and are of good quality. Florida tomatoes are still coming in, but the Texas variety will soon displace them, as that State has already supplanted Florida potatoes. Egyptian onions remain firm in price but Bermudas are a little easier. Large lots of cabbage are still arriving and appear to be of better quality than those offered a week ago. All the Canadian green lines are easier and are taking the place of imported greens. A few green peas are offered and no doubt will be easier in price with a more abundant supply. Cucumbers are arriving more freely, but the prices remain firm.

Celery, Canadian, per doz	0 35	0 40
Lettuce, imported "	1 00	1 50
Le tuce, Canadian, doz		0 30
Cucumbers, Canadian, per doz		1 25
Cucumbers imported, per hamper	1 75	3 00
Tomatoes, imported, per crate	2 75	4 00
Mushrooms, per lb		0 65
Radishes per doz., Canadian	0 35	0 50
Spinach, Canadian, bush	0 50	75
Asparagus, Canadian, per dozen	0 75	1 50
Asparagus, imported, per doz		1 50
Beets, dozen bch	0 75	1 10
Carrots, dozen bch		0 75
Egg plant, case		3 00
Beans, wax, per bush		2 50
" white "		1 75
" lima, per lb	0 06½	0 07
Cauliflower, per doz		2 50
Peas, new, hamper		2 50
New Brunswick Delawares, per bag		1 10
Potatoes, Canadian, per bag		1 00
Potatoes, new, bbl., Florida	5 00	5 50
Potatoes, new, Texas, bush		1 40
Potatoes, Bermudas, per bush		3 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 60	1 75
" per bag	1 45	1 50
" green, per doz., Canadian		0 15
Onions, Egyptian, per sack	3 00	3 25
Cabbage, new, per crate	1 75	2 00
Carrots, Canadian, per bag	0 50	0 75
Carrots, new, per doz. bunches		0 85
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 75	0 85
Parsley, per doz		0 50
Celery, Florida per crate		3 50
Celery, California, crate		4 75

FISH—A very fair business has been done and both supply and demand are keeping up well. The prices remain firm and unchanged. Sea salmon is expected to be on the Toronto market next week. This line is being sought after more frequently than perhaps any other line. At present but few persons can afford the luxury of sea salmon, the price being 35 cents per pound.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 09
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 10
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 09
Oiscoes, per basket		1 00
Halibut, fresh caught		0 10
Shredded cod, per doz		0 90
Live lobsters		0 18
Bluefins, small white, per lb		0 07
Oysters, in shell, per 100		1 00
Haddock, fresh		0 07
Bloaters box		1 35
Lake Herrings, ½ bbl		3 00

D. W. Lowe and S. Delaronde, jr., of the F. J. Castle Co., Ottawa, spent a few days in Montreal this week.

STRAWBERRIES

Headquarters for Delaware and Baltimore Berries, direct cars daily. Quality now fine and in good shipping condition. Orders filled promptly and at LOWEST PRICE.

WHITE & CO., Limited

TORONTO **Branch at Hamilton**

Our Man on the Spot (Montreal) wires

"Have carefully examined Fremona cargo—"St. Nicholas" and "Home Guard" exceptionally superior November cut fruit.

W. B. Stringer & Co., Sole Agents, Toronto

FANCY RIPE

Pineapples, all sizes

Bananas, fat fruit

LOWER PRICES THIS WEEK

also

FLORIDA TOMATOES, Fine Quality

CAROLINA STRAWBERRIES, quart boxes

Send us your orders

HUGH WALKER & SON

GUELPH, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Classified Advertising

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

FOR SALE

FOR SALE—Second-hand National Cash Register, six drawers, used two years, in good condition, Bargain for cash. Apply to W. C. Latimer, Beaverton, Ont.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

FOR SALE—Grocery business in Cobalt, for cash. Made $60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont.

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

MERCHANTS—Have you accounts hard to collect? Try our up-to-date system. It brings results, costs little, saves money and worry. Write for particulars to Imperial Collecting Agency, 315 McIntyre Block, Winnipeg, Man.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—A computing scale that will weigh fifty pounds. Box 503, Havelock, Ont.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

CHALLENGES STATEMENT IN ADVERTISEMENT.

Editor Canadian Grocer:

In your issue of May 22 there appeared an advertisement signed, T. H. Estabrooks, of St. John, N.B. In it he stated, when alluding to "Red Rose" tea, that between the years 1896 and 1898 they had "a record of growth for twelve years that has never been equalled in the history of the tea trade."

We are rather tired of this kind of advertising, as we consider it is not according to facts, hence the following challenge:

We are prepared to devote $1,000 to any charity to be named by Mr. Estabrooks, if "Salada" has not had a much larger increase in the period named.

Our $1,000 is now ready to be put up on the instant, and our books open for examination. Mr. Estabrooks, if he intends to accept this challenge, must put up his $1,000, and forfeit it if his printed statement is not correct. If his statement proves correct, we will forfeit our $1,000. If this challenge is not accepted, the readers of your paper will understand what value there is to be placed on his future statements. We are quite willing to leave the matter entirely to any responsible firm of accountants in Toronto or Montreal, the editor of The Canadian Grocer to choose the firm, and we both to abide by their decision, the loser to pay all expenses.

The Salada Tea Company,
Toronto.

TAKING TRIP TO ENGLAND.

A. E. Carson, Canadian manager for Thos. J. Lipton, left last week on an extended business trip to England. He sailed from New York by the Lusitania on Wednesday and will proceed at once to the head office of the company at London where he will consult with Sir Thomas regarding the Canadian business. He will be absent about six weeks.

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

PINEAPPLES At their best now.

THE DAWSON COMMISSION CO., TORONTO

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

Canadian Agents.

Brunswick Brand

we now offer

NEW PACK

Sardines

¼ Oil Sanitary
¼ Oil Hand
¼ Mustard
¾ Mustard

WRITE FOR SAMPLES

Connors Bros., Limited

Black's Harbor, N.B.

We Want Shipments

of all kinds of fruits, vegetables and produce. Best treatment and prices. Make enquiries of us. Best facilities in Ottawa Valley for handling your trade.

Also in a position to supply your wants at attractive figures in all imported lines.

DOMINION FRUIT EXCHANGE

52 Nicholas Street, OTTAWA

AUCTION 3 TIMES A WEEK.

WILSON'S FLY PADS

Are by far the most effectual fly killers made.
Your customers will require them. Keep a box on your counter, and my advertising will sell them for you.

ARCHDALE WILSON, - Hamilton

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

When writing advertisers kindly mention having seen the advertisement in this paper.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

GROCERY FACTS.

Information of Value to Grocers and Clerks.

The Manufacture of Vanilla—The vanilla used in this country comes mostly from Mexico in the form of long, brown, polished beans, which are tied up in bundles which weight about one-half to a pound and which are kept in air-tight packages so that the rich aroma will not be dissipated. This particular rich aroma, characteristic of the vanilla, is developed by a complicated process of fermentation.

The beans are first stored away under cover until they begin to shrivel and then they are "sweated" by being heated. After that they are enclosed in air-tight boxes over night. After two or three days of this treatment the beans become brown and have a moist appearance. Then they are exposed for a long time, sometimes several months, to the sun to dry before they are packed into little bundles and shipped to the United States. The Cooking Club describes one method of manufacture, as follows:

At the extract manufactory the beans are first run through a chopping machine, which turns them into something like mince meat. Each extract maker has his secret formula of mixing the "charge" before it is thrown into a large kettle, but a quantity of the best lump sugar is mixed with the other ingredients. In the kettle the temperature is gradually raised to the boiling point, where it is kept for about forty-eight hours. The sugar absorbs the aroma to a large degree, and when the charge is taken from the kettle it resembles coffee grounds after the liquid coffee has been poured off.

A certain amount of the "charge" is poured off into a keg having a capacity of about twenty gallons, five gallons of deodorized spirits are added, and then it is placed in a store-room with others just like it. The date of entrance is labeled on each keg, and at the end of a year, during which time the alcohol absorbs the vanilla from the sugar and bits of chopped beans, the material is ready for the next process.

The vanilla liquor, as it is called, is forced through an ordinary filter press, where the impurities are removed, the dark brown colored stream flows from the press, and that is the pure vanilla extract, which is kept for a day or so in tin tanks, and then is drawn off to be bottled in the little, slim four-sided bottles which are such familiar objects in kitchen pantries.

Mangoest. The word mango is from manga, the Malay name for the mang tree, or Mangifera indica, of which there are a great many varieties, differing in the shape, size and flavor of the fruit.

The trees usually grow 40 to 50 feet high in the East and West Indies, something like chestnut trees, and are cultivated in most hot climates.

The fruits, mangoes, are of pear or kidney shape, resembling the plantain, orange colored, and almost covered with small black spots when ripe, and varying in size from a hen's egg to that of a goose. Each fruit contains a large flat stone, with a nutritious kernel inside.

Some kinds of mangoes are fibry and inferior, with a flavor of turpentine; but the best are very luscious, pulpy, and cut like apples.

The Origin of Sausage.—The sausage dates back to the year 897. It has been asserted that the Greeks in the days of Homer manufactured sausages, but this prehistoric mixture had nothing in common with our modern product.

The ancient so-called sausage was composed of the same materials which enter in the make-up of the boudin of the French market and the blood pudding of the French-Canadian. The ancient sausage was enveloped in the stomachs of goats. It was not until the tenth century that sausage made of hashed pork became known.

It was in or near the year 1500 that, thanks to the introduction into Germany of cinnamon and saffron, the sausages of Frankfort and Strasburg acquired a universal reputation.

CHANGES IN WEST INDIAN FIRM

Letters received this week from Port of Spain, Trinidad, note the death in London, on May 1st, of George Frances Bushe, a leading member of Gordon, Grant & Co. Reginald E. Harriss has withdrawn from the firm and the powers of procuration granted to H. F. Smith and Wm. Hadden will be exercised by them severally, while the same authority has been extended to Alexander Rae and A. S. Jardine jointly.

C. A. Cole, of the Caledonia Springs Co., was in Montreal last week for a few days.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

None Equal. Insist upon McDougall's.

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

Display a Few Boxes of the

5c. CHAMPLAIN CIGAR 5c.

and watch your sales jump.

The cigar is right. Your profit is right.

The Tercentenary is working for your benefit.

JOS. COTE, QUEBEC

Importer

Established 1887

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

WALKER BIN FIXTURES

The manager of a large Western Departmental Store shown above writes:—

"They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them .... We consider the money put into them a splendid investment."

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man. Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

IF DROPPING WATER

Wears away the hardest stone, what are the petty, annoying details of your business doing to you?

ALLISON Coupon Books

eliminate nine-tenths of the cases of friction between you and your customers by removing the cause.

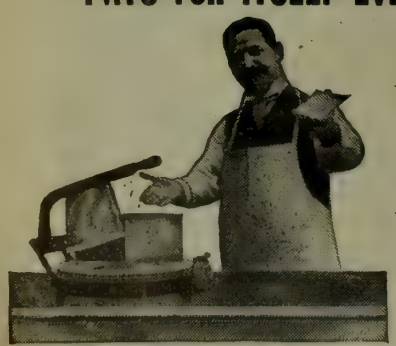
THE PLAN

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere. Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

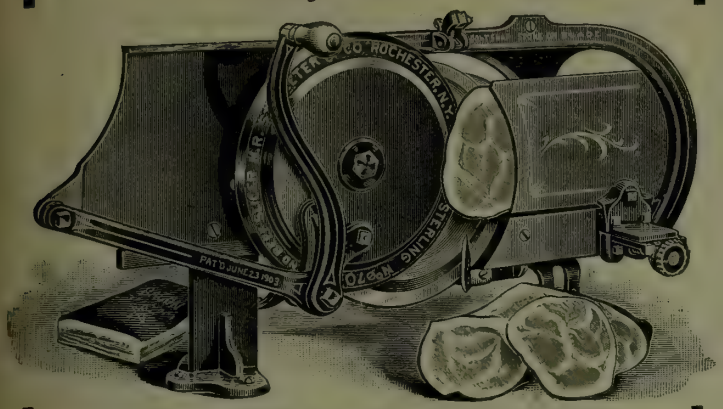
WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL

Canada

The Ends of the Meat Will Pay for It



THE STERLING SLICER

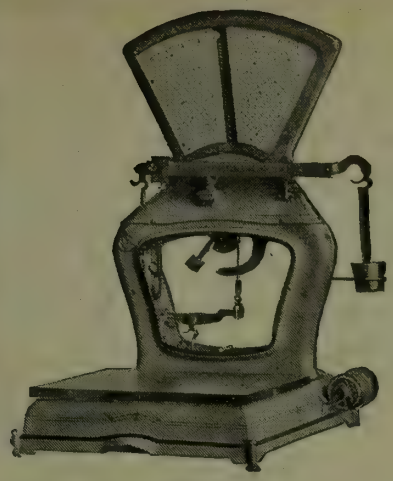
Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. **Brantford**

CANADIAN AGENTS



BEFORE YOU BUY A COMPUTING SCALE

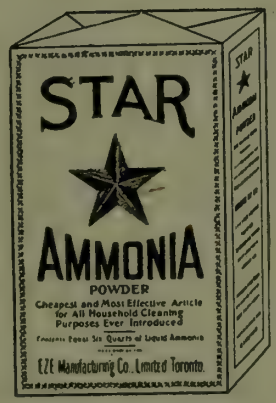
NO. 70 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
EZE Manufacturing Co., Limited Toronto.

Star Ammonia is a powder, nothing to freeze, ships at any temperature, you can replenish stock at any time.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholeeale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

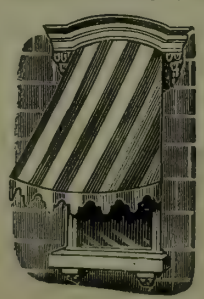
will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.

JAS. F. SONNE, Proprietor and Manager

193 Commissioners Street, - Montreal

The Medium for Alert People

Do you wish to keep tab on what is going on round about you in the great world of literature, exploration, business, travel, industry, invention and commerce?

You can do so by reading each month one publication only, and that is

THE BUSY MAN'S MAGAZINE

Each issue is superbly illustrated, and the June number, now out, is particularly attractive. It is a review of reviews for busy men and women, with several bright Canadian specials. The table of contents embraces:

Travel and Description

The Proper Way to Spend a Holiday.
Summer Tour of the Maritime Provinces.
How Indians Gather the Wild Rice Crop.
Automobiling in Canada Decidedly Popular.

Entertaining Short Stories

The Head of the House Economizes.
The Milliner: A Monologue.
Jim Cradlebaugh: Headliner.
The Enlistment of the Long Reach Men.

Business and Industry

The Power Behind a Vast Enterprise.
West of To-day Building for West of To-morrow.
The Richest Coal Baron in the Dominion.
Some Methods of Distributing Profits.
The Fertility of the Great Hinterland.

Science and Invention

What the Genius of One Man Has Accomplished.
The Righteousness of Doctor's Bills.

Political and Commercial Affairs

There is Not Enough Money in the World.
Building a Busy Business City.
The British Trader in Canada.
The Passing of the Macphersons.

Articles for the Workers

Who should Furnish the Guarantee?
Get This Kind of Trouble.
How Sir Thomas Shaughnessy Reached the Top.
The Young Napoleon of the West.
The First Public Ownership Candidate.

Other Features

Will There Be Another Canadian Cardinal?
Canadians Who Are Doing Things, and How.
The Tyranny of Clothes.
What Men of Note are Saying.
The Busy Man's Bookshelf.
Contents of Current Magazines.
Improvements in Office Devices.

Ask for Busy Man's, "the Magazine with the red cover," on sale at all news-stands.

20 cents a copy. $2.00 a year.

The Busy Man's Magazine, 10 Front St. E., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 29, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 55
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	5 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 [illegible]
4 "	12 "	1 [illegible]
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 [illegible]
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 [illegible]

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 [illegible]
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb pkgs., per pkg	0 [illegible]
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

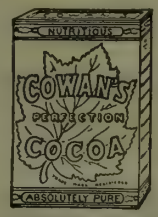
Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ½-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 4[illegible]
Vanilla, ½-lb., 12-lb. boxes per lb	$1 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 3[illegible]
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz.,	$ .90		
½ " " 4 " "	"	2.40		
½ " " 2 " "	"	4.75		
1 " " 1 " "	"	9.00		

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	Pails.	Tins.	Bbls.
In 15 lb. pails and boxes.	10, 25 and 50 lb.		
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14
White Moss in 5 and 10 lb. square tins,			21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
"Reindeer" brand per case (4 doz)	5.75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 [illegible]
Damascus	0 28
Cairo	0 20
Birdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz				1 75
10 " " 4 "	"			3 00
Rep. quarts, 1 "	"			6 50
Imp. " 1 "	"			9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.

1-lb. decorated tins,	32c. lb
Mo-Ja, ½-lb. tins	30c. lb.
Mo-Ja, 1-lb. tins	28c. lb.
Mo-Ja, 2-lb. tins	28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 31
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00
Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles				
1-oz., case of 2 doz				$3 20
" 2 "	"	1	"	3 00
" 4 "	"	1	"	4 50
" 20 "	"	½	"	4 75
" 20 "	"	1	"	9 00

THOMAS J. LIPTON
Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 [illegible]
" " groats ½-lb. tins	1 [illegible]
" " " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

SEVENTY-THREE ACCIDENTS

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Housekeepers injured, disfigured or burned to death by inflammable explosive liquid stove polishes, may be the cause of action at law against the dealer who supplied them. The "Law Students' Helper," published in Detroit, gave some attention to this subject in its issue for April, quoting authorities and court decisions. We have a record of seventy-three accidents from this cause since September 1, 1907, resulting in many horrible disfigurements and several deaths.

Urge the sale of our ***RISING SUN*** Stove Polish in Cakes, and our ***SUN PASTE*** in Tins, and keep on the safe side. Our goods are absolutely safe. Good profit in them, too.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

WHITTEMORE'S GILT EDGE DRESSING
FOR LADIES & CHILDREN'S FINE SHOES
SOFTENS & PRESERVES LEATHER
RESTORES ITS COLOR & LUSTRE
GILT EDGE
BLACKEST COLOR FINEST & MOST DURABLE LASTING FINISH
WEAR LONGER
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE" ELITE POLISH
BOX CALF
VICI KID AND ALL BLACK DRY LEATHER SHOES
WHITTEMORE BROS. & CO.
BOSTON, U.S.A.

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross . .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET
CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 8 pails in crate per lb. 0 07
30-lb. wood pails..... 0 06½

Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80
in 5, 7, 14 and 30-lb. pails.

Jelly Powders

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 8 lbs. per case; freight rate 2nd class

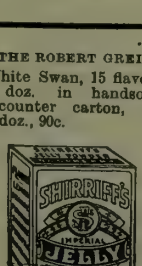
IMPERIAL DESSERT JELLY

Cartons each 1 doz.
Cases each 12 cartons, per gross..... $10 50
Terms net 30 days, or 1 p.c. 10 days.
Flavors — Lemon, Orange, Vanilla, Pineapple, Raspberry, Strawberry, Red Currant, Cherry, Calves Foot

MacLaren Imperial Cheese Co., Limited.

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....$0 09½	
½-bbls. 0 10	
Tubs, 60 lbs. 0 10	
20-lb. Pails. 2 05	
20-lb. tins .. 1 95	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 40
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 80
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins
Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars '	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 70

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.. 1 55	
2-lb. " " .. 2 80	
4-lb. tins, " .. 4 65	
7-lb. " " .. 7 35	
"Shredded"—	
1-lb. glass, doz..... 1 90	
2-lb. " " 3 10	
7-lb. tins, " 8 25	

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ¼-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F.D ½-lb. tins .....per doz.	0 85
" 1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	35

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " } {60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases.....	9 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

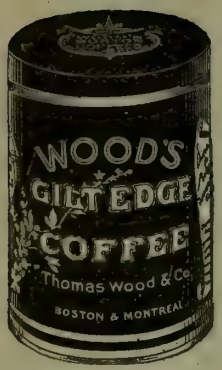
Maypole soap, colors.....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish..... "	18 20

Starch.

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$
No. 1 " " 8-lb. "	

Napoleon was Right



ESTABLISHED 1879

when he said: "Everything unnatural is imperfect."

It is in "sticking close to Nature"; studying her mysteries; the possibilities of development; the best methods of refining and perfecting; and above all, ensuring **Purity**, in the treatment of the berry—these have given

WOOD'S COFFEES

their unsullied pre-eminence.

They represent, in their sphere, nature in her best moods.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL

Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 [illegible]
Kegs silver gloss, large crystal	0 [illegible]
Benson's satin, 1-lb. cartons	0 [illegible]
No. 1 white, bbls. and kegs	0 [illegible]
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb lumps	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Cases 100 lb.	[illegible]

Lil White Gloss—

1-lb. fancy cartons, cases 40 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 8
Kegs, ex. crystals, 100 lb.	0 7

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celebrated Starch—	
Boxes of 45 cartons, per case	3 60

Culinary Starches—

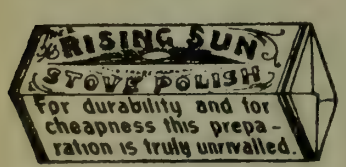
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

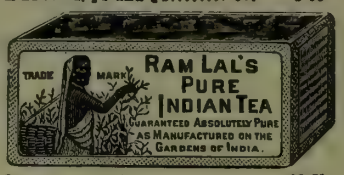
Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



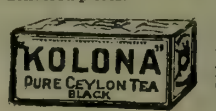
Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ⅛s.	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s		0 32
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label. " 80c	0 55

RIDGWAY'S.

Ceylon	London.	Vancouver.
	Wholesale.	Retail
Capital Household, 1's and ½'s	0 39	0 40
Old Count y, 1's and ½'s	0 35	0 50
5 o'clock, 1 s and ½'s	0 42	0 60
H M.B, 1's and ½s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 48
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ¼-lb tins	0 [illegible]
" " ½-lb "	0 7
" " 1-lb "	0 6

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 [illegible]
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz	$ 110
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 [illegible]
4 " packages, per case	0 62	0 [illegible]
6 " " "	0 82	0 [illegible]

Yeast

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

... FOR ...

Picnics, Camping, Yachting

ETC.

BATGER'S

LIME JUICE CORDIAL

IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED

Montreal and Toronto

When Ordering

Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

AGENTS:

ROSE & LAFLAMME, LIMITED

Montreal and Toronto

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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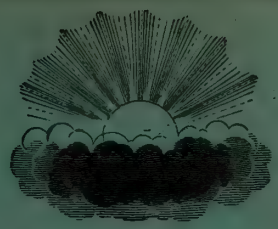

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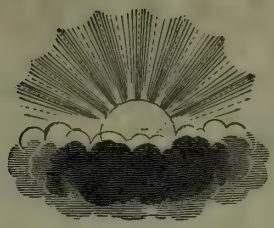

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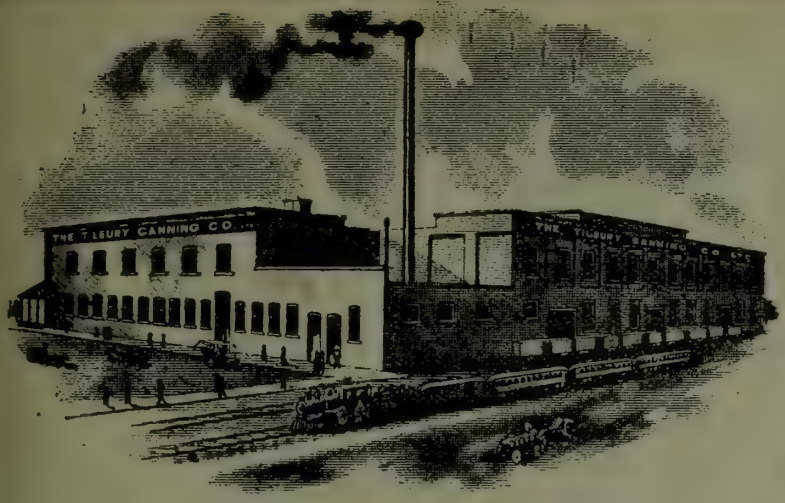

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Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The **only** polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE" ELITE POLISH
BOX CALF
VICI KID AND ALL OTHER BLACK DRY LEATHERS
Whittemore Bros. & Co.
BOSTON

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross . .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

DANDY PASTE
Whittemore's DANDY Cleaning Polishing RUSSET AND TAN COLORED BOOTS AND SHOES
WHITTEMORE'S DANDY DRESSING
RUSSIA AND RUSSET BROWN LEATHER GOODS
WHITTEMORE BROS & CO.
BOSTON
Whittemore Bros. & Co.
BOSTON, U.S.A.

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

NON-ALCOHOLIC AND WARRANTED PURE
KOPS
TRADE MARK K P S REGISTERED
ALE
GUARANTEED BREWED FROM THE BEST KENTISH HOPS.
KOPS BREWERY WANDSWORTH BRIDGE RD FULHAM
THIS LABEL IS ISSUED BY "KOPS BREWERY" FULHAM LONDON

KOPS' ALE

NON-ALCOHOLIC

Last season was our introductory period in Canada and KOPS' ALE was well taken up by both trade and public.

This year will witness a great demand for this wholesome beverage and we are shipping to supply early orders.

KOPS' ALE is pure English brewed ale, made from finest Kentish hops and malt, containing all the tonic properties of alcoholic beer without the undesirable after-effects. It is a money-maker in prohibition towns, as well as in unrestricted places.

Make yourselves familiar with KOPS' ALE.

Kops' Breweries, - Fulham, - London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

TO THE TRADE:

It cannot be too often repeated that you should handle

GOOD BLENDS

of

CEYLON TEA

So, only, can you

BUILD A TEA TRADE

Blends that are adapted to the climate and water of your locale, and that please the palates of its people, sell readily and ensure permanency of custom.

CORKS AND CAPSULES

Manufacturers, much depends upon the quality of the corks you use. If they are of poor quality and break when pulled the customer is apt to form a poor impression of your product. By ordering only EWING'S CORKS and CAPSULES you are assured of having the best on the market.

WRITE FOR PRICES

S. H. EWING & SONS

MONTREAL and TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

You Can't Cut Out
A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A
Condensed Ad.
IN THE
Canadian Grocer

Tartan BRAND

SIGN OF PURITY

You always have the best and highest quality of **Canned Goods** when you handle **Tartan.** All goods under this brand **fully guaranteed** by

'Phone 596
Write or wire for information.
Mail Orders promptly executed.

BALFOUR, SMYE & CO.
WHOLESALE GROCERS HAMILTON

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Purity Is Assured

If you stock only maple syrup put up in packages like those illustrated. They contain

Pride of Canada

Maple Syrup and that is the purest and truest offered the trade to-day.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

There will be something doing next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co.,

Limited

MONTREAL

QUAKER SALMON

TRADE MARK

M

SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the Pacific Coast. The yield will be small this year without a doubt.

To ensure your customers securing salmon that will be absolutely first class, order **Quaker Brand.** Highest grade Sockeye Salmon from Frazer and Skeena Rivers. The package is the finest on the Canadian market.

OUR PRICES:

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

ORDER AT ONCE

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

"Balmoral" Rgd. Pure Jams and Marmalades

Write us about your wants in the above lines. We have the right goods, and our prices will be of interest to you. Absolutely the purest preserves ever on the market.

J. W. WINDSOR

MONTREAL

LIPTON'S

STRAWBERRY JAM AND ORANGE MARMALADE

Two of our leaders in 1 lb. Glass and 7 lb. Tins. Write for prices, they will interest you, for immediate or future delivery.

EVERY POUND GUARANTEED **EVERY POUND GUARANTEED**

THOMAS J. LIPTON, - - 75 Front Street East, Toronto

Your Customers Want Pure Goods

which is the soundest of reasons why you should handle

E.D.S. Brand Jams and Jellies

A recent Government analysis conclusively proved that E.D.S. Brand is the purest sold in Canada.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

IN STOCK

New Pack Lobster

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

A REAL LIVE SELLING LINE

Is what you want. H.P. Sauce is what you are looking for.
It has all the necessary qualifications for a leading line.
It is expensively advertised and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century.
Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax. N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd , Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

I AM ABLE TO QUOTE

very sharp c.i.f. prices on

Med and Seed Prl and Flake Tapioca

For prompt and future shipment.
The market is in your favor ; BUY NOW.

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 **Montreal**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

FRUIT CANS

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE

Norton Manufacturing Co.

HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey, 108 Princess St.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALERS
THOS. SYMINGTON & CO. EDINBURGH

Every Grocer

does not know that besides our famous **White Moss Cocoanut,** we handle an excellent assortment of **Extracts, Colorings, Shelled Nuts, French Fruits** and **Pulps, Egg Powder, Ice Cream Powder,** etc., etc.

Just give us a trial next time you require something in the above lines.

Canadian Cocoanut Co., = Montreal

For Summer Trade

You cannot stock up a line which will give your customers greater satisfaction, or yield you a better profit than

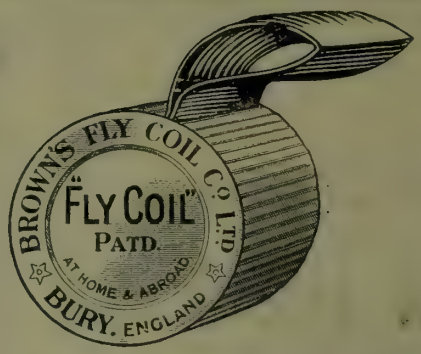
MACE'S
Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Popular price. In great demand.

Secure trial lot from

A. H. MACE & CO.

746 Notre Dame St. West, - MONTREAL



The man who first tried to catch a fly, did it without

Brown's Fly Coil

and the fly got away. That's why we are bothered with millions of them to day. BROWN'S FLY COIL is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it. Will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

To be obtained from

The National Drug & Chemical Co. of Canada, Ltd. Montreal

The Wingate Chemical Co., Notre Dame St., Montreal

or direct from

The Brown Manufacturing Co., Ltd. Bury, Eng.

CANNED GOODS

We handle exclusively "Old Homestead Canned Goods." Communicate with us. We will make it interesting for carload buyers.

S. J. CARTER & CO.

58 McGill Street, - MONTREAL

Thos. McCready & Son, Limited, St. John, N.B.
Bonded Vinegar and Pickle Manufacturers
Products sold throughout Canada

Realize on the Weather

The hot, dry, **thirsty** summer is here. Now is your opportunity to push the sale of thirst-quenchers.

The best and most satisfactory of them all, to grocer as well as to drinker, is

"MONTSERRAT" Lime Fruit Juice

Made from the finest West Indies limes, it quenches thirst and cools the blood. It is better for the system than lemonade, much easier to prepare, and costs less per glass, Introduce your customers to "**MONTSERRAT.**" They will certainly like it.

"**MONTSERRAT**" is a clean and profitable line to handle. Cannot spoil on your hands as lemons and other fruits do. Be sure you are ready to meet the demand which our advertising is helping to create.

CANADIAN AGENTS.

NATIONAL DRUG & CHEMICAL CO., OF CANADA, Limited

In the Race

for trade the concern with expenses reduced to a minimum will invariably win out. If this be true we are IN AN EXCELLENT POSITION TO WIN.

Our buildings being of standard construction and sprinkler equipped command the lowest rate of insurance.

Our fuel being obtained from waste of factories and saw mills, costs us a mere trifle.

Our own Electric Light Plant.

The most up-to-date office system reduces clerical work to a fine point.

An immense letter order business reduces cost of selling our goods to a remarkably low percentage.

This is Why

we are able to supply better Brushes and Brooms at less money than any concern in Canada.

Stevens-Hepner Company

LIMITED

PORT ELGIN, ONT.

CARPET TACKS

are such a common every-day necessity that we cannot say a great deal about them.

We want to tell you, though, that our famous **5c. Bank Package** is one of the greatest selling novelties on the market.

People must have tacks, and they will buy them in this attractive package in preference to other form.

ORDER A CASE FROM

THE BAZIN MFG CO.

94 ARAGO ST.

QUEBEC, - QUE.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

Every Billboard Proclaims

the outstanding merits of

2 in 1

Shoe Polish

And newspapers all over Canada are also proclaiming **2 in 1** to **your** customers.

Are You Taking Advantage

of our progressive publicity? Why let your **rivals** sell all the 2 in 1 in your locality. Stock up **now**; the demand for 2 in 1 this year will exceed all previous years.

The F. F. DALLEY CO.

Limited

Hamilton, Canada Buffalo, N.Y. U.S.A.

The leaders in Condensed Milk line —

Borden's Brands

"Eagle Brand" Condensed Milk

"Peerless Brand" Evaporated Cream

These brands bear the guarantee of 50 years' support and confidence of the consumer —

DEMAND THESE BRANDS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. ***Shallcross, Macauley & Co., Vancouver and Victoria, B.C.***

(Unsweetened)

Are you handling

SNAP

The Antiseptic Hand Cleaner?

Nothing equal to it for cleaning the hands quickly and completely from all grease, dirt, smut or stain. Invaluable to chaffeurs, mechanics, blacksmiths—any one who wants real clean hands in real quick time.

It is a Money Maker

as the sales are enormous and the dealer's profit excellent.

Snap is the only Hand Cleaner sold strictly through the trade.

Packed in cases of 3 and 6 dozen tins, complete with samples and advertising matter, to retail at 15c. a tin or 2 tins for 25c.

Ask Your Jobber for Snap

The Snap Company, Limited

Montreal · Que.

New Australian Raisins

We have just received a shipment of new crop Australian Raisins, in 56-lb. boxes, which we are offering to the trade at

7 cents per lb.

Send in your orders at once.

L. Chaput, Fils & Cie.

Wholesale Grocers

Montreal

We desire to inform the trade that we have just been appointed agents for a famous French house turning out

CASTILE SOAP 72 Per Cent. BEST

We can quote you lowest prices for direct importation, or ex-warehouse if you desire.

Write us.

SAVONS FRANCAIS

C. Pagnuelo, Manager

Factory: 1653 Notre Dame St. East **MONTREAL** **Offices: 235 Coristine Building**

TALBOT FRERES

BORDEAUX, FRANCE

Were it not for their superiority over other lines, and their incomparable excellence, these goods would not have the hold they now have on the Canadian public. The strong demand there is for them is the best guarantee of merit for the grocer.

GREEN PEAS

Cases 100 1-lb. tins.

On the spot for immediate delivery.

Sur—Extra—Fins, per case	17.00
Extra Fins, per case	15.00
Fins, per case	13.00
Mi-Fins, per case	11.00

NEW PACK, DELIVERED, JUNE-JULY.

Sur—Extra—Fins, per case	16.00
Extra Fins, per case	14.00
Fins, per case	12.00
Mi-Fins, per case	10.00

FRENCH ALIMENTARY PASTES—

Boxes 25 lbs.

1-lb. Packages

Assorted	8c
Letters and Figures	8c
Nouilles	8c
Spaghetti	8c
Macaroni	8c
Vermicelli	8c
Alphabets	8c

Loose—

Macaroni	7½c
Nouilles	7½c
Vermicelli	7½c
Spaghetti	7½c
Coudes	7½c

ALSO PACKERS OF—Asparagus, whole ; Asparagus, Tips; String Beans, Mushrooms, Artichokes (Bottoms); Lima Beans, (Flageolets Fins); Brussels Sprouts, Mixed Vegetables (Macedoines).

TERMS—NET 30 DAYS.

HUDON, HEBERT & CO. LIMITED

CANADIAN AGENTS:

MONTREAL

The most Liberally Managed Firm in Canada.

We help the grocer **SELL JELL-O**

Advertising matter for store display and recipe books to give to customers sent prepaid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach, Cherry. Retails 10c. per package } 90c a doz.

JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. $1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.

It isn't so much a question of *"Getting Along"*---the other fellow may get along so much faster that you won't be in the race---What you want to do is to *"Get Ahead"* Your best asset is "ENTERPRISE"

"ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

NO. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties.

The Enterprise Mfg. Co. of Pa.

Philadelphia, U.S.A.

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

UNEXCELLED FOR QUALITY

EVERY PACKAGE GUARANTEED

Box Calf Combination For Ladies' and Gents' Box Calf, Vici Kid and all Black Shoes.

Russet Combination For all kinds of Russet and Tan Boots and Shoes.

Ladies' Special For Ladies' and Children's Fine Boots and Shoes.

French Glycerine To retail at 10c. For Ladies' and Children's Shoes.

Black O A Black Liquid and Paste combined to retail at 10c.

Tan O A Tan Liquid and Paste combined to retail at 10c.

Patent Cream For polishing and keeping soft and pliable all kinds of Patent and Enamel Shoes.

Special Paste In Black and Tan for polishing Box Calf, Vici Kid or Russet Shoes of any kind.

FOR SALE BY

ALL WHOLESALE GROCERS
AND JOBBERS

MANUFACTURED BY

L. H. Packard & Co. Limited

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF
HIGH-CLASS

SHOE DRESSINGS

TRIANGLE Canned Goods

Do not buy Canned Goods until you have our selling proposition. It will pay you.

ALL GOODS GUARANTEED. ARTISTIC LABELS.
WELL-FILLED TINS. HIGH QUALITY GOODS.

James Turner & Co., Limited

Hamilton, Ontario

RIVERDALE BRAND

Will Bring You Many Good Customers

The experience of grocers who are wise enough to handle Riverdale Brand is that sales of canned goods show a most gratifying increase. There's reason for it in every can! No matter what the name of fruit or vegetable is, you can rely upon it being the very best of its kind if it is labelled "Riverdale Brand." We don't buy inferior fruits or vegetables. If we find any among the goods we have bought, it is promptly cast out. We have built our trade on a foundation of quality—and a square deal to the dealer.

Ask Your Jobber for Riverdale Brand

The Lakeside Canning Co., Limited

Wellington, Ontario

What the Canadian Trade is Doing

A Few of the Pleasant Things Said About the Recent Special Number—News of the Grocery Trade in the Various Towns in Canada From the Atlantic to the Pacific.

BARRIE.

June 2.—The fine weather which has been prevailing here for the last three weeks is beginning to tell with the merchants. When asked how business is, they smile and say, very good. Already several summer visitors have taken to their summer homes down the bay. "The weather, too has provided for some rapid strides in the growth of the surrounding district, making it about two weeks earlier than last year," said a local fruit grower, "and my strawberries, which were just beginning to show signs of blossom last year, are now forming fruit."

The stock of groceries of E. R. Wainwright, who assigned some five weeks ago, is being offered for sale privately. Thomas Turner is in charge.

M. H. Hypson, one of our old grocery boys, joined the staff of travelers for Kinnear & Co., Toronto, this week. We wish him all kinds of success.

Wm. McFadden, late of Tuck, Wisdome & Co., Sixth Ward, has opened an ice cream and confectionery store in the same ward, a business which has long been needed, and he should do well there.

The farmer who has worn that sunny smile as he brought his produce into town and sold it since the first of the year for 25c to 35c for butter, got a rude jolt on Saturday last, when he had to go home with a 15c ticket. The fine grass for pasture and the cheese factories not operating yet is the cause. Merchants do not see any outlook for butter to go lower, as the majority of the farmers will now pack, and in a few weeks the cheese factories will open and the prices will once more soar.

CHATHAM.

June 2.—Merchants universally report that May has been a first-class month, and the general feeling is optimistic. Crops throughout all parts of the country are in excellent shape, and the prospect of a bumper crop in the fall has led the farmers to spend more freely than during the winter. The outlook is bright.

Reports from various parts of the county indicate that the bean crop is looking good. In most places the plants are several inches high, and are much earlier than in former years.

T. B. Escott, the London wholesale grocer, formerly of this city, visited old friends near Dresden the early part of last week. On Victoria Day he officiated at the corner-stone laying of the Dawn Mills Methodist church.

Jas. N. Massey, grocer, who last January headed the polls for alderman, has purchased the wholesale liquor business of W. D. Sheldon. He took possession June 1. Mr. Massey is conducting a bargain sale with a view to reducing his grocery stock.

The Maple City Creamery put on a handsome new delivery wagon last week.

Miss May Taylor, daughter of J. P. Taylor, the Park Street grocer, leaves this week for London, where she will enter Victoria hospital as a nurse-in-training.

A noticeable feature of the grocery and allied trades during the past spring has been the number of merchants who handled flowers as a side line. Most of these were just taking advantage of the Easter trade. McGeachy's City Dairy have, however, taken the downtown agency for W. McKenzie Ross & Sons' nurseries.

A large factor in inducing better times will be the Drader box factory, which commences operations this week. The concern has a capacity of 2,000 boxes daily, with orders ahead for 200,000, and will employ from 35 to 40 hands.

An important business change took place last week when Fred. Wood, Grand Avenue, disposed of his grocery business to James Henry Kadwell. Mr. Wood has been in business here for 20 years past, and has always enjoyed a liberal patronage. He was conspicuous in the matter of early closing, an unusual thing for a grocer off the main street. The new proprietor, Mr. Kadwell, recently came out from the Old Country. He hails from Bow, East London, and is an experienced grocer. Mr. Wood's own plans are a little indefinite. Just now he expects to take a short rest, though it is understood he may shortly enter business elsewhere on a larger scale. Mr. Kadwell took possession on Thursday.

J. J. Keating, of Belle River, has sold his general store to Noah Parent, of the same place, the new proprietor to take possession July 1.

Geo. A. Young has been doing some extensive sampling with Sunny Monday soap, a full-size sample bar having been offered every lady in the Maple City. George has been busy handing out free samples for a couple of weeks past.

Leamington butchers have given notice that after June 1 they will sell meat for cash only. The announcement has been running in both Leaminton papers for the past month, so the general public should be ready for the change. A. B. Lounsbury and H. Rymal comprise the firms in the arrangement. The recent rise in the price of meats makes either higher retail prices or strictly cash terms absolutely necessary.

WHAT THEY SAY ABOUT US.

Here are a few of the pleasant things that have been said about the special spring and export number issued two weeks ago. These comments are from regular readers:

"We wish to congratulate you on your spring number, it is certainly an improvement on any special number yet gotten up.—R. R. B. Barrie.

"The export issue of The Grocer is worth the whole year's subscription. It is brimful of useful and valuable information and should be read from cover to cover by every clerk and employer in the land. The picture on the front is suggestive of the hungering of other countries for Canada's chief product, wheat."—J. G., Kingston.

"A regular subscriber to The Grocer gave as his excuse for being one hour and a half late in geting down to business last Saturday morning that he got up at 4.30 a.m. and saw it was too early to get up so laid down again to read for awhile at the special number of The Grocer and was so interested that he did not heed the time till he was that much late. We had to excuse him."—W. M., Guelph.

ST. CATHARINES.

June 2.—The prospects for a bountiful harvest are of a pleasing nature. Though the spring weather was not favorable for a time, the aftertime has made up for the lateness. The autumn-sown wheat is growing finely, there will be an extra supply of hay, the strawberry crop will be the heaviest for many years and the early varieties will be ready to gather in a week or ten days, and will be larger than usual owing to the alternate rains. The apple crop will be much larger than usual, and as for raspberries, gooseberries, cherries, these and all kinds of fruit will be greater in quantity than in any recent year. The farmers and fruit growers inform your correspondent that this seems to be the most promising of recent years.

The canneries have begun operations and are working on rhubarb and other early vegetables. The canners claim they will be a good many thousands of dollars out of pocket when the tomato season comes, as a great acreage of tomato plants have been set, and if the yield is as prophecied canned goods must take a drop in price.

Mrs. Margaret Cameron has disposed of her stock of goods and store in Niagara Street to Mrs. Edwin Moore, who, with her husband, conducted a grocery store on St. Paul Street some years ago. Mrs. Cameron retires into private life.

John Beal has sold his grocery business at the corner of Queenston and Thorold Streets, to Mr. Burtch, who comes from Tonowanda, N.Y., though

he was a native of Louth township about six miles from St. Catharines, and he was absent from this section for about eighteen years. Mr. Burtch is well known to most of the older St. Catharines people, with whom he had business relations in the earlier days.

Mr. Pearson, grocer, at the junction of Niagara Street and Welland Avenue, has erected an addition to his building and has otherwise improved his premises. Mr. Pearson is the successor to Wm. Carty, the latter having accepted a position on the Welland canal.

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KINGSTON.

June 24.—With the advent of summer Kingston looks charmingly beautiful in her green attire with lilac and apple blossom trimmings. What sound is that I hear? Why the waves of Lake Ontario as they beat along the shore. And those strains of music? Why, excursion boats landing for a few hours before continuing their course down among the famous 1000 Islands.

The wholesale and retail sections of the Board of Trade held a meeting lately and discussed the bill of lading question and also the question of freight rate discrimination against Kingston. Magistrate J. M. Farrel was elected to go to Toronto to attend a meeting of representatives regarding a new bill of lading.

The boat service on the lakes here have advanced rates on produce coming from the Islands and the Islanders feel sore over the matter and the only remedy is to get control of a boat and run it themselves, the same as the Wolfe Islanders did. The Wolfe Islander, built by Toronto parties, is giving good satisfaction doing this work.

Jim Crawford has put in a cheese cutter and is pleased with it. He feels it will pay for itself in a short time. It prevents waste and nibbling. It cost a lot in the first place but you have to pay for brains. Jim is a strong advocate of early-closing and recommends closing at 5 o'clock during July and August. This he feels would be better than a Wednesday afternoon break in the week. Medicine is better in small doses. Afternoons are hot and more enjoyment comes from 5 o'clock on. Two or more clerks with a petition could secure this desirable change. Who is willing to go around? I would suggest two or three lady clerks. They would be sure of success.

Geo. Crawford, late of Crawford Bros., grocers, has bought out the Gould Broom factory and expects to make a clean sweep. George is one to be depended on for giving good value. He looked for it in the retail business and knows how to sympathize and do things up to the handle. He will likely have his ad. in The Canadian Grocer, the golden gateway in the world's great channel for trade.

The sugar market is about as hard to figure on as the weather. Price is up and down like the thermometer. You are told that raws are up in New York and perhaps next day Montreal drops 10 cents. Yes it is a big puzzle. Buy as you go is as good a rule in the long run as any, but we don't follow the principle.

Edward Anderson, of Anderson Bros., grocers, is in very poor health just now. He is of sterling character and a favorite and I hope his recovery may be rapid.

A grocer on the market said recently, "I have been running a store on the credit principle for 20 years and I am disgusted. I am going to start in on the cash basis, do less business and make more money and escape a lot of worry and book-keeping." It's never too late to mend. The credit business often makes enemies. The shoe dealers cut it out and they are a happy lot and there is no reason why grocers shouldn't act as a body and sell for cash. If five or six leading grocers arranged to begin the rest would fall into line. Some local grocers are getting bald and grey, fretted nd worried and what does it all amount to? Sometimes a big bank account and a wrecked body and so on till the bugle calls all in.

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LONDON.

June 1.—The feature in the grocery trade the past week has been the advance of ten cents in the price of sugar, which brings it back to where it was before the drop of the week previous. The market continues firm, as does that for teas, coffees and other staples.

Wholesale trade shows improvement, and the outlook is considered most favorable. Retail trade is also a little better. The appearance of early vegetables in goodly quantity is held responsible for a lowering by some dealers of the price of canned goods. Corn and peas may now be bought at three cans for a quarter and tomatoes at ten cents straight. There is a good demand for provisions of all kinds. Butter and eggs continue to decline in price while pork keeps high.

The retail grocers are looking forward to a big time on the occasion of the excursion to Detroit on the 17th inst. It is no secret that London grocerymen as a class, are ardent admirers of the game of baseball, a fact which is largely responsible for the place and date chosen for the outing, as at Detroit on the 17th an American League game is to be played. This will certainly be the chief attraction to Londoners, while for people otherwise inclined special arrangements have been made with the managements of the various parks and places of amusement, for which the city of the straits is so famous.

The chairman of the city board of license commissioners is given as authority for the statement that certain local grocers have of late been selling liquor regularly and systematically. It is said that vinegar jars and such like receptacles are found to render the delivery of liquor a comparatively safe and easy task. "We are watching them," says the chairman, "and will attend to them one of these days."

The fruit prospects hereabouts are said to be better than in many years. Apple trees have been in blossom for some time and on the early varieties the fruit is already forming. Strawberries are coming forward and in the course of a few days the market will be glutted with them. Of course when the quantity is large prices are sure to be low. The grain and other crops are all doing nicely and with the copious rains we have had of late the harvest should be the best in years. Everybod is most optimistic and the farmers ar more than pleased with conditions.

London grocers will enjoy their first weekly half holiday on Wednesday of this week.

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MONTREAL.

June 5.—The grocery trade on the whole has been somewhat brighter during the week and perhaps this can be accounted for by the fact that people have had a holiday and many are preparing to leave for the country. These conditions are generally accompanied by an impetus to trade. Many people when they are leaving for the country will stock up generously lest some delicacy of which they are particularly fond may not be obtainable near their country domicile.

The custom of displaying certain lines of groceries on the sidewalk seems to be open to criticism. Perhaps it should be said that the custom would not be a bad one if the character of the display were right. A few days ago a festive wind on one of the side streets might have been observed depositing a generous coating of dust on some strawberries at a grocer's door. If canned goods, or something which could have been thoroughly cleaned, had been there instead of the strawberries, it would have been better for the people who bought the fruit. At another store and on another side street, this difficulty was completely obviated by a series of glass cases which were properly ventilated, and in these was a fine display of fruits and other lines well exposed to the public but perfectly safe from the microbe-laden clouds of dust which at times sweep up and down a street.

A machine which is somewhat unique, as it is said to be the only one of its particular kind in Canada is the electrically driven coffee roaster, of the Castle Blend Tea Co., on St. Catherine St. These people do an exclusive tea and coffee trade, and in addition operate a very nice tea room. This store is at the corner of two streets and it gets a generous amount of sunlight, which is always a welcome feature in a store. The tea room is furnished with simple but elegant furniture and the mural decorations display the same tendencies. Altogether a person feels that they are amidst bright surroundings.

Among the particularly pleasing window displays noticeable this week are: John Robertson's Spratt's Dog Biscuits; Walter Paul's branch, University St., Magi Caledonia Water, and Fraser Viger's pineapple window.

Scroggies have a novel feature in their grocery department this week, which consists of a demonstration of canned meats in a log camp, which is quite suggestive of the good old summer time and all the requisites for an enjoyable outing. So far as things to eat are concerned.

In cities especially, where space is more valuable than in the country, the problem is always a perplexing one where to put the stock, and any new

scheme which economizes space is a welcome one. In a small grocery in a secluded part of this city may be observed a nice idea for the display of onions, oranges, potatoes, or anything of this nature. It consists of a bank of pockets, each one nearer the bottom and more to the front than its neighbor above. Considerable space is saved and a fine display is made, to say nothing of the convenience of the arrangement. This grocer states that it may be arranged in the shape of a pyramid with very good effect.

A very good idea was suggested and I may say it is carried into effect by this grocer, which is to have everything free of the floor. He said that boxes and various other cases which were placed on the floor always collected a certain amount of dirt under and between them. This man has a low bench about eight inches from the floor, and supported by small pillars and the goods are kept clear of the floor. It is quite easy to get in under this with a broom, so that the entire surface of the floor can be kept clean.

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INGERSOLL.

June 2.—On Monday last, when Victoria Day was celebrated here in a fitting manner, some of the grocers kept their stores open for a few hours in the morning. Owing to the hundreds of visitors that were expected, the grocers believed that by keeping their stores open for a short time they would be affording a much-desired accommodation, which doubtless proved to be the case in many instances. There was an immense crowd in town, many visitors dropping in on friends or relatives unexpectedly, thereby creating a demand for an additional supply of table requisites. There was absolutely nothing selfish or disloyal about the course followed by the grocers, and the fact of their stores being accessible on the holiday was appreciated by many who found it necessary to make last minute purchases. Then in addition to the convenience to the public the heavy Saturday night rush, preceding a holiday was lessened materially, much to the satisfaction of employers and employes, who appreciate the turning of the key in the door before Sunday morning.

Indications point to a bountiful supply of small fruits during the coming season. The plum and cherry trees never gave greater promise of a heavy yield than at the present time. The trees have been laden with blossom, while in some instances where the fruit has commenced to form, it is very plentiful. This is particularly true of the earlier variety of plums. This state of affairs may not be exactly in accord with the usually accepted conditions governing fruit crops, but seeing is believing. Many people hold firmly to the opinion that the crops are only large every other year. Last year was one of the most successful plum seasons in a long period, but despite this fact the conditions this year are equally promising. Reports from surrounding districts are to the effect that there also will be a splendid crop of all varieties of berries. Under the wet weather of the past few weeks the berry bushes have thrived, and with seasonable weather from now on a large yield is assured. The early strawberries usually make their appearance about the first or second week in June and they are being anxiously awaited by those who at the present time are paying fifteen cents per box for the imported ones.

Butter at 20 cents per pound was the unusual feature of Saturday's market. This was a tremendous drop from 30 and 35 cents, which have been the ruling figures for the past few months, and those who happened along at the opportune time did not hesitate to stock up. The decline in price, however, was not necessitated by a glut, although there was a plentiful supply, but on account of the warm weather. When the market first opened, many sales were made at 28 cents, and a few at 25 cents. The vendors who did not market their supply early soon realized that it was being affected by the heat, in fact some of it was losing its firmness so rapidly that they considered the wisest course was to sell out at a sacrifice. Throughout the market building the word flashed that the price had been dropped to 20 cents and it was only a few minutes before all the baskets had been depleted. Purchasers, and especially those with refrigerators, congratulated themselves on their good fortune, as they felt that for once they had got butter at about its real value.

C. H. Crawford, who for nearly four years has conducted a most successful flour and feed business, has sold out to Grieves & Daniels, of this town, who took possession this week. It is understood that Mr. Crawford will shortly go on the road for one of Canada's largest seed firms, in which capacity he will make the acquaintance of many grocers. He is well adapted for the work and his geniality will doubtless win him friends wherever he goes.

At the Victoria Day celebration the prize for the oldest Scotch lady on the grounds was won by Mrs. James Murdock, who at the advanced age of 94 years is comparatively hale and hearty. The prize was five pounds of tea, donated by L. C. Menhennick.

Splendid progress is being made with the work of rebuilding the Manchester Cereal Mill, which was recently destroyed by fire.

Since the egg buyers commenced their trips through the country the prices have shown a slight upward tendency. At the market on Saturday they ranged from 15 to 17 cents per dozen.

On Thursday a large plate glass window in S. M. Fleet's grocery store and two china dinner sets which were on display, were broken, the accident being a most unusual one. When a farmer was driving past the store, his horse took fright and bolted, falling on the sidewalk. The animal quickly turned turtle and poked its feet through the window with the result mentioned above. The window was valued at $55 and was insured.

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COMPLIMENTS FROM SOUTH AFRICA.

A letter received this week from a member of the grocery trade in Cape Town, South Africa bears some complimentary remarks which were very welcome. The letter opens as follows:

Cape Town, South Africa,
April 9.

"Editor Canadian Grocer,—As an appreciation of your valuable journal, which is handed round for perusal each week. it has occurred to me that you might like to know that your bright ideas and optimistic opinions are eagerly read here, where, perhaps, more than in most countries, we require a polishing up of ideas and an antidote to a rampant pessimism."

The writer of the above letter has also forwarded several photographs of South African stores, which compare very favorably with anything to be seen in Canada. Several of these will be reproduced in these columns in due time.

PETERBORO.

June 2.—The burning of Peterboro Cereal Co.'s mill, in which the Canada Flakes Co. manufactured their product, gives rise to a serious problem among those grocerymen who sell that class of breakfast food. The mill caught fire on Sunday night, May 31st, and before the blaze was extinguished the mill proper, a storehouse and packing room adjoining it were almost completely destroyed, and a large quantity of the wheat in the elevator damaged by water. All the machinery in the mill was rendered absolutely useless. The loss involved is estimated at $80,000. The damage is so great that it will be at least six months before business can be resumed, so that long before that time the wholesalers, or the majority of them, will have disposed of their stock.

J. T. Braund, general merchant, is enlarging his general store premises. The rapid increase in business during the last few years makes this necessary. He is putting in a stock of furniture upstairs and moving the flour and feed department to make room for store extensions.

A new general store has been opened by James McMartin in Cold Springs, a southern suburb of the city. The store is about a mile from the city limits and the business—all country trade—is on the increase. Mr. McMartin has secured a post office, which will be known as "McMartinville."

Gardeners report that the strawberry crop in the vicinity of Peterboro will be unusually good this year on account of the abundance of rain. The plants are in a very healthy and robust condition.

The death occurred in Brockville last week of George Sanderson, a former groceryman in Peterboro. He ran a corner grocery here for years. His wife predeceased him by exactly one month.

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VANCOUVER.

May 29.—British Columbia merchants are heartily joining in the movement to curtail credit. This has been rendered necessary by the demand for money and those who have large debts on their books are forced against the walls

unless they have large capital or good backing. Large capital in these days of competition is possessed by very few in the grocery business, outside of that invested in stocks, and now that recovery is only being made from a financial stringency, backing is not always available. Wholesalers are pressing for prompt payment, and the obligations to them have to be met since they have control. It is not fair that the retailer, especially the smaller man, should be forced to the wall through negligence to pay on the part of consumers. In a city, especially, where amusements are to be had on all sides and where there is more "style" to be kept up among the women folk, ready cash at the end of the week or month very often goes to buy luxuries, or at least something that is not altogether necessary. Cash is paid for these every time, and the grocer and the butcher is allowed to wait, simply because he has been in the habit of it. There is no reason why the cash system will not work, after it is once gotten into full swing. It only means adjustment of available finances on the part of the customer. Eventually, the system works out to the better advantage of all concerned, to say nothing of the mutual better feeling which is promoted. The action of the Vancouver grocers was noted previously, and since then those in New Westminster and Chilliwack have followed suit. Fifteen days, the same period allowed by commission merchants to the retailer, is given by the retailer to the customer in New Westminster, so that the time is reasonable. In Chilliwack, straight cash is the slogan. There, the dairying, which is the leading industry, is on a cash bass, monthly cheques being issued to the patrons; hay, grain, livestock and produce are exchanged as cash and sold for cash, and the fruit-grower gets cash for his product so things should go all right. Retailers in Chilliwack have signed an agreement to sell for cash only and have given bonds for $50 each to carry it out.

Organization of the Chilliwack branch of the B.C. Retail Merchants' Association has just been completed with the following officers: George H. W. Ashwell, president; B. T. Malcolm, first vice-president; H. H. Gervan, second vice-president, W. L. McLean; secretary-treasurer; R. J. McIntosh, F. W. Renworth, James Munro, W. J. Lillie and T. H. Henderson, executive committee. The annual meeting will be held in October.

The British Columbia Wholesale Grocers' Association held its annual meeting in Victoria last week, and elected the following officers: President, H. H. Cooper, of A. Macdonald & Co., Vancouver; vice-president, Simon Leiser, of Simon Leiser & Co., Victoria; treasurer, Percy Wollaston, Victoria; joint secretaries, F. Elworthy, Victoria, and J. N. Ellis, Vancouver. The association consists of six Vancouver firms; namely, the W. H. Malkin Co., Kelly, Douglas & Co., W. J. McMillan & Co., A. Macdonald & Co., E. W. Leeson & Co. and the Hudson's Bay Co.; five Victoria firms; namely, Wilson Bros., R. P. Rithet & Co., Simon Leiser & Co., Hudson's Bay Company, and J. H. Todd & Co., and one Fernie firm, Western Canada Wholesale Company.

Contracts for supplies for the contractors of G.T.P. construction at Prince Rupert are being made locally, though there is no considerable distribution of orders. With camp supplies secured in Vancouver, there should be a large trade during the coming summer; in fact, it should be a principal feature in the business. With two or three thousand extra men to be cared for, the consumption of provisions should be large.

The local market this week has few outstanding features. A carload of condensed milk and cream arrived, which will relieve the situation, but not for long. Demand from camps in the interior and the north is taking up any surplus.

C. Nettle has taken over the Mount Pleasant confectionery store, located at 2440 Westminster Ave. He purchased it from W. J. Mann, who retained it only a few days after buying it from Gibson & Walker.

Samuel Sea, one of the pioneer merchants of Victoria, was in the city this week on his way to England, accompanied by his wife. They will spend the summer months abroad. Not only is Mr. Sea a pioneer merchant, but he is also British Columbia's oldest "Son of England."

HAMILTON.

June 2.—This has been a great week for the grocers who interest themselves in politics. The grocers are mostly in the know as to how their neighbors vote and the canvasser is out with the glad hand for the corner man, who has politics down to a fine point. The average grocer is quite a diplomat, while as a rule he is very strong for his party. He has to be very careful about giving offense to the other side They have been a great help in rounding up the foreigners, getting them naturalized and registered. Hamilton has a great number of foreigners and the securing of their votes cuts quite a figure in the results. The excitement is at high water-mark and everybody will be glad when the polls close on Monday night. It is to be hoped that we may have a good, honest government whichever side wins.

Things are looking brighter from a business standpoint. Factories are resuming operations and the glad smile is coming back to everybody. The crops in this section are the finest ever, and if we meet with no drawbacks later on the farmers will have need to rejoice over the copious showers of May.

Pineapples are selling better this year than usual, and the quality is very fine.

The grocers' association is making extensive arrangements for its annual picnic, which promises, under the management of President Forth to be better than ever.

Brantford retailers are co-operating with the local body to make the outing a huge success.

GUELPH.

June 2.—Benson Bros. have now completed their extensive improvements, and, with the new fittings have undoubtedly a fine store.

Jackson & Son have enlarged their window space and also their inside department by taking the store lately occupied by Harding Bros. The window is antique and will draw a good deal of attention, but this firm do not believe in fancy fixtures. Good honest value for your money and no fancy fixtures is what they believe in.

Saturday's market was not brisk at all, and no doubt the unfavorable state of Wyndham Street had something to do with it. The downtown grocer is certainly up against it at present. The rich pasture has had its effect on the butter supply, both in quality and quantity, and the result was that the price dropped to 17c a lb. Eggs also took a tumble to 14c; potatoes 80c a bag. There was a good supply of greens at the usual prices.

It is good to be an outside grocer here at present, as the farmers will not go on the main street with their produce, and the outside stores are kept busy every day now.

Does it pay a grocer to have his own brand of soap? I saw a grocer the other day getting ready to put in a window of soap, and it was his own brand. He had a nice long bar and was going to show by balancing two of his bars against six bars of a standard make how big value his was. When it came to the test the six bars had him beaten and also paid for their own advertising. That window did not go in.

Guelph has now a new fish store started and it seems to do a good business.

The grocery clerks are all decided to elect the three candidates in South Wellington, as the whole three have promised to give us eight hours' work, eight hours' play and eight hours' sleep for everybody, which means in the grocery business in Guelph about 20 or 22 hours less than we have at present. If promises at election-time were any good the grocery business would be the brightest attraction for some young men.

Doesn't it make you tired after a hard day's work behind the counter to see, just as you are ready to close up some nice fellow with a pet hobby coming in to tell you all about it. Travelers also do not use good judgment in making it a point to arrive at a man's place of business when he is ready to go to his home.

Jas. Anderson has received a letter from H. Walker, of H. Walker & Son, announcing his safe arrival in Glasgow after a very pleasant journey.

Mr. Hudson, of the Canada Brokerage Co., Toronto, with his family, came up by automobile and spent the holiday in Guelph combining business with pleasure.

The damp weather has had its effect on the granulated sugar in bags, and a good many grocers and customers also are complaining.

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AVOID FAKE ADVERTISING.

This is the time of the year when many annual publications are being gotten out nominally in the interests of transportation companies and other big concerns. They are usually called an "Official Guide" and claim to be issued under the authority of the president or general manager. The canvassers approach firms who supply or want to supply these corporations with products of one kind or another, and they hint that it is very much in the interest of the firm that they should advertise in this Guide, otherwise, they hint it may affect their business with the corporation.

A couple of years ago a letter was carried by one of these canvassers alleged to be signed by President Hays of the Grand Trunk Railway, which was proved to be a forgery. There is another official guide now being prepared in the interests of one of the big railways and claimed to be issued under the authority of the head of the road. A letter has been received from him which states distinctly that his corporation has nothing whatever to do with the publication. The book is issued entirely as a private enterprise and the giving or withholding of an advertisement will neither help nor hurt any one who has business to transact with the corporation.

When business men are approached by canvassers from publications of this sort, which they believe to be a fake, and most of them are, they should positively refuse to place any business and should write at once to the head of the corporation and get his assurance that the statements made by the canvassers are correct. Certain big firms have been doing this, and in few, if any, cases have they found the statements verified.

ESTABLISHING TRANSPORTATION BUREAU.

The council of the Montreal Board of Trade are energetically pushing forward the establishment of a transportation bureau. The need of such an organization is generally admitted. It is not intended by the establishment of this bureau to antagonize the railway interests, but rather that the bureau should cooperate with them. The question of freight charges is a vital one in Montreal. With the centre of consumption of material moving gradually west, the increased freight charges on goods shipped places Montreal at a disadvantage in comparison with western cities. The duties of the transportation bureau will be to conserve Montreal's interests as a distributing point; to be represented at meetings of the Railway Commission; to facilitate adjustments through overcharges, delays, etc., and generally to advise members. One hundred and twenty members of the board have subscribed to the bureau, but the council want a larger membership than this before they see their way clear to go on with the project, and are appealing for further support.

KEEP BUSY.

During the summer months more than at any other season of the year there is an inclination on the part of the grocer to take things easy. When summer dullness has set in and business seems dead merchants are tempted to let matters take their course without trying to make trade. More than one grocer will admit that he makes no special endeavor to attract trade during the summer months. From long custom he has grown accustomed to take the quietness of the summer as something inevitable, and he makes no effort to turn what he terms the dull season into a satisfactory period. Clerks are allowed to sit around, as indeed does the proprietor himself very often; possibly tourist trade is not cultivated, or if so, in an extremely desultory manner, and business system generally is allowed to relax. Instead of making every effort to attract trade, the proprietor takes it for granted that trade must be small—that the situation cannot be improved. The key note to the whole thing is industry. Ask your clerks for suggestions; do some thinking yourself, and then let everybody get busy. There is business obtainable if only it is sought after. Try it this coming summer and see if there is not some truth in the foregoing.

HIDE AND SEEK IN SUGAR.

The decline of 10 cents on Canadian refined sugars, which was commented on as rather surprising last week, did not last long and the market is up again on its former basis.

With the general condition of the sugar markets the decline was unwarranted and seems to have been a piece of speculation among Canadian refiners. The world's raw markets, which for a few days showed signs of easiness, are firm again and with less encouraging reports again from that important centre, Cuba, where it is said that not more than 25,000 tons may still be made, and a quick recovery in European beet markets the general situation is now very strong. While we hesitate to prophecy after the hit and miss changes of the last two weeks, all reputable reports seem to point to still firmer conditions as the season of greatest demand approaches.

THE QUEBEC GUILD MEETING.

An interesting time is promised those who attend the annual meeting of the Dominion Wholesale Grocers' Guild, which takes place in Quebec on June 17 and 18.

Already the programme has been prepared and there is a treat in store for the grocers.

"The Importance of Trade Associations and Their Relations with the Government," is the subject of a paper to be read by the president, H. C. Beckett, Hamilton. This is the same paper as was read by Mr. Beckett at the meeting of the Ontario Wholesale Grocers' Guild, and which received such favorable comment at the time.

The address of P. Wollaston, of Vancouver, on "The Cost of Doing Business," is likely to be full of possibilities in the way of live discussion, while the paper promised by Wm. C. Cross, St. John N.B., on "The Credit Man and His Work," will be no less interesting.

Then it is possible a couple of Montreal wholesalers and a Quebec man will read a paper each. Subjects have not yet been announced.

A representative of the Retail Merchants' Association will address the gathering on the effect of the co-operative bill presently before the House at Ottawa.

Subjects down for discussion include: The Wholesalers' Relations with Manufacturers; railway matters, such as the new bill of lading now before the Railway Commissioners, and other equally important matters.

It is likely that a few amendments will be made to the by-laws of the Guild.

DEATH OF W. C. ADAMS.

Few travelers in the grocery trade of Ontario are better known or more highly regarded than was W. C. Adams, late of Davidson, Hay, Toronto, who died very suddenly at his home, 201 Seaton Street, about 11.30 p.m. Sunday, May 31, aged 43 years. As one of the most successful travelers going out of Toronto, and by reason of his cheery and genial disposition, he will be greatly missed, not only by his firm and fellow-travelers, but also by a host of customers and friends up along the north shore and in New Ontario, who have learned to look for his regular visits.

About six weeks ago Mr. Adams had to leave his regular work and for some time was quite seriously ill from lung trouble. Last week, however, he was feeling a good deal better and was in Davidson, Hay's sample room on two or three different days, making the last visit on Saturday. He seemed fairly well, though he expected to take a month or so longer to recuperate, and was planning to spend that time at a farm he owns up in Dunchurch. Late Sunday evening he was seized with a

W. C. ADAMS.

hemmorhage and passed away very suddenly.

W. C. Adams was a son of Captain James Adams, also connected with Davidson. Hay. He was born at King, in Aberdeen county, Scotland, in 1865, and came to Canada with his parents in 1871. He attended the Toronto public schools and spent a year at Walkerton High school. Leaving school in 1882 he went to Chicago and took a position as entry clerk with Carson, Pirie, Scott & Co. After two years he went to Reid, Murdock & Co., wholesale grocers, with whom he spent eleven years, five or six in minor positions. and then as a traveler with Iowa as his territory and headquarters in Des Moines. He remained till his death a member of the Des Moines Travelers' Association.

In 1897 he returned to Toronto and shortly afterward joined the traveling staff of Davidson & Hay. Since then, by his sterling qualities and high abilities as a salesman, he has won his way to the top and was one of the firm's most valued salesmen. He had a manner which seemed to particularly suit the customers in his territory and which won him remarkable success.

The funeral was held on Wednesday at three o'clock, from his home on Seaton Street to Mount Pleasant cemetery. The services was conducted by Rev. Dr. Perry, of Jarvis Street Baptist church, of which Mr. Adams had been an adherent for some years. Mrs. Adams and three young children survive.

CONGRATULATIONS. MR. CHARLES

Wm. Charles, who has been right-hand man for W. G. A. Lambe, Toronto, for some years, ought to be a pretty happy man this week for one or two reasons.

The first is explained in a circular dated June 1st, which was sent among the Ontario trade and which reads: "We have pleasure in announcing that Mr. Charles, who has taken a prominent part in the management of our business for several years past, has this day been admitted to partnership in the undersigned firm.—W. G. Lambe & Co."

The second reason is perhaps even greater, and is a happy event which took place in Saskatoon on Tuesday, June 2nd, when Mr. Charles was married to Miss Jennie Drysdale, a prominent young lady of that town, whose home was formerly in Goderich, Ont. Mr. Charles will, of course, bring his bride to Toronto, to rejoice with him in his new responsibilities.

FOUND A BRIDE IN EUROPE.

An interesting romance has developed from the trip to the Mediterranean which James Lumbers, sr., and L. O. Lumbers, of the James Lumbers Co., Toronto, have been enjoying for some months.

It seems that in the party with which the Toronto people traveled, was a family from Greensville, Indiana, which included an attractive young lady, Miss Helen Baker. Mr. L. O. Lumbers, with characteristic energy, fell in love with the young lady in question and the young people were quietly married in London on April 22nd.

Mr. James Lumbers returned home a couple of weeks ago. Mr. L. O. Lumbers and his bride are taking a further trip on the continent but will return shortly and make their home in Toronto.

ENJOYING THEMSELVES IN IRELAND.

According to letters received recently T. Kinnear, jr., of Kinnear & Co., and Frank Sloan, of John Sloan & Co., Toronto, who went off together on a trip through Great Britain about the middle of May, are having a glorious time in the "Auld Land."

They struck Ireland first visited Cork and Dublin and were at Killarney on May 23rd. They are going to take a run through Scotland and England, getting down to London in time for part of the Olympic games. They will be back home, full of stories of the trip, about July 1st. Both gentlemen have friends in various parts of the country and this is helping to make their visit enjoyable.

CHEVALIER GIANELLI PASSED AWAY.

The death of Chevalier Angelo M. F. Gianelli, who passed away at his residence of his son, Alfred H., 169 Empress Crescent, Toronto, on Thursday evening, May 28, is notable by reason of the fact that the deceased made very worthy and successful efforts to develop trade between Canada and his native country, Italy.

Chevalier Gianelli was born at Genoa in 1832, and was a graduate of the Collegio Nazionale of that city. He enlisted in the Sardinian army in 1852, and two years later volunteered as ensign in the first contingent for the Crimean war, receiving his discharge in 1856. Coming to Montreal in that year, he was in 1870 appointed Consul for Italy in the Province of Quebec. In 1874 the jurisdiction over Bonaventure, New Brunswick and Nova Scotia was added, and in 1877 Canada and Newfoundland were also placed under his Consulate.

He has done a great deal to encourage trade between Canada and Italy, his

CHEVALIER ANGELO GIANELLI.

firm shipping the first cargo of Canadian-sawn pine to his native country. He was appointed Agent-General and Executive Commissioner for the Centennial Exhibition in Philadelphia, being at its close complimented and thanked by Baron Blanc and the Italian Government, and given a medal and an elaborate address by the exhibitors and employes in appreciation of his services and administrative capacity. The order of Knight of the Crown of Italy was conferred upon him by King Humbert on his resignation from the service of the Italian Government owing to pressure of private business.

He is survived by his wife, living in Toronto, four sons, Charles A. of New York; A. W. H., Louis F. and Victor E., and one daughter, Mrs. (Dr.) Harley Smith, of Toronto.

The funeral was held on Monday from Empress Crescent to the Church of the Holy Family and thence to Mount Hope cemetery, and was largely attended by consular representatives from Toronto and elsewhere.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

POINTERS—

Sugar—Advanced.

Beans—Advanced.

Teas—Japans advanced slightly.

Coffee—Advance in Maracaibos.

Montreal, June 4.

Sugar has been occupying the centre of attraction for the past week by its early resumption of the price which ruled before the ten cent drop. Conjectures are abroad that this price will be maintained for sometime, as European market conditions seem to indicate this.

The Japan tea market has presented features which were not anticipated, according to the latest cable despatches from the Orient, and the opening price, which it has been thought would have been lower, and remained lower in comparison with last year, has firmed up. This condition is due to the comparatively small arrivals from the interior. At first the small quantities coming in was not thought serious, but now it has become apparent that a grave shortage of high grades exist. Some considerable trading has taken place in Ceylon blacks in local circles while other lines have remained much the same as at last report.

SUGAR—Following sharp on the New York advance of 10 cents on prices all around the Montreal producers advanced their prices, which, it is thought, will remain unchanged for some time, as the European market is easier and indications seem to point this way.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 70
" " " 50 lbs	5 80
" 25 lbs	6 00
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUPS AND MOLASSES—Demand for Barbadoes molasses is good. The sales of new crop are closed, the last sales being on a basis of 19c first cost, for choice grades and 21c first cost for secondary grades. This year's output is estimated to be 25 per cent. short of last year's. Foreign markets are easier, which is natural after sharp advances of last week. Syrups are normal.

Barbadoes, in puncheons	0 31 0 35
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 85
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—This market remains the same as at the last quotation. There is not much activity as the demand is slow.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 08½ 0 09½
Pure syrup, 8½ lb. tin	0 60 0 65

TEA—The Japan market, according to the following advice from the East, is firming up considerably: "Although the opening price was about 5 per cent. lower than last year the actual operations at the time of our last report (9 inst.) on account of the small arrivals from the interior, were about on the same basis at corresponding time last season. Since then the shortage of high grades has become apparent, and prices during the past week or so firmed up a little."

Other reports state that the quantity is small and there is no anticipation of lower prices. Other lines are meeting with about equal demand, except perhaps, Ceylon blacks, which are falling off in quality and some good lines are now offering. Other lines are fairly quiet. Advices from London dated May 23 say: "First samples to London from the Indian market are green and thin, but considering they are first invoice they are better than usual. The general opinion is that the market will open high at Calcutta."

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25½
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—The coffee market is steady with the exception of Maracaibo, which has advanced slightly. Other lines remain the same. Demand is good and dealers report an ever-increasing consumption of this product.

Jamaica	0 16 0 20
Java	0 20 0 30
Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 11½
Maracaibo	0 14 0 19

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The demand for currants is very good. Prunes and Valencia raisins are also in fair demand, prunes continuing firm owing to the anticipated shortage in the crop. Demand for figs has brightened up considerably during the past week. Prices remain the same as at previous quotation.

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07 0 07½
Finest Vostizzas "	0 07 0 08
Amalias "	0 07 0 08
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½ 0 06
Selected, per lb	0 06½
Layers, "	0 06 0 06½
Dates—	
Hallowees, per lb	0 05½
Sairs, per lb	0 04 0 04½
Packages "	0 05½ 0 06½
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" " ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 87½
" boxes	
"Excelsior Windsor Clusters"	5 50
" ¼'s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 32
Peaches, "	0 18
Pears, "	0 18

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 08½ 0 09½
" " " 50-60s	0 08 0 08½
" " " 60-70s	0 09
" " " 70- 0s	0 07½ 0 08
" " " 90-100s	0 06½ 0 07

RICE AND TAPIOCA—A better demand prevails in the rice market and this condition also may be stated with regard to tapioca. Rice prices remain unchanged. Topioca is being firmly held in the primary markets. Stocks on the spot are limited and nothing of any consequence is coming forward.

B rice, in 10 bag lots	$ 20
B rice, less than 10 bags	$ 30
C C rice, in 10 bag lots	$ 00
C C rice in less than 10 bag lots	$ 10
Tapioca, medium pearl	0 06 0 06½

SPICES—This market shows a little change in peppers, which are lower in the minimum price, thereby increasing the width of the range. Otherwise, spices present no new feature this week, prices remaining the same as at the last quotation, while demand may be said to be fair.

	Per lb.
Peppers, black	0 14 0 20
" white	0 18 0 27
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 25 0 60

BEANS—This market, which has been very strong and advancing for some time, has again gone forward, choice prime beans now being quoted at $2.15 to $2.25. This local advance is in sympathy with the prevailing high prices which are being maintained by western

shippers, who are supplying the Chicago market.

Choice prime beans	2 15	2 25

EVAPORATED APPLES—The demand for evaporated apples is slightly better, as is the case with some other lines of dried fruits at this season. Prices are unchanged.

Evaporated apples	0 07	0 07½

CANNED GOODS

MONTREAL—Each week the demand for canned vegetables is increasing. Canned fruits are also in very good demand. The request for canned fish is falling off, as the demand was appreciably slower last week. Meats are showing almost as much activity as the vegetable and fruit lines. Shere has been no change of prices since last week. New list prices are expected about June 10 and are awaited with interest. Those in a position to know something about them anticipate tomatoes selling at 90c, corn at 85c and peas from 70c to 75c. Whether these figures will rule or not remains to be seen.

TORONTO—There is considerable talk about new prices, but nothing definite as yet. Dealers here say they are in better shape than the Montreal jobbers, some of whom are said to have pretty heavy stocks. Business is a little brisker this week in all lines.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, June 4, 1908.)

Conditions continue favorable and the outlook is considered excellent. There is an optimistic spirit abroad among the trade, but there is also a spirit of caution, and there is little disposition to discount the future by heavy buying on the strength of a crop not harvested. Business is active and prices are steady.

CANNED GOODS—There is not much activity in canned goods, the high prices having reduced the demand. Local houses are overstocked with some lines of fruit and vegetables.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2s	2 27½	2 [illegible]
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 [illegible]
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 [illegible]
Raspberries—		
2's red, light syrup "	2 26½	2 [illegible]
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 83

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 47
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 [illegible]
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—There have been no further changes since the decline noted in last week's issue. We quote :

Montreal and B C. granulated, in bbls	5 40
" " in sacks	5 35
" yellow, in bbls	5 00
" " in sacks	4 95
Wallaceburg, in bbls	5 30
" in sacks	5 35
Berlin, granulated in bbls	5 20
" " sacks	5 25
B.C. qunnies granulated, 5-18's to bale, per cwt	5 45
" " 5-2's " "	5 45
" hard pressed lump, 25's, per cwt	6 55
" " " half bbls., per cwt	6 90
" icing	6 20
" bar sugar	6 00
Icing sugar in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 50
Powdered sugar, in bbls	5 70
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls	6 35
" " in ½-bbls	6 35
" " in 100-lb cases	6 35

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 70
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" 40 " " 80	2 95
" 20 " " 80	3 00
" 8 " " 80	3 30

CORNMEAL—Quoted at $1.90 per sack.

POT AND PEARL BARLEY—Pot barley, $3.60 per sack ; pearl barley, $5 per sack, and $2.55 per half sack.

MAPLE PRODUCTS — New syrup and sugar arriving in Winnipeg are quoted as follows :

Sugar, 25 lb. boxes, ⅛s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS — There have been no further changes since the changes in seeded raisins noted in last week's issue. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 10
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 08½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	
Wet cleaned "	

EVAPORATED APPLES—Quoted at 8¾c per lb.

ONTARIO MARKETS.

POINTERS—

Sugar—Advanced and firm.

Beans—Very firm.

Dried Fruits—Better demand.

Collections—Improving.

Toronto, June 4.

Wholesalers seem to be rather more optimistic in their reports this week and indications seem to point to the fact that business is improving. Travelers, who were the most pessimistic some weeks ago, are giving much more cheerful reports. It is thought that with the advent of the warm weather, and particularly with the splendid reports from all kind of crops coming in from all parts of the country, conditions are gradually improving.

Collections, too, are showing a slightly more favorable turn this week, all pointing to better business.

SUGAR—The decline noted last week was only temporary and the prices noted previously were resumed almost before the paper could reach its readers. This points to the sustaining of the strong market we have been writing of for some weeks. At present conditions are very firm with the likelihood of a con-

tinuance. Willett & Gray's last report says, regarding the situation:

"In Europe the downward reaction noted last week continued until 11s. was reached for beet sugar followed at the close by a rally to 11s. 4½d. with a firm market and increased demand for both raws and refined. As cane sugar sympathizes with the decline and the rally this week may mark the renewal of the upward trend to the general markets, particularly as it is understood that purchasing of beet root sugars by American refiners has been renewed to some extent.

Prices quoted in Toronto this morning are as follows:

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phœnix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Business continues fair at steady prices.

TEA—Trade continues quiet locally with no noteworthy features.

COFFEE—Dealers report local business encouraging with no new features.

DRIED FRUITS—Demand seems a little better this week, particularly for prunes and raisins. Prunes continue scarce. Some dealers report that they expect new California seeded raisins in directly and at a price considerably below the present basis.

RICE AND TAPIOCA—A staple business is being done at steady prices.

BEANS—The scarcity of beans in Canadian markets is sending prices up sky high. Local dealers seem to have some stock to work on and prices are scarcely so high as the situation seems to warrant.

Beans, hand picked, per bush	2 10	2 25
" prime No. 1 "	2 00	2 10
" Lima, per lb		0 07

EVAPORATED APPLES—Demand is only fair at prices quoted last week.

Evaporated apples	0 07	0 ¾

DEATH OF MRS. FRANK EVERIST.

Passed Away Suddenly on Monday, June 1st.

The death of Mrs. Everist, wife of Frank Everist, of McWilliam & Everist, wholesale fruit merchants, Toronto, occurred on June 1. Up to two days before her death Mrs. Everist was apparently in good health. An abscess in the head rapidly developed and broke, causing death. The deceased lady was 53 years of age, and was a native of Wentworth County, Ontario. Besides her husband, Mrs. Everist is survived by four sons and three daughters, all residing in Toronto. The offices and warehouse of McWilliam & Everist were closed a couple of days this week, in consequence.

Welling & Rae, grocers, Vancouver, are succeeded by R. Y. Blackhall.

WAS A MASTER TRAVELER.

R. W. Ritchie Passed Away Last Week After a Useful Life as a Grocery Salesman.

A traveler among travelers, a man with high ideals who carried them out, a salesman of extraordinary ability who had mastered his business. Such was R. W. Ritchie, who passed away at his home in Orangeville on Thursday, May 28, aged 61 years.

Twenty-one years ago Mr. Ritchie severed his connection with the Wm. Ramsay Co., Toronto, with whom he had spent some time, and joined the traveling staff of Eby-Blain. He was placed on the territory from Toronto to Owen Sound, and since then he has covered that ground with perhaps as much success as comes to any traveler.

A man of principle, with high regard for both his customer and his firm, of a happy disposition and with a love for a clean joke, Mr. Ritchie made a host of firm friends who will mourn his death very sincerely.

Mr. Ritchie was a close student of teas and had possessed himself of a lot

R. W. RITCHIE.

of information on this subject, which he used to good advantage. Many of his customers will remember how they used to trust his judgment in selling and what excellent satisfaction he gave them.

Of late years Mr. Ritchie had begun to feel the rigors of the traveler's life and about nine months ago he withdrew from Eby-Blain's and retired to his home in Orangeville, where he lived happily till his death.

Mrs. Ritchie and six children survive him. Fred, one of the sons, conducts a grocery store in Orangeville, and also one in Dundalk. Another son is in business in western Canada. The death of William, another son, a short time ago, was a very great shock to Mr. Ritchie, and probably hastened his own death.

The funeral on Saturday was very largely attended, not only by the townspeople, but also by a number of old customers, traveler friends and representatives from the Toronto trade. J. F. Eby and Hugh Blain, of Eby-Blain; Mr. Kyle, of Kyle & Hooper, and several others attended the funeral.

A TYPOGRAPHICAL ERROR.

In a letter from the Salada Tea Company, Toronto, published in these columns last week, in which some statements, made in the advertisement of another tea house in a former issue were questioned, and a challenge issued, a typographical error caused one paragraph to read in rather a misleading way. The sentence referred to appeared as follows: "Between the years 1896 and 1898 they had a record of growth for twelve years," etc. It should have read, "between the years 1896 and 1908,"

How this mistake could occur is inexplicable, but it is none the less regrettable.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

L. Chaput Fils & Cie., Montreal, have just received a car of Oregon prunes, which they are offering at attractive figures. This news should interest the trade, in view of short crop prospects. They are also having a special sale of white wine vinegar in all-sized packages. They are sending out samples to those interested.

Walter Paul, the St. Catherine St. grocer, Montreal, has left for a trip to Chicago and the west.

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.

Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

GOOD PROSPECTS IN ATLANTIC FISHERIES

Halifax Correspondent Tells of the Outlook for Fishing Season—Good Catches Will Benefit Business Generally.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., May 30.

With the fishing season opening well and the prospects excellent for good catches, the business outlook is most promising. Activity in the fisheries in this province adds greatly to business in general. The fishermen circulate money freely, and as a result, all branches of trade benefit. The early arrival of mackerel on the coast this season, and catches being made on the eastern and western shores, has caused considerable activity. The fish are of exceptionally fine quality, some weighing three and four pounds each, and a ready market is found.

Generally speaking, demand in the West Indies for fishstuffs, with the exception of alewives, has been good, considering the season of the year, and if it continues at the present rate, exporters along the waterfront will find their stocks exhausted long before the arrival of new supplies of Newfoundland cure in August.

Alewives have been moving very slowly, and spot stocks are sufficient to supply the demand for some months unless the unexpected happens. The catch of alewives at St. John so far this year has been far short of the average—in fact, a failure, the greater part being sold fresh for bait.

The first cargo of winter herring arrived this week from Bay of Islands, and found a ready sale at a fair price.

During the past week mackerel have been reported plentiful along the shore, and some fair stops made. The American seiners have returned from the south, and part of the fleet is now on the Cape Shore or the Nova Scotia coast. The Cape Shore fleet will probably number the same as last year, viz., 50 vessels. On May 22nd, the first arrivals at Boston of fresh mackerel from Nova Scotia sold at 27c each for large fish. Demand for fresh mackerel in the States this year is expected to be excellent, due in part to the small catch of the fleet on their southern cruise, the vessels having landed so far only 5,472 barrels, against 12,604 the same date last year.

For dry fish, the outlook for the bank and shore catch at present, points to a good spring fishery, and bankers are expected to average about 200 quintals more per vessel this year than last. One vessel, which arrived at Lunenburg a few days ago, stocked 1,400 quintals, besides selling about $1,000 worth of fresh halibut and haddock. If the weather for the next few weeks is favorable it is expected that a limited quantity of new cure will be offering about the latter part of June or early July.

Butter continues to drop in price and the receipts are increasing daily. Good creamery prints can now be bought for 27c, and small dairy tubs and rolls from 25c to 26c. A still further decrease in the price is looked for.

Eggs are in good supply, but the price holds very firm. Nova Scotia eggs are quoted at 18c, and Prince Edward Island at 17c.

A VISITOR FROM PATRAS.

American Vice-Consul Visits Canada in Interests of Currant Industry.

An interesting visitor to the Toronto trade this week was Howarth J. Woodley American Vice-Consul at Patras, who has been traveling through the United States and Canada in the interests of the Greek currant industry. Mr. Woodley was introduced to the trade by George Stanway, commission merchant, and made a pleasant call at The Grocer office.

"Yes, the industry is growing in importance in Greece," said Mr. Woodley, as may be seen from the fact that shipments last year showed an increase of 18,000 tons. They aggregated 132,000 tons as against 114,000 the year before.

"As yet," Mr. Woodley said, "the United States and Canada are not using so large a quantity of currants as they might, and as we hope they will shortly. Last year, for instance, 18,000 tons were disposed of in these two countries and this is much below the rate of consumption in England, Germany and elsewhere. Consumption in America, however, is showing an encouraging increase, as last year's imports were 2,500 tons greater than the preceding year."

"What is the Canadian consumption," he was asked.

"Practically all the currants used in Canada are shipped through United States ports," was the reply, "and in our returns the two countries are grouped together."

The increasing demand for currants throughout the world, Mr. Woodley says, is due to the propaganda carried on by the Greek currant syndicate. They have been advertising extensively in Great Britain and on the continent and have lately begun to carry out this policy in America.

Asked as to possibility to which the industry could be extended Mr. Woodley said: "Greece at present can grow a good deal more currants than the world demands. The average production is 150,000 tons annually. If the crop is above the demand the surplus is held and manufactured into pulp and into wines and spirits. While the crop will only grow satisfactorily on the west coast and the Ionian Islands, the possibilities of production have not as yet been reached."

"The organization of the currant syndicate has been of considerable advantage to the industry," says Mr. Woodley. "It has proved very effectual in putting it on a better basis, where reasonable prices can be commanded and has established a standard for different values. The industry is, of course, a natural monopoly in Patras as nowhere else does the fruit seeem to grow successfully. Experiments have been tried in California and Australia but without success. The Greek climate seems to be the only one perfectly suited for the ripening of the fruit."

This is Mr. Woodley's first visit to America, though he was born and educated in England and has seen a good deal of other parts of the world. He expressed himself as quite favorably impressed with Canada particularly as regards the West, where he went from Chicago. He left Toronto on Tuesday en route to Europe and after covering the markets in the large centres there will return to Patras.

Mr. Woodley has spent six years in Patras and represents the third generation of his family in the position he now occupies. He speaks in a very interesting and enthusiastic way of Greece and its people.

THE JAPANESE RICE CROP.

Growth of Population and Increased Consumption Makes Importations Necessary.

American Vice-Consul Walter Gassett, writing from Kobe, Japan, recently, says that the official return of the rice crop of 1907 for the Japanese perfecture of Hiogo (Kobe) is given as 10,586,014 bushels. He reviews the crop figures as follows:

The yield was slightly under the average for the four previous years, that of 1906 having been 10,890,524 bushels; 1905, 10,032.353 bushels; 1904, 10,975,170 bushels, and 1903, 10,513,194 bushels. The crop for the whole of the empire is given as 243,339,485 bushels, showing an increase of 5.9 per cent., as compared with the previous year, and of 11.8 per cent. as compared with an average yield. The crop is the largest since 1904.

This may be accounted for by a larger acreage and improved methods of cultivation, but the ratio of increase has not kept pace with the greater demand caused by the growth of the population and the increased consumption of rice among the poorer class of farmers, instead of millet and wheat, and it is estimated that 25,000,000 bushels will have to be imported to make up the deficiency.

The Canadian Aerated Water Co., of Montreal, has dissolved.

A. Rioux & Cie, general merchants, Amqui, Que., have assigned.

P. Z. Dube, general merchant, Amqui, Que,, is offering to compromise.

NEW BRUNSWICK FAVORS ONTARIO APPLES

Correspondent Says Nova Scotia is Losing Its Market Because of Improperly Marked Fruit—Ontario Shippers Are Gaining Firm Hold.

Special Correspondence to The Canadian Grocer.

St. John, N.B., May 30.—It is said that Nova Scotia fruit packers, because of dishonest marking of their apple barrels, have lost the confidence of buyers in St. John; that they have been sending only poor fruit and at the same time marking it No. 1; that in inspections made last summer from 70 to 80 per cent. of the Nova Scotia apples sent here were falsely marked; that shipments were not reliable, and that if a man wanted good apples it was best not to send him any Nova Scotian stock. As a result of this, dealers claim, Ontario fruit men have by honest dealing, captured the New Brunswick market.

Speaking of this matter to The Grocer representative the other day, one of the leading wholesale dealers here remarked that he did not expect to lay in one barrel of Nova Scotia apples next season. Besides himself, he said, there were several other dealers who would refuse to buy apples from the neighboring province. He intended to import all his apples from Ontario.

The reason for this, he said, was that the markings on the Nova Scotia barrels are now utterly unreliable. Sometimes dealers were fooled with apples from Ontario, but if the fruit was from a reputable packer, they were to be depended on in every instance. Last fall he had imported two carloads of winter apples from Nova Scotia, paying at the rate of $2.75 and $3 a barrel. When the fruit arrived in St. John he was compelled to sell at 75 cents a barrel. This was not on account of a sudden drop in the market, but because the bulk of the apples should never have been put in barrels at all.

It is sometimes asserted, he continued, that the reason they send poor apples to St. John, is that people here will not pay a good price for them. "Two weeks ago" the dealer continued, "I imported two carloads of Northern Spy apples from Ontario and I sold all the No. 1's for $5 a barrel and the No. 2's for $4 a barrel. That, I think, is sufficient answer to the charge that we are unwilling to pay good prices for good fruit."

Asked how long ago it was that the Nova Scotia markings were first found unreliable, the dealer said that the barrels were never marked as they ought to be, but the state of affairs is getting worse every year. He made some severe comments on the workings of the new Fruit Marks Act, and said he had come to the conclusion it was no good.

The Nova Scotia growers, he said, had simply cut themselves out of the best part of the business in the province, the winter fruit. "I have been handling an increasing quantity of Ontario apples every year," he concluded, "and will probably continue to do so, at least as long as the present state of affairs, in which 75 per cent. of Nova Scotia apples are falsely marked, holds good."

G. E. Chester Gandy, who was fruit marks inspector last year, said, in reply to the statement that 75 per cent. of the Nova Scotia apples that arrive here are falsely marked, that last year he did not think more than 25 per cent. could be so classified. Last year the fruit coming here he claimed, was better than ever before. The most of the apples from the sister province, he explained, go to Halifax and England, because the growers can realize a better price in the Old Country than they can here.

Business has been very good during the past week. There has been but a few changes in market prices. Molasses is up one cent a gallon, beans are quoted 10 cents a bushel higher and lard has advanced a quarter-cent. Seeds are pretty well cleaned up. There is no timothy to be had and only a few pounds of clover.

The harbor fishing has not been up to the mark this season. Gaspereaux have been fairly plentiful but shad are very scarce. Only a few salmon have been taken up to the present time.

TORONTO GROCER SUICIDES.

Geo. B. Link, who kept a grocery store at 954 Yonge St., Toronto, committed suicide on May 30 by throwing himself in the city reservoir. He left a note addressed to his wife and children bidding them good-bye and saying he had nothing more to live for. His wife says he had been more or less weak in his mind for some time past. He was about 50 years of age.

A DELICATE MATTER.

The following little letter, which appeared in a recent issue of the Hamilton Spectator, touches a matter which might well be commented upon, and which will be appreciated by a good many grocers:

To the Editor,—I want to say a few words to our city government on a delicate but important subject. You know that the grocery men get their fruit and vegetables out on the pavement, and you know that there are some pretty tall dogs. Now, you know what I want to say, and if you will help put it before our city government, you will help me out and do the public a great favor. What we want is vegetables on boxes or shelves above the high-water mark or inside the store. These wire screens they use over baskets are not waterproof, This is a delicate matter, but one the grocery men should attend to, because you know when people go to the store for cabbages and beets, they do not want to be obliged to take peas also.

CLEANLINESS.

TO INCREASE CURRANT CONSUMPTION.

The Greek currant syndicate, in order to increase the general consumption of currants, has begun advertising the merits of currants throughout different countries.

The first of these advertisements appeared in the May number of one of the women's magazines, and was as follows:

> Ask your Baker for
> CURRANT BREAD,
> Wholesome—Nutritious—Palatable.
> NOTE:—When buying Currants for home use insist on getting fresh goods.

Behind such advertising so general and indirect as this, there must truly be great faith. Currant bread is an ordinary thing—any baker can bake it. The idea of this advertisement is that contractors will demand currant bread of their bakers, who, to fill those demands, will be obliged to use currants. The "note" at the bottom is also destined to increase the consumption, by compelling grocers to keep a fresh stock. It would seem like a far cry to the time when advertising so indefinite as this could show an increase in the amount of currants consumed in this country.—The Grocery World.

PERSONAL NOTES.

Wm. R. Cummings, Cumming's Bridge, Ottawa, paid a call on The Grocer during his visit to Toronto last week.

J. G. Gordon, traveling representative of Maclure & Langley, Toronto, has just returned from a three months' trip to Europe.

J. L. Bathgate, of Scott, Bathgate & Co. Winnipeg, was a visitor to Toronto last week.

S. M. Ewing, of S. H. Ewing & Son, Montreal, spent a few days in Toronto last week, among the firm's numerous customers.

Wm. Ramsey, formerly a prominent wholesale grocer in Toronto, who has for many years been resident in Scotland, is visiting in Toronto again this week.

Alderman N. Lapointe left Montreal Tuesday evening for the southern States. Mr. Lapointe intends to investigate the probabilities of the fruit crop for the summer.

D. A. Philips, one of the "Witch" Co.'s representatives, fell from a ladder when tacking up some advertising in Wright's grocery store in London recently, and injured his ankle. He will be laid up for some time.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

Canadian Agents.

MADE

Of The Best! For The Best! By The Best!

Young's Elite Toilet Soap

"The Soap of Quality"

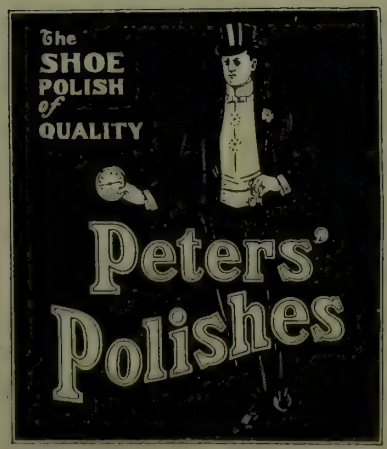
A Soap of Highest Quality, beautiful creamy lather, delicate perfume, for refined people.

Made Expertly by an Expert

THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

It is up to you—
NOW to try
Casson's
Worcestershire Sauce
which is made by Britishers in this British Colony
—Canada ? ? ?—

Write **The John Casson Co.**
57 Front St. East, Toronto



I want responsible and energetic brokers and agents in Montreal, Halifax, St. John, Winnipeg, and Vancouver, for

PETERS' POLISH

(The best shoe polish made)

Will pay good commission to responsible representatives.

M. PETERS
617 Queen St. West, Toronto

O'MARA'S HAMS

The English beef, the Welshman goat,
The Scotchman mutton gnaws,
The Esquimo holds walrus fat
Between his greasy paws,
The Frenchmen nibble froggie's legs,
New Yorkers gobble clams,
But Good Canucks, who know what's what,
Stick to **O'MARA'S HAMS.**

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - - ONT.

New Butter

Creamery or Dairy. Supplies are coming in more freely, and prices are lower.

New Cheese

are now on the market—not so good as old cheese, but lower in price.

New Hams and Bacon

Always new, because we keep no old stock.

F. W. Fearman Co.
Limited
Hamilton, Ont.

Sell the Best

"Canada First" Brands Evaporated Cream and Condensed Milk

Prepared in Modern Sanitary Factory.
Manufactured and Guaranteed by
The Aylmer Condensed Milk Co. Limited
Factory, Aylmer, Ont.
Sales Office, 39 James St. South, Hamilton, Ont.

Write for Prices on . . .

Ryan's

Short Roll Bacon

The cheapest and tastiest meat on the market. It's the biggest seller in the trade. Made from carefully fed young hogs, mild-cured, and extremely tender. It will pay you to introduce this fine line to your customers.

The WM. RYAN CO. *LIMITED*
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Cheese and Butter Quiet With New Make Coming in Largely—Demand for Provisions Stronger With Warm Weather—Will the Canadian Farmer Raise More Hogs?

CHEESE AND BUTTER BULLETIN

Montreal, June 3, 1908.

The cheese and butter markets have been comparatively quiet during the past week. The Board of Trade returns indicate some improvement in comparison with last year in receipts. However, they will have to improve considerably before they reach last year's figures. The receipts of butter for the week ending May 30, 1908, were 10,687 packages, as compared with 10,537 packages for the week ending June 1, 1907. These figures show a small balance in favor of the present season. The season's receipts up to May 28 were 21,287 packages, as against 43,607 packages for the same period last year. These figures indicate a falling off of one-half, as compared with the record of 1907.

The receipts of cheese for the week ending May 30, 1908, were 37,468 boxes, against 48,770 boxes for a corresponding period last year, and the record for the season up to May 30 was 95,298 boxes, against 128,204 boxes for the period June 1, 1907.

The increasing supplies of both cheese and butter which are arriving, owing to the prevailing weather conditions which have been admirable, will lead to some accumulations unless the local demand becomes extraordinary, or the export demand increases. The latter is at the present time almost nothing. Since the last report considerable has appeared in the press concerning the green cheese problem, and in some quarters the expressions have been decidedly plain. It is pointed out that Canada cannot afford to lose her reputation for fair and square dealing for the sake of a few whose ideals apparently are extremely mercenary, and who do not possess sufficient national spirit to refrain from these practices, which are decidedly small, to say the least of them. Men who have the interest of the country (as well as their own) at heart, state that the present publicity which this question is receiving will surely result in the passage of adequate legislation which will put a stop to the practice.

The reason of the present remarkable quietude in the export business is due, according to advices from London and Liverpool, to the fact that people have had their attention diverted to less expensive commodities by the high price which prevailed in the cheese market, and even the advent of warm weather and the increased outdoor work has not been sufficient to turn their gaze towards cheese. This argument would seem a fairly logical one if we knew the Englishman's appetite was as easily turned from the favorite paths, but it certainly has not been a national characteristic in the past.

So far as butter is concerned, it appears to be the price which has interfered seriously with the export business, and the fact that Australian and other Antipodean products (to say nothing of Siberian. Danish and other makes) have rendered it impossible for the Canadians to compete in the British markets. In any case, not much attention has been bestowed on the export trade, owing to the fact that local demands have been sufficient.

The last week has been decidedly dull in the butter market, nothing of any importance having occurred. First creamery is quoted at 22c, and dairy, of which there is very little arriving, at 19c.

The local cheese market is quoted at 11¼c to 11⅜c.

Shipments of cheese from Montreal last week were 21,591 boxes, as compared with 20.706 boxes for the previous week, and 34,005 boxes for the corresponding week of last year. There were also shipped from Quebec 1,081 boxes, making total exports for the week of 22,672 boxes. The total exports from Canada since May 1 are 142,125 boxes, as compared with 196,232 boxes for corresponding period of last year. Butter has not been exported so far this season.

THE PROVISION SITUATION

There seems to be something radically wrong in the provision market of Canada. When prices rule high and great scarcity of a commodity, prevails in a special market of a country which possesses all natural advantages to render such a situation improbable, naturally there must be a good reason and the behaviour of the provision market has been such that it calls for some comment.

Since last fall prices have almost continually been very high and there has been a great scarcity of hogs. In discussing the situation with various packers the reason advanced was that the farmers had difficulty in getting the proper feed with the result that so many hogs were not raised. Another, perhaps less charitable dealer, asserts that the farmers have gotten rich out of the hog industry and, therefore, have become indifferent to the demand. Ontario furnishes a large proportion of the stock supplied to the packing houses and in this province the production has fallen off greatly. Some members of the trade do not predict anything very serious, as the fact that so much publicity being given this shortage it is thought will act as an inspiration to the farmers and the yield will again become normal. At the present high prices which rule in the home market competition is precluded in the English market with the Danish and Irish product. If the Canadian farmers could take a lesson from these producers it would be well for them as these producers certainly obtain magnificent results with vastly inferior natural resources. This condition is an economic one which often prevails in new countries. In older countries with denser population and therefore infinitely less land area per capita, every square inch of their soil is taken advantage of and the people are taught to be less careless of natural resources and as a consequence they have a highly concentrated form of farming which is relatively, so far as production is concerned, when compared with a great area like Canada, really amazing. At the present moment there are only about 20,000 hogs arriving per week at Canadian factories and one plant alone has a capacity for this amount. The total capacity for all the packing houses of Canada is somewhere in the neighborhood of 150,000 hogs per week. Considering these facts, it can be readily seen that Canadian packers are not being kept very busy. The situation is one that will bear a good deal of consideration.

Toronto, June 3.

Conditions are comparatively quiet in Canadian packing houses this week. Cables from London report that market as overloaded with Danish bacon and offering little inducement for the Canadian product at present prices. Packers, however, are shipping light supplies to fill the demand which always prefers Canadian product.

Danish "killings" fell off very largely last week as the result of a very generally observed church festival and the aggregate only amounted to 13,000, about 30,000 less than the usual deliveries of late. Stocks of Danish bacon have been kept pretty heavy, however, by the extraordinary shipments of the last few months and it would take some time to clear the market. American shipments last week were moderate at 13,000 boxes.

Deliveries at some points in Ontario were much above the average last week,

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

Saskatchewan Merchants!!
Get highest **CASH** prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street, E., Toronto

Are You Selling Eggs?
We are open to buy in quantities. Write or 'phone us to-day.
EGG CASES SUPPLIED
Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

but Toronto packers report only slightly above the usual. Prices offered this week are $5.75 to $5.90 f.o.b. and $6 to $6.15 off cars at factory.

The demand for hog products is expected to increase with the advance of the warm weather and higher local prices are looked for.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Local demand is fair, otherwise there is not much activity. Prices remain the same. Car lot orders are chiefly conspicuous by their absence.

Lard, pure tierces	0 12½
" 56-lb. tubs	0 13
" 20-lb. pails, wood	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 13
" " 5-lb. "	0 12½
" " 3-lb. "	0 12
Lard, compound, tierces, per lb.	0 08½ 0 09½
" " tubs	0 08½ 0 09½
" " 20-lb. pails, wood	0 09 0 09½
" " 20-lb. pails, tin	0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08½ 0 10
" " " 5-lb. "	0 08½ 0 09½
" " " 3-lb. "	0 08½ 0 09½
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork	22 00
Canadian short cut clear	22 00
American fat back	23 00
Breakfast bacon, per lb	0 13 0 15
Hams	0 12½ 0 14½
Extra plate beef, per bbl.	13 00 14 50

BUTTER—The butter market is somewhat easier this week, owing to the continued good supply. In view of the fact that there is no export demand local dealers are having to take care of all supplies coming forward. Weather being too hot for dairy large rolls all dairy is coming forward in boxes and tubs. The local demand is good and receipts are satisfactory.

Fresh Creamery, solids, l	0 22 0 22½
" " prints, lb	0 22½ 0 23
Dairy, tubs, lb.	0 17 0 20

CHEESE—The local market is steady and prices are unchanged. There is no export demand, which, in addition to the fact that receipts are large, accounts for the accumulations which are beginning with dealers.

Cheese, old	0 15 0 15½
" new, large	0 11½ 0 11½
" " twins	0 11½ 0 12

EGGS—The hot weather has reduced the price of eggs from a ½c to 1c doz., and supplies are coming in freely. The demand, owing to the low price, is very good. Unfortunately the warm weather has had a very noticeable effect on the quality, as many shipments contain a large percentage of bad eggs. The present good supply is causing dealers to begin storing.

New laid	0 16½ 0 17
No 2 Eggs	0 15 0 15½

HONEY—There is very little business passing in this market and the product is scarce with demand slow. Prices are unchanged.

White clover comb honey	0 14 0 15
Buckwheat, extracted	0 09 0 11
Clover, strained, bulk	0 10 0 11½

TORONTO.

PROVISIONS—The market is fairly active and the past few warm days have created a demand for cured and smoked meats. With the summer season just at hand the prospect for future business is good. The demand has improved over that of a week ago and the supply has been liberal. The increased call for the various meat lines has firmed up the prices, though they remain unchanged, compared with a week ago. Some of the pork packers say the increased buying has made things look brighter around the factories, and an increased output is the result. The retail trade felt an immediate quickening of sales the first warm day.

Long clear bacon, per lb	0 10½ 0 10½
Smoked breakfast bacon, per lb	0 14 0 15
Roll bacon, per lb	0 10½
Small hams, per lb	0 14 0 15
Medium hams, per lb	0 13 0 14
Large hams per lb	0 12½ 0 13½
Shoulder hams, per lb	0 09½ 0 10
Backs, plain, per lb	0 16½
" pea meal	" 17
Heavy mess pork, per bbl	18 50 19 00
Short cut, per bbl	21 00 22 50
Lard, tierces, per lb	0 11½
" tubs "	0 12
" pails "	0 12½
" compounds, per lb	0 9 0 10
Plate beef, per 200-lb. bbl	14 50 15 50
Dressed hogs	0 8 08½

BUTTER—A still further lowering of price is the feature of the market this week, and before another week goes by butter of good grade may be had around twenty cents. The supply is rather free and the price uncertain. Take the best dairy, for instance, although 19 and 20 cents are quoted, if a buyer comes along for a fairly large lot he may buy at practically his own price. Indeed butter was retailed on Saturday two cents lower than the quoted wholesale price. The present conditions in the country had much to do with that however, for the cows are now changing their feed from fodder to fresh grass in the pastures, and it may be a few days yet before the best grass butter is offering. On all sides reports come to hand saying the pasturage is the best in years. Since the decline in price no large rolls are offering and bakers' butter is off the market.

	per lb.
Creamery prints	0 22 0 23
Creamery solids	0 21 0 22
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 19 0 20
" " ordinary	0 18

EGGS—The market price is still firm and although the supply is freer, the demand too, has increased. The past few days, warms days, however, have slackened the selling to retailers, as the buying public are now taking breakfast bacons, etc., instead. Dealers are packing at present prices, although not so much as a year ago, and the opinion is expressed that eggs will be high in price next winter and spring. There appears to be a well grounded rumor to the effect that egg prices will drop before the end of the week. The decline, however, will not amount to much, so far as the retailer is concerned, as the egg dealers are competing in the country for the privilege of buying.

Eggs, new laid	0 18

CHEESE—An easier market price is ruling this week although the output of the factories is smaller than a year ago. The local demand is not at all great and the supply is fully equal to any calls made upon it

Cheese, large, prime old	0 11
" " " new	0 11½ 0 12
" twins, new	0 12½ 0 12½

POULTRY—The market is opening out fairly well and prices are firm. No dressed fowl are offering, as the hot weather makes it very hard for them to be kept. All the prices quoted below are therefore for live weight.

Spring chickens, per lb	0 30 0 35
Hens, per lb	0 10 0 12
Ducks, per lb.	0 12 0 14
Turkeys, per lb	0 11 0 13

Creditors are in possession of Brown & Co.'s grocery store in Winnipeg.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.
Windsor, Ont.

There is a Growing Demand

for ready-to-serve foods. Many dislike the trouble of home cooking; others lack the facilities. The trade of each is held on quality.

The housewife who once tries

Heinz Baked Beans

(In the Heinz Improved Tin)

uses them in preference to all others because they are really baked in ovens with dry heat like the home made kind.

The demand for Heinz Baked Beans makes them a profitable staple. No spoilage—no loss of any kind and they're thoroughly guaranteed.

You may refund purchase price if they ever fail to suit.

Anything that's "HEINZ" is Safe to Sell.

H. J. HEINZ COMPANY,

New York Pittsburg Chicago London

There is only **one**

BOVRIL

the Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

BOVRIL LTD., have the honour to hold the appointment by special warrant to
H.M. King Edward VII.
H.M. the King of Spain.
H.M. the King of the Belgians.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street
A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf
R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street
W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue
A. C. URQUHART & CO. - - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

PETERBORO CEREAL CO.'S MILL BURNED.

Fire on Sunday Afternoon Causes Heavy Loss.

On Sunday afternoon, May 31, about 5 o'clock a fire broke out in the milling room of the Peterboro Cereal Co.'s works, at Peterboro, and in a short time the greater part of the three storeys of the mill, together with the machinery, were completely destroyed.

The packing room adjoining was also pretty well gutted and the elevator part of the works considerably damaged. The cause of the fire, which lasted for three hours, is unknown. There is an insurance of $5,000 on the building and $35,000 on the stock. The loss has not yet been estimated.

S. G. Adams, Calgary, Alta., has taken over the Perrin Biscuit Company's Calgary branch. Mr. Adams was for five years traveler for the company.

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

Fussell's Milk and Cream

(BUTTERFLY BRAND)

Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to

Fussell & Co., Ltd., 4, Monument St., London, Eng.

500 WATCHES ALREADY WON.

Prices and Particulars of the Agents

John W. Bickle & Greening,	Hamilton, Ont.
Carman Escott & Co.,	Winnipeg, Man.
J. S. Creed.	Halifax, N.S.
C. Fairall Fisher	Montreal
Sol. Oppenheimer	Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The experience of a great many grocers has taught them that

Mott's

"Diamond" and "Elite" brands of

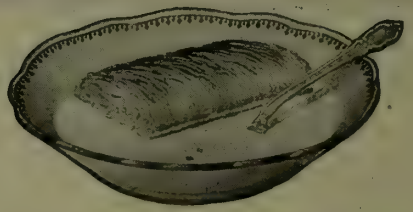
Chocolate

have made for them many good and paying customers. If you have not handled these brands place an order through your jobber.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary



"It's All in the Shreds"

The original and only "hard times" food is

Shredded Wheat

because it restores confidence and is the only substitute for heavy meats and other expensive foods, furnishing more real nutriment with less tax upon the digestion and the pocket book.

It is a "good times" food for the grocer because it yields a good profit all the year round—in good times and bad times. The cleanest, purest, most nutritious cereal food made in the world. Tell your customers about it.

The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Flour Trade Shows Some Encouragement—Ontario Prices Easier—Cereal Markets Also Brighter.

The splendid crop outlook in all parts of Canada and the prospect of lower grain prices is having its effect on the markets this week. Farmers who have been holding their grain in anticipation of higher values are now rushing it into market and with such excellent prospects for this season's crop and not too brisk a demand, prices tend to an easier point.

Eastern markets seem to be as yet unchanged, with very fair business. Some Ontario millers have eased off a little on Manitoba grades during the week and a declining tendency is noticeable.

The fine weather seems to have brightened up the demand for cereal products and manufacturers are reporting better local demand for their products. Prices generally are pretty well on a basis with those given at last report.

MONTREAL.

FLOUR—A good local demand is practically all that can be said about the flour market this week. Prices are unchanged.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 10
Glenora	5 70
Manitoba spring wheat patents	6 10
" strong bakers	5 50
Five Roses	6 10
Harvest Queen	5 50

FEED—The demand remains good and prices are unchanged.

Ontario bran	23 00 24 00
Ontario shorts	25 00 27 00
Manitoba shorts	26 00 27 00
" bran	23 00
Moullie, milled	27 00 31 00
" straight grained	27 00 33 00
Feed flour	1 50 1 60

ROLLED OATS—Rolled oats continue to meet with a good demand and prices have not changed during the week.

Fine oatmeal, bags	3 27
Standard oatmeal, bags	3 20
Granulated "	3 20
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 70
Rolled oats, 90-lb. bags	3 00
" 80-lb. bags	2 75 2 80
" bbls.	5 85 6 25

TORONTO.

FLOUR—The encouraging crop reports and consequent weakening in wheat values is having some effect and an easier feeling is noticeable this week. Some Ontario Millers have dropped their prices on Manitoba grades 10c. Little export business is being done.

Manitoba Wheat.	
90 per cent. patents	5 45 5 60
85 "	5 20 5 40
Strong bakers	4 90 5 10
Winter Wheat.	
Straight roller	4 50 4 60
Patents	4 60
Blended	5 00

CEREALS—The fine weather seems to have brightened up local demand considerably and dealers report business considerably better this week. Wheat is coming in fairly well, Oats are not so free.

Rolled wheat in barrels, 100 lbs	2 90 3 00
" oats in bags, per bag 90 lbs	3 85
Oatmeal, standard and granulated, in bags 98 lbs	15

NEW REFRIGERATOR CAR.

English System, Which Obviates the Use of Ice.

A new refrigerator car, the design of two Liverpool experts, has been put upon the English market. The London Times, in describing it, says :

"Up to the present practically no improvement has been made in the ordinary icebox car for carrying perishable produce, a system that has decided limitations. The car now introduced accomplishes the cooling by means of a mechanical refrigeration plant, which consists of a small inclosed type ammonia compressor of special design, mounted on one end of the car; an ammonia condenser designed for cooling by the air current produced by the motion of the car and placed on the roof; an expansion valve arranged to keep, automatically, a constant pressure in the evaporators within the car, and consequently a constant temperature therein, and ammonia evaporators placed in suitable positions inside the car arranged to provide a regular supply of cold to keep the car temperature constant during stoppages. The compressor is driven from one of the axles by chain gearing, a change speed gear and disengaging mechanism being interposed between the axle and compressor. The driving wheel placed on the axle may be arranged to allow the toothed part to swing in either direction, and thds keep in the same plane as the driven wheel on the intermediate shaft.

"The advantages claimed for this type of car over those now in use are that it is independent of any ice supply whatever; it is available at any point on the line and at all times; it obviates delays due to icing, and, in addition, the expense attaching to ice storage and filling; it effects a lower temperature than is possible with ice tanks; it can undertake any length of journey without renewals, and it is free from the risks due to careless or insufficient icing."

INTERESTING TRADE MARK DECISION.

An interesting case regarding a matter recently treated editorially in these columns has just been decided in the United States Circuit Court for New Jersey. Walter Baker & Co., the chocolate manufacturers, took action against R. V. Delapenha & Co., of New York, on the ground that the product sold by them, representing a Swiss manufacturer, and known as Auto Noisettes, was an infringement of the word "auto," and the figure of an automobile, as registered by the Baker Co.

The defence was that the marks had been used by the manufacturers in Switzerland before the Baker Co. had registered them ; that the marks were not alike, and that the Swiss products were made partly of ground filberts and therefore were not the same class of goods as the plaintiff's sweet chocolate. Notwithstanding this, an injunction with costs was given the plaintiff.

Thousands of Dollars

are spent every year on Soda Biscuits. And it is a noticeable fact that in those districts where the grocers specialize on

Mooney's Perfection Cream Sodas

the sale of soda biscuits is the largest. Which indicates that Mooney's Perfection Cream Sodas are the best brand for you to handle. The best test is to eat one yourself. You will find it the daintiest, freshest, crispest soda biscuit you ever ate. Just try it !

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH

TRADE NOTES.

Fleurant & Frere, grocers, Montreal, have dissolved partnership.

A milk condensing plant will be erected shortly at St. George, Ont.

Dickie & Fraser, grocers, Vancouver, B.C., have dissolved partnership.

Mrs. Ida Sneath, grocer, Toronto, has sold her business to W. J. Brown.

Samuel Murray's Martintown, Ont., cheese factory was burned last week.

W. E. McConnell, Morewood, Ont., is advertising his general store business for sale.

Harry Tolson, Moose Jaw, Alta., has sold his South Hill grocery business to J. Wilson.

La Rochelle & Robillard, fish merchants, Vancouver, B.C., have dissolved partnership.

W. A. McMaster, Havelock, Ont., has purchased the grocery business of Thompson Bros.

O. J. Sparrow has bought the grocery business of Sproule & Higginbottom, of Flesherton, Ont.

The assets of D. Boisvert, general merchant, St. Boniface de Shawinigan, Que., were sold on May 26.

S. J. Wilson, Wilson Grocery Co., Gananoque, Ont., has gone to British Columbia to enter business there.

Cameron & Downey, general merchants, Vankleek Hill, Ont., are succeeded in business by Bertrand Bros.

H. J. Merritt's grocery store, Louisville, Ont., was entered by burglars last week and $100 worth of goods stolen.

A meeting of creditors of the Austrian Trading Co., general merchants, Yorkton, Sask., was held last week.

The New Dundee Farmers' Co-Operative Creamery Co., Ltd., has been granted a charter to manufacture and deal in butter and cheese.

George Hadden's grocery store, Picton, Ont., was burglarized last week, and $15 in cash and some valuable articles and other goods were stolen.

The Harbor Cheese Factory Co., township of Fitzroy, Carleton county, Ont., has been granted a charter to manufacture and sell cheese and butter.

The North Port Canning Co., Ltd., North Port, Ont., capital $40,000, has been granted a Provincial charter to preserve fruits, vegetables and meats.

The fruit merchants of Portage la Prairie, Man., propose establishing a wholesale fruit warehouse in that town to obviate the necessity of buying in Winnipeg.

The British Columbia Wholesale Grocers' Association, at their annual meeting, held in Victoria on May 21, elected H. H. Cooper, of A. Macdonald & Co., Vancouver, president for the next year.

A 500-barrel flour mill and a 100-barrel oatmeal mill will be erected at Regina, Sask., by the Regina Flour Mills Co., to replace the one recently destroyed by fire. Some Minnesota men are said to be interested.

W. P. Bergin has built a new store in St. Adolphe de Howard, Que., and is now located in the building, which is one of the best of its kind in the neighborhood. It gives him plenty of room for the transaction of his business, which is rapidly growing among the tourists, farmers and others living in the neighborhood, or residing temporarily in the district.

METALLIC CEILINGS

Are Artistic, DURABLE, SANITARY, and FIREPROOF
Easily applied, Cannot Crack nor Fall Off

Send us a sketch showing shape and exact measurements of your ceilings or walls, and we will submit designs, estimates and illustrated booklet free.

WRITE US NOW

Metallic Roofing Co., LIMITED
Manufacturers
TORONTO & WINNIPEG
(46)

Western Canada Factory,
797 Notre Dame Ave., Winnipeg.

MEGS
NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

The Uniform High-Grade Quality of
Ridgways TEA
has built up our reputation and steadily increased our business until now our sales amount to fourteen million dollars yearly, a fact that will prove RIDGWAYS TEA is a business-getter.
CANADIAN OFFICE: VANCOUVER, B.C.
Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
The Wiseman Ashley Co., Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

They Can't Use This Signature.

W. K. KELLOGG

on a package is your absolute protection in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Bannatyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and Victoria, B.C.

Kellogg's Sanitas

What Cocoa Are You Selling?

Not what cocoa are you KEEPING! To you, a cocoa or anything else is only so good as it SELLS. You can't keep

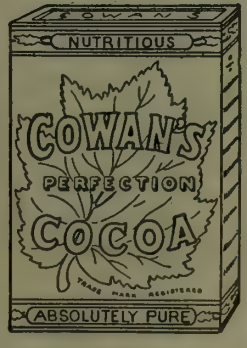
COWAN'S

Cocoa and Chocolate

It sells everywhere — all the time

Long experience with the trade in Canada has taught us to produce cocoa and chocolate that

YOU CAN SELL



The Cowan Co., Ltd.

AT LAST

NATION'S TON-NIK

LEMONADE POWDER

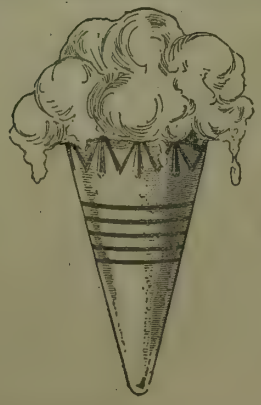
Non-intoxicating but a "pick me up."

Always Ready in ½ lb. Tins.

Agents: ***GREEN & CO.,*** *25 Front St. E., Toronto*
CARMAN-ESCOTT CO., *141 Bannatyne St., WINNIPEG*

Manufactory—BRISTOL - ENGLAND

THE DOMINION WAFER CO.



44 St. Vincent Street,
MONTREAL

BISCUIT CUPS

A specialty

Ice Pies,
Ice Cornets,
etc., etc.

Dealers in
Choice
Ice Cream

TEL. MAIN 1310.

"Men Who Sell Things"

Chapter IV.—The Order-Taker and the Drone Identical—"Heart Work" and Faith Needed to Win Success—The Two-Wheeled Man and His Failure—Aspirations and Openings.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER IV.

THE ORDER-TAKER.

It's a good thing for the man who looks at the corns on his hands to remember that on Easy Street the corns are on the heart.

The Order-taker and the Drone are identical. Men of this stamp while waiting for an inspiration would find success at once, if they were not so afraid of a little perspiration.

The salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie. The only difference is that his capacity is more limited. Even having things thrown to him worries and wearies him. Mental and physical courage is lacking in his make-up to the extent that anything like effort of any sort is foreign to his comprehension when it is necessary to go after business.

As says the rag-time song, the Drone aimlessly wanders through life in the atmosphere of—"I don't know where I'm going, but I'm on my way." He is bright enough in many respects, but a natural born ne'er-do-well.

Imagine a salesman with just sufficient energy to send out advance cards and check trunks from one town to another; whose sole ambition seems centred in drawing his breath and his pay, and you have a life-size picture of the Order-taker.

The Order-taker drops out of the race at the first wayside shelter on the slope of Mount Success; but he is a different type from the Knocker, as he does no actual harm, though he fails to get anywhere. Besides, knocking requires energy, even if perverted. The mediocre capacity must be eked out by brave resolve and persistent effort.

Heart Work Needed.

When the old lady was training her son for the trapeze, the boy made three or four rather ineffectual efforts to get over the bar. Then she was heard to suggest. "John Henry Hobbs, if you will just throw your heart over the bar, your body will follow."

And thus it is with the salesman who is inclined to take things easy. If he will just throw his heart into his work, success will follow, and then he will see the employer's and employe's interests going forward hand in hand, as they should go, supporting each other.

William Matthews, at one time Professor of English Literature in the Chicago University, writing on the subject of Self-reliance, in "Getting On in the World," says:

"A lobster, when left high and dry among the rocks, has not instinct and energy enough to work his way back to the sea, but waits for the sea to come to him. If it does not come, he remains where he is, and dies, although the slightest effort would enable him to reach the waves, which are perhaps tossing and tumbling within a yard of him."

The world is full of human lobsters, men stranded on the rocks of business, who, instead of putting forth their own energies are waiting for some grand billow of good fortune to set them afloat. There are many young men of vivid imaginations, who, instead of carrying their own burdens, are always dreaming of some Hercules coming to give them a lift.

HE'S EXPECTING YOU.

When a wholesale or manufacturing house has something special to offer the trade, it can help its travelers materially by advertising in the trade newspaper. It quite often happens that the retailer doesn't want to see the traveler. The traveler doesn't get a chance to state his proposition. But if the retailer is first interested in a proposition through his trade paper, he will be waiting for the traveler to come along to give him more particulars. Trade paper advertising assures a welcome for the traveler.

"The hardest fortune of all is to find fortune easily."

Good hard work is one of the richest blessings that God has given man. The Idler, the Drone, the Order-taker, or whatever we may choose to call him, either in salesmanship or out of it—the man who fails to make the most of his privilege to work and amount to something—sins not only against his Maker, but against himself and society.

Many an otherwise good salesman has remained all his life in the light-weight class, solely because he lacked faith in himself.

"Faith is the lever that moves mountains."

"Faith is not faith until it gets into your fingers and your feet."

Faith begets faith. The salesman who has faith in himself has faith in his territory and faith in his house. His employers and his customers, seeing the strength of his position, place their faith in him also.

Faith and Its Function.

There is no standard broad enough or high enough with which to measure the value of faith in the commercial world. It is the Alpha and Omega of all business activity. It is the guiding star, shedding its beams of trust, confidence, goodwill, and good-cheer along the pathway of every successful transaction, large or small. There can be absolutely no trade without faith; hence, its indispensableness as a commercial asset.

The salesman of little faith in himself is not only enveloped in doubt and mistrust, so far as his ability to win for himself is concerned, but his faith in his proposition, his employers, and his fellow-workers hangs in the balance, reducing his chances for success to the minimum. He is apt to be peevish, ill-natured, and enshrouded in an atmosphere of insecurity, and he soon drops into oblivion or joins the large class of "floaters" who are continually looking for a job.

A salesman, to succeed, must not only have faith in himself, but faith in the article he is selling. He should approach his customer in such a manner as to leave no room for doubt that he himself believes what he says of the article he has to sell.

In a salesman of this character, faith is the source of courage, industry, and perseverance. It makes for him a strong personality. He surmounts all troubles by dint of his own energy. His name spells S-U-C-C-E-S-S.

Wishes Instead of Work.

Some one has said: "The trouble with too many young men is that their wishbones are where their backbones ought to be."

A practical psychologist asks the question:

"Did you ever say 'I can' and 'I will' with the strong feeling that you spoke the truth? If so, you then felt within you the thrill which seems to cause every atom of your being to vibrate in harmony with some note in the grand scale of life which has been sounded by the I AM—the real self.

"If so, you caught a momentary glimpse of the inner light; heard a note of the song of the soul; were conscious for a moment of yourself, and in that moment you knew that untold power and possibilities were yours. You felt somehow that you were in touch with the source of strength, knowledge, happiness

and peace. You felt that you were equal to any task, capable of executing any undertaking. All the universe seemed to vibrate in the same key with your thought."

Sam Jones, the famous Southern wit, lecturing on Faith, once said: ,

"You well know what it is to pull on a cold collar. It takes a good tame horse to do it. You hitch him up of a cold, frosty morning, hitch him to a big load, and he sets to and pulls it off like a mule. That is what we call a work of faith. it is pulling on a cold collar. That kind of horse you can hitch to a tree on a frosty morning, and he will make a hundred set pulls at it. That is what we call a work of faith—pulling on a cold collar.

"I knew a fellow once who had a wagon-load of wood to haul to camp, and it was a cold morning. He hitched up his horses, but they would not pull a pound. He put a boy on each horse, and then ran them up and down, riding about two or three miles, and got them warmed up, and then hitched them up, and they pulled right off."

A dog will run a rabbit when he feels like doing it, and when he doesn't feel like it he won't.

A salesman of faith will show you what he is by what he does. If you will find me a salesman who is busy for his house, I will show you a salesman that has works of faith and will do his duty whether he feels like it or not.

Some salesmen think if they do a thing when they do not feel like it, they are hypocrites. Well, we will talk about that some other time.

"I feel it is my duty to do so and so."

Sing it out; you have heard such salesmen, haven't you?

The Pleasures of Work.

I tell you what it is: to a real live wide-awake salesman, his work is a pleasure; it is a privilege. All others should keep in mind the business aphorism. "They who do no more than they are paid for get paid for no more than they do."

You know, when they first built engines, they put only two wheels on them. They would run and make schedule time, but schedule time was only just three miles an hour, and it was all they could do to pull one car. After a while they put a jack under that engine and put eight more wheels under it, making ten in all; and that engine will cut along at the rate of fifty miles an hour, and will pull forty cars if you couple them on.

And then came the "great moguls"; those great living, snorting, prancing things of finest steel, with a speed of seventy or eighty miles an hour. That is the difference between the little two-wheeled fellow and the sort they run now. That is the difference between the Order-taker and the professional salesman. There are plenty of little two-wheelers in the business world. Brother, cut that two-wheeled business out, if you ever hope to make a schedule of more than three miles an hour.

What would you think of a man starting from home who would go trotting down the railroad on foot? You ask him why he doesn't take the cars, and he answers: "Well, I feel it is my duty to go on foot."

The Two-Wheeler Failed.

I remember very well one of these two-wheeled men. He crossed my path when I had been out on the road about three or four years. It was a "Ships-that-pass-in-the-night" sort of experience, which leaves behind the shadowy impression that something crossed your bow in the fading light, but you could not make out just what manner of craft it was, or where it hailed from.

I had been out on my advance trip with a line of ostrich goods and velvets, and was winding up the last week of an unusually successful fall business, when I was suddenly stricken with a serious case of blood-poisoning, contracted from opening a water-blister on my hand with a rusty knife-blade. I was working on my way home from northern Michigan, and had but a few towns left, when the doctor ordered me to take the first train home and see a first-class surgeon, adding that I had no time to lose if I valued my life.

I hesitated about taking his advice, hating to give up a winning streak of business; besides, I knew that my rival salesman from our house was working might and main to nose me out of first place on the sales list. That was not all. In the next town I had a slim hold on an account that had started new the season before, and as I was out ahead of my competitors, I felt that my chances were good to sell the customer his opening fall bill. The doctor finally convinced me that a dead salesman was of very little use; and not wishing to shuffle off this mortal coil at the very outset of my career, I went home and remained there for three weeks.

I worried and chafed under my enforced idleness, realizing that before I could get back to that town and my new customer, the country would be full of millinery salesmen just as eager for that first bill as I was.

As soon as convalescence set in, I wired him the exact date of my arrival, and not waiting for the bandages to come off, with my arm still in a sling, I set out to do the best I could in handling my trunks with the aid of porters and fellow-travelers.

I arrived on schedule time. Jumping out of the bus, I did not stop to register, but called to the porter to throw my trunks into the best sample-room he had, and was off like a shot for my customer's store.

Entering, I was filled with misgivings, half expecting some salesman had been there and secured that much-coveted bill ahead of me. I greeted him with as much confidence as my shaken faith would permit. I expected it; almost the first thing he said was, "A new man from —— & Co. was here a few days ago." But my hopes arose when he added. " But I didn't buy anything from him. His samples were not opened, and he came in sort o' looking as if he expected to be turned down. I really did want to see his line, and might have given him an order, having heard his house well spoken of; but I guess my greeting was kind of cold. When I said I didn't want anything anyway, and as long as his samples were not unpacked I wouldn't have him go to the trouble of opening them just for me, as it wouldn't pay him, he waited around for a few minutes for further confirmation, and then explained that, owing to his big territory and being late, he was making towns pretty fast, and that if there wasn't much I wanted he'd see me next trip. But I don't believe he will ever make another, do you?"

I thought as he did about it, and it afterwards proved that we were both right. To make a long story short, my friend told me just about what he had said to the other fellow—that he didn't want much, and he had made up his mind that he would wait until he went to market to do his buying.

Work Which Won.

I reminded him of his desire to see —— & Co.'s line, adding that as he was the only customer there, I was obliged to remain all the afternoon anyway, and would rather put in the time showing him the line than lie around the hotel office doing nothing.

It was not easy to budge him, but he finally said, "Well, my boy, if you have got grit enough to unpack your stuff with a game arm, just to show me your line, I guess I can find time to run over to the sample-room a little later."

He came before I was through unpacking and stayed long enough to give me a bill for over one thousand dollars, and helped me pack up when we were through.

No, he didn't buy from me out of sympathy for my crippled condition. He was too good a merchant for that.

On leaving, he said half to himself but loud enough for me to hear, "Most curious fellow I ever saw." Then aloud to me, "Likely I would have given him the bill I have given you if he hadn't been so confounded lazy."

While leaning back in the cushions, bumping along over the ties, did you ever say to yourself, "If I am a salesman, I'm going to be one all over, through and through; but I won't be a little, old, dried-up, knock-kneed, one-horse, shriveled nothing, anywhere"?

Some Aspirations.

Haven't you had a desire to rise above the sight of the kind of little fellow that you can pack in a sardine-box with nineteen others? You have never known much about salesmanship if you have never felt in your soul that you wanted to be somebody—something—so big that you could fly up, and up, and up. If you have had this sensation, then you know something about what salesmanship is.

(To be continued.)

Strawberries

Have to arrive this week, one car each day of fine stock, the best that can be procured. They are Marylands, Delawares and Virginias. Prices will be some easier, will bill at lowest market prices.

Pineapple market is little higher on 24s, fruit is fine and demand heavy.

Have full supply of Oranges, Lemons, Cabbage, Cucumbers, Onions, Tomatoes, Asparagus, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

Canadian Strawberries to be a Record Crop—First Watermelons of the Season —Old Vegetables Off the Market—Sea Salmon a New Fish Line.

An improving trade is being done all over the country in these markets, and the past week was splendid in all lines of goods. California oranges are being replaced by Mediterranean varieties. All American fruit and vegetables are of superior quality this year and the Canadian lines are expected to be first class. Pineapples and bananas have the call at present and lemons are well up in the race. Delaware strawberries are now being offered and are much easier in price. Canadian berries are expected to be on the market in a fortnight's time, and by all reports this season will be a bumper one for quantity, and the quality, too, will be A1. There was a tremendous lot of strawberry plants set out in the Niagara and Oakville districts and the growers are already looking about for pickers. Grimsby men say last year they got pickers from Buffalo. Other Canadian lines give every indication of a record yield. Every tree—peach, pear, cherry, plum and apple—was laden with bloom this spring and all the conditions seem to be O.K.

In the vegetable line tomatoes and Egyptian onions took a drop in price owing to the great quantities offering. New Brunswick Delaware potatoes are firm, as the demand is fully equal to the supply. All old vegetables are about done and a number of the early imported vegetables are off the market. The first Canadian line to go is celery, very little of it offering.

MONTREAL.

GREEN FRUITS—Navel oranges have advanced since the last quotations, now standing at $4 to $4.50. Mexicans, bitter and California blood oranges are now off the market. Sorrento oranges are being quoted at $2.25 to $2.50 in 160, 200 and 300 sizes. Pineapples have weakened a little, being quoted as low as $2.80, Other lines remain the same as last week. The demand was remarkably good during the hot weather, but fell off somewhat during the cooler days at the end of the week.

Bananas, fine stalk	2 00	2 25
Cocoanuts, new, per bag		4 50
Lemons	1 85	3 00
Navel oranges	4 00	4 50
Florida oranges, box		3 50
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	4 00	5 50
Pineapples, case	2 80	3 25
Grape fruit, box		3 25
Almeria Grapes, keg		6 00
Strawberries, qt	0 10	0 15
Apples	3 75	6 00
Sorrento oranges	2 25	2 50

VEGETABLES—Egyptian onions have fallen off ½c per lb. since last week, which is due to the increasing supply which is arriving since the opening of navigation. Boston lettuce is a little higher, having advanced 10c. New cabbage are also commanding a slightly increased price. New potatoes have declined 50c a bushel. Other lines remain the same as at last quotation.

Parsley, per doz. bunches		0 35
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	1 50	2 00
Turnips, bag	0 75	0 95
Celery, doz	0 75	1 50
Water cress, large bunches, per doz		0 75
Spinach, bbl	3 00	3 25
Green peppers, crate		3 50
Boston hot house cucumbers, basket	2 50	3 00
California asparagus, bunch	1 50	6 00
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket		3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Tomatoes, Florida, crate	4 00	4 50
Tomatoes, hot house, per lb		0 30
Spanish onions, small crates	0 70	1 05
" " large crates		3 00
Canadian onions, lb		0 03
Egyptian onions		0 02½
Boston lettuce, hot house, per doz	1 00	1 10
Radishes, doz		0 40
Canadian parsley, doz	0 25	0 30
Mushrooms, per lb		0 75
Horse radish, per lb		0 15
Beans, green, basket	3 25	4 50
French beans, wax	6 25	6 00
Egg plant, doz		2 50
California cauliflowers, per crate of 16		4 00
New cabbage, crate		2 25
Florida Celery crate	2 75	3 00
New potatoes, per bbl		5 0

FISH—Haddock and cod continue plentiful and prices are low. Lake trout, whitefish and pickerel are in good supply. Gaspe salmon is now beginning to arrive more freely and the price is coming down every day. Among the smoked lines haddies and kippers continue in fair demand, while other lines are slow. Dore is the only fish which has shown any advance since the last quotations, now being quoted at 10c, instead of 8c. Pike, whitefish, shad and oysters have all declined.

Fresh and Frozen Fish.

Brook trout, lb		0 18
Haddock, per lb	0 04	0 05
Fresh halibut	0 09	0 10
Mackerel, "		0 08
Dore, "		0 10
Pike, lb	0 04	0 05
Whitefish, lb	0 05	0 04
Flounders lb		0 08
Bluefish, lb		0 15
Shad, each		0 25
Striped Bass, lb		0 12
B.C. salmon, lb	0 09	0 10
Qualla Salmon, lb	0 07	0 08
Gaspe Salmon		0 25
Smoked and Salted—		
Haddies, box-s, per lb	0 07	0 07½
Kippered Herring, 50 in box	1 00	1 10
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 00
Strictly boneless pure cod, boxes	0 08	0 13
Boneles cod, 20 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb		0 04½
English strip cod 30 lb boxes per lb		0 09
Cod bits, 3 lb boxes, per lb		0 07
Oysters and Lobsters—		
Malpeques, bbl		5 00
Standards, bulk, per imp. gal		1 50
Standards quart tins, sealed		0 20
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl		3 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, large, lb		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		3 50

TORONTO.

GREEN FRUITS—A very good business has been and is being done. All lines of fruit are going well and the seasonable varieties especially are called for on all sides. California oranges are going off the market, and are being replaced by the Mediterranean varieties. Pineapples and bananas are slightly easier and are the two fruits mostly asked for. They are of excellent quality this year. Lemons, too, are first rate, and much selling is expected during the warm months. Strawberries are three

cents lower and are now coming from Baltimore vicinity and from the State of Delaware. Canadian berries are expected to be a record crop. California cherries are again on the market and a new line is watermelons, a Toronto house getting one of the first cars out of Florida. They are, though, a little dear yet for ordinary consumption, but the melons look good and should find a ready sale. Limes are another new line of fresh fruit.

Oranges, Navels	3 50	4 00
" Navels, small sizes	4 00	4 50
" Valencias, half cases	2 50	3 05
" Bahamas	2 00	2 20
Oranges, Mediterranean sweets		4 00
Oranges, Sorrento, boxes		2 50
" Massina Paterno, half boxes	1 60	1 75
" " Ovals, "		2 00
" Blood, half boxes		2 00
" Blood, California	3 25	4 00
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messinas, new crop	2 50	3 00
Grape fruit, 46's 54's, 80's	5 00	6 00
Grape fruit Bahamas	3 00	4 00
Apples, No. 1 winter fruit, fancy spies		5 00
" " " " extra		5 50
" No. 2 "	2 25	3 00
Bananas, Jamaicas, eights	1 25	1 50
Bananas, Jamaica firsts, per bunch	1 50	2 00
Bananas, jumbo bunches	2 00	2 25
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00
Pineapples	2 75	3 25
Strawberries, qts	0 15	0 17
Rhubarb, Canadian per doz	0 15	0 25
Cocoanuts, per 100		4 00
Cherries, California, box	2 75	3 00
Watermelons		0 75
Limes, per 100	1 25	1 50

VEGETABLES—Tomatoes have been arriving in such quantities that there has been a decided lowering in price, A few Florida tomatoes remain on the market, but the Texas variety is coming in in large quantities. Canadian lettuce has a great range of price, some selling as high as $1.25. Outside lettuce is selling at from 50c to 75c per dozen. All old vegetables are about done.

Celery, Canadian, per doz	0 30	0 40
Lettuce, imported "	1 00	1 25
Lettuce, Canadian, doz	0 30	0 75
Cucumbers, Canadian, per doz	0 75	1 25
Cucumbers imported, per hamper	1 75	2 75
Tomatoes, imported, per crate	2 00	2 75
Mushrooms, per lb		0 65
Radishes per doz., Canadian	0 35	0 50
Spinach, Canadian, bush	0 50	0 90
Asparagus, Canadian, per dozen	0 60	1 25
Beets, dozen bch	0 75	1 10
Carrots, dozen bch		0 75
Egg plant, case		3 00
Beans, wax, per bush		2 50
" white "		1 75
" lima, per lb	0 06½	0 07
Peas, new, hamper	1 75	2 50
New Brunswick Delawares, per bag	1 05	1 10
Potatoes, Canadian, per bag		1 00
Potatoes, new, bbl., Virginia		4 75
Potatoes, new, Texas bush	1 25	1 50
Potatoes, Bermudas, per bush		3 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 50
" per bag	1 45	1 50
" green, per doz., Canadian		0 15
Onions, Egyptian, per sack	2 75	3 00
Cabbage, new, per crate	1 50	2 25
Carrots, Canadian, per bag	0 50	0 75
Carrots, new, per doz. bunches		0 85
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 75	0 85
Parsley, per doz	0 20	0 50
Cukes, hamper	2 50	2 75

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 09
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 10
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Halibut, fresh caught		0 10
Shredded cod, per doz		0 90
Live lobsters		0 18
Bluefins, small white, per lb		0 07
Oysters, in shell, per 100		1 00
Haddock, fresh		0 07
Bloaters box		1 35
Lake Herrings, ½ bbl		3 00
Sturgeon, per lb	0 12	0 18
Sea salmon		0 16

FISH—A normal demand has been met with a normal supply. The fish men are satisfied with the trade now passing. Prices remain unchanged and sturgeon from the northern streams have been added to the list of fresh fish. The first of the season's sea salmon was put on sale this week and the price during the past ten days has been cut in two. We quoted sea salmon last week at 30c, although scarcely any was offering. Today it is 16c. The Atlantic salmon season begins about the middle of May, but the season this year appears to be a full week late. The first catch sold for 24c wholesale at the seaboard, but already the price is coming down.

STRAWBERRIES

Headquarters for Delaware and Baltimore Berries, direct cars daily. Quality now fine and in good shipping condition. Orders filled promptly and at LOWEST PRICE.

WHITE & CO., Limited

TORONTO **Branch at Hamilton**

It's Not Guesswork, Boys

It's a fact—this hot weather is certainly "doing things" to the "St. Nicholas" Lemon stocks—the best always go first. There won't be any St. Nick. Nov. Cuts left when "St. Nicholas" Verdellis arrive. Protect yourself by buying a little stock ahead.

W. B. Stringer & Co., Sole Agents, Toronto

FANCY RIPE

Pineapples, all sizes
Bananas, fat fruit

LOWER PRICES THIS WEEK
also
FLORIDA TOMATOES, Fine Quality
CAROLINA STRAWBERRIES, quart boxes

Send us your orders

HUGH WALKER & SON
GUELPH, ONT.

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Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
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FOR SALE

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

FOR SALE—Grocery business in Cobalt, for cash. Made $60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont.

GENERAL STORE BUSINESS—Live town; money-maker; must be sold at once. Apply W. F. Morley, 9 Front Street East, Toronto. (24)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

MERCHANTS—Have you accounts hard to collect? Try our up-to-date system. It brings results, costs little, saves money and worry. Write for particulars to Imperial Collecting Agency, 315 McIntyre Block, Winnipeg, Man.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

EXPERIENCED MANAGER, hustling salesman, age 30, enthusiastic, energetic, large experience on the road, capable organizer, invites correspondence from leading manufacturers. CANNED GOODS SPECIALITIES—sardines, fruits, etc. Sole agency Great Britain, or willing organize sales. Good knowledge of advertising. 10 live agents covering country. About 2,000 open accounts wholesale and retail grocers throughout the country. Independent hard worker. Highest credentials. Society guarantee. Only high class firms wishing permanent arrangements entertained. Salary, commission, expenses. Apply Box 32, CANADIAN GROCER, 88 Fleet St., London, Eng. [24]

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

NO BROOK TROUT IN TORONTO.

Local Fish Dealers Want Privileges Allowed in Other Cities.

The Toronto fish dealers have a grievance, and they are airing it. The Ontario law forbids them to handle trout, while Quebec leaves the door wide open, not only for catching and selling, but also for shipping. The result is that the New York hotels have Canadian trout on their bills of fare every day, while here at home none can be had.

Until a few days ago Quebec trout were shipped to Ottawa, Hamilton and London without question, while none has been allowed to be sold on the Toronto market. The dealers say that they do not want trout caught in Ontario, but they do want a look-in on the Quebec out-put.

A prominent dealer states that in all the years he has been in business he has not bought five pounds of Ontario trout, simply because he did not know where to obtain it. Most of the trout caught in Ontario is taken from fish preserves and what little is offered for sale is put at an almost prohibitive price—thirty to forty cents a pound—while Quebec brook trout is offered in fairly large quantities at from twelve to fifteen cents per pound.

F. Tremblay, general merchant, Les Eboulements, Que., has assigned.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

LEMONS First-class 300s. at $2.50 per box.

THE DAWSON COMMISSION CO., TORONTO

In daily demand

Sardines

are an almost daily requirement these warm days when the June breezes invite to picnics and outings. Nothing is more enjoyable than a lunch of

"King Oscar" brand
Norwegian Sardines

There is a distinct and appetizing flavor about Norwegian Sardines that has made them preferred to French pack by connoisseurs. Try them.

ASK YOUR JOBBER FOR THEM OR WRITE

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

Brunswick Brand Unequalled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

Sardines, Clams, Scallops, Herring in Tomato Sauce, Finnan Haddies and Kippered Herring

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

Connors Bros., Limited
Black's Harbor, N.B.

Orsi?

Dominion Fruit Exchange
Wholesale Commission Merchants

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Fruit, Vegetables and Produce. Special attention given to car lots.

We always get highest prices possible for our customers. Our commission is ten per cent. and no more.

You will save money by corresponding with us when you are open to buy or sell anything in our line.

AUCTION SALES: MONDAY, WEDNESDAY and FRIDAY.

WILSON'S FLY PADS

Pay retail Grocers a much larger profit than any other well-advertised article

Wilson's Fly Pads are sold by all Canadian Wholesale Grocers.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Royal Sport and Hogen Mogen

suggest to the fastidious smoker the cigars which are always uniformly excellent. He knows he can depend upon them. That is why it will pay you to stock them.

WE WILL BE PLEASED TO QUOTE PRICES.

The Sherbrooke Cigar Co., Sherbrooke, Que.

GROCERY FACTS.

Information the Grocer and His Clerk Should Have About the Goods They Sell.

COCOANUTS AND COPRA—In the east the cocoanut is marketed chiefly in the form of copra, a name applied to the dried meat of the nut, used in the production of oil, which is in turn employed in the manufacture of soap, candles and a so-called butter. The fibres are used in the manufacture of mattings, some of which are re-imported into the countries whence the fibers were obtained and they are also used in the manufacture of brushes, brooms, rope and twines of several kinds, according to the monthly bulletin of the International Bureau of the American Republics.

Formerly copra was obtained from the cocoanut by crude and primitive methods but at present there are plants established for the manufacture of copra, oil and cocoanut fibers with great rapidity, less expense and greater perfection. Machinery is used to break the cocoanuts and to facilitate the preparation of copra, and may be operated by hand, employing only two men, therefor. These two men can cut or break 6,000 cocoanuts daily.

Of the three important products obtained from cocoanuts—namely, cocoanut oil, flour and lard—the first product is manufactured at the place where the cocoanuts are cultivated, by extracting the white pulp of the nut and depositing the same in pieces in a wooden trough, from which the oil drops and flows by itself when exposed to the sun. As the liquid thus obtained abounds in impurities and is liable to decomposition, the copra or pulp is at present treated by means of improved processes, yielding as much as 60 per cent. of refined cocoanut oil in the factories established in Marseilles, which are the most important in Europe.

From this refinement of the cocoanut has naturally resulted the cocoanut lard industry, which has become so general abroad under the name of vegetaline, vegetable lard, taline and cocoaline. These lards are rich in nutritious substances and neither in flavor nor appearance remind the consumer of their origin. Its patrons have gone so far as to affirm that this vegetable lard is more nutritious than animal lard, inasmuch as it contains 90 per cent. of grease, while the animal lard, for instance, contains only 80 per cent. Cocoanut oil is used mainly in the manufacture of soap, three-fourths of the soap stock in the great manufactories of perfumeries consisting of cocoanut oil, which communicates to the paste formed an extraordinary fineness, rendering it also exceedingly foamy.—New England Grocer.

SEALING WAX—A compound of shellac and resin, melted in turpentine, and colored with vermilion, ivory or lampblack, and various other colors as required.

A good sealing wax may be made from six parts of powdered resin, four of red lead, two of vermilion, and two parts of powdered shellac.

GUILD CASE AGAIN POSTPONED.

Crown Secures Enlargement Till September 20th.

And still the famous Guild case drags on. It was set for trial on Wednesday of this week, June 3, and members of the Guild were very anxious that the matter should be finally settled but at Toronto on Thursday. May 27, Mr. Blackstock, K.C., acting for the department of the Attorney-General of Ontario, made application to Chief Justice Falconbridge for a postponement till Sept. 20, which application was granted. The reason given was that the Crown was not ready to proceed with its case.

The way this case has been handled by the Government has been exceedingly unjust to the defendants, the Wholesale Grocers Guild. It is two years since it was sent to a higher court and almost a year since a true bill was brought in. At one time the Guild asked for a postponement because of the absence of essential witnesses, but since then they have been trying to have the case brought on and disposed of but without success. The Attorney-General's Department has been instrumental three times in having it put off until now the whole matter is assuming something the nature of a farce.

Leaman & Walsh, grocers, Moncton, N.B., have dissolved partnership, Mr. Walsh retiring to enter another field. The business will be continued under the old name of H. G. Leaman.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

Display a Few Boxes of the
5c. CHAMPLAIN CIGAR 5c.
and watch your sales jump.
The cigar is right. Your profit is right.
The Tercentenary is working for your benefit
JOS. COTE, QUEBEC
Importer
Established 1887

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

WALKER BIN FIXTURES

The manager of a large Western Departmental Store shown above writes:—

"They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them .... We consider the money put into them a splendid investment."

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

IF DROPPING WATER

Wears away the hardest stone, what are the petty, annoying details of your business doing to you?

ALLISON Coupon Books

eliminate nine-tenths of the cases of friction between you and your customers by removing the cause.

THE PLAN

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere. Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

THE PERFECTION CHEESE CUTTER

It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

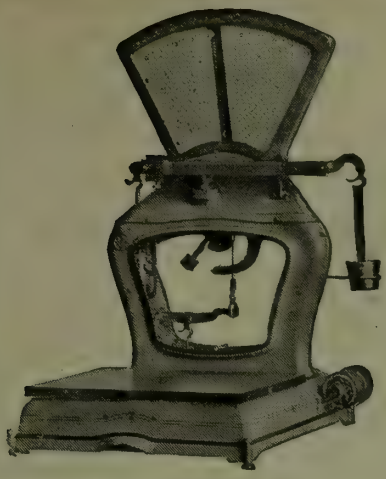
No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.



BEFORE YOU BUY A COMPUTING SCALE

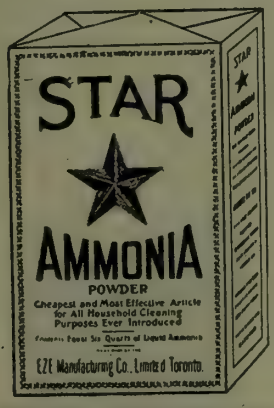
NO. 70 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
EZE Manufacturing Co., Limited Toronto.

OVER HALF A MILLION PACKAGES SOLD LAST YEAR. DID YOU GET YOUR SHARE?

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

BUY

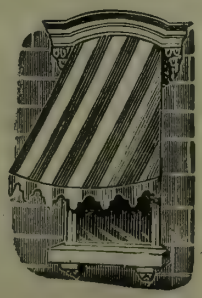
Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

CAME DAILY FOR OIL.

Chicago Boy Looted Cash Drawer While Grocer Went Into Basement—Is Sent to Workhouse.

The game that Anton Irman worked upon Grocer John Schramek, 922 Thirty-fifth street, was worthy of a better cause. For some time past Irman, who came from Chicago, provided himself with spending money by calling daily almost at Schramek's store with a kerosene can, having the grocer go into the basement where he kept the oil to fill the can, and meanwhile helping himself to the contents of the cash drawer.

This happened so often that Schramek began to believe that the place was bewitched, never suspecting the smooth Chicago boy. He appealed to the police and Detectives Seehawer and O'Gorman were given the case. They examined the premises, and suspecting Irman because of his daily visits for oil, gave the grocer instructions about the thief's capture.

The next time Irman called, Mrs. Schramek locked the front door from outside while her husband went into the basement. The police officers were then called and found Irman with several clearing-house checks which he had taken from the drawer. It is a peculiar fact that he never took cash, but clearing house checks. On a charge of vagrancy Irman was sent to the workhouse for ninety days.

MILWAUKEE EVENING WISCONSIN

Guard Yourself

How much have you lost from just this same source?

You cannot tell. But you can guard yourself against more losses.

Write for catalog B describing the different styles of Bowser Self-Measuring Tanks which prevent pilfering.

Keep the store as clean as if no oil was handled.

S. F. BOWSER & CO., Ltd.

66-68 Frazer Ave., Toronto

If you have an old Self-measuring Tank and want a new one, write for our liberal exchange offer.

STORE FITTINGS

of every description made to your order. Fittings that will make your store distinctive, at prices that will suit you. Write or phone.

J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 8357, Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

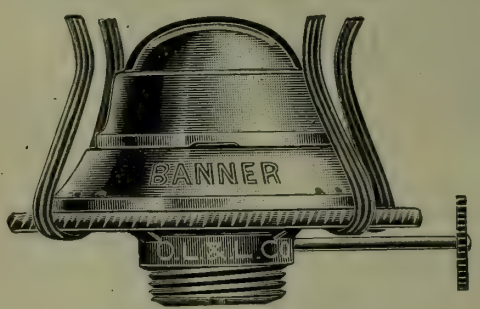
Queen City White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

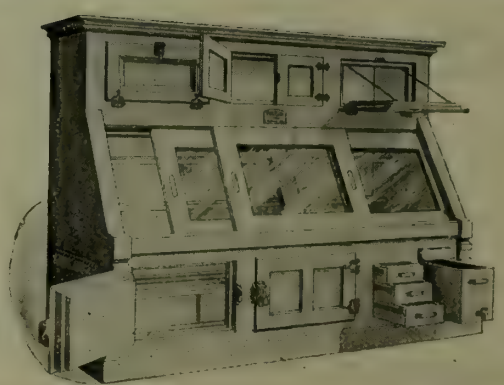
¾-lb.tins—3 doz. in case

Mr. Grocer, Be up-to-date and use the

Aubin's Patent Refrigerator

Perfect Dry Air Circulation.

Highest testimonials from leading grocers in Canada.



Made in 10 sizes.

Silver Medal Quebec Exhibition.

Diplomas:
Ottawa, Montreal and Toronto

C. P. Fabien
Manufacturer
Montreal

Toronto Sample Room: Stewart & Co.
Representative, 178 Victoria St.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 5, 1908

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	
1 "	12 "	Per case
1 "	16 "	$4 55

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 "	0 80
¼ lb. " 4 "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Rice

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

Wheat OS, 2-lb pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
Pancake Flour, "	1 00
Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2 doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

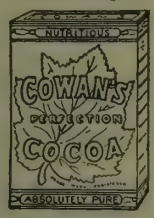
Cocoa

Perfection 1-lb. tins per doz. $4 50

Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes, per lb.	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ¼'s, ½'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 31
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ¼ doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¾ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼s (for cooking), doz	0 90
Prepared cocoa, ½s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ¼'s	0 42
" " " ½'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ¼, ½, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
1 "	0 27
½ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ½ lb. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and boxes.	10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 25	1 35
"Challenge" brand (4 doz)	4 30	1 10
Evaporated Cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
"Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Strdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, ½-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 10c books	each 04
10c books and over	each 03½
500 books to 1,000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz. $2.50
Chocolate (Straight)	Contains 2 doz. $2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz. $2.50
Lemon (Straight)	Contains 2 doz. $2.50
Unfavored (Straight)	Contains 2 doz. $2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" "	1-lb. tins		2 25
" groats	½-lb. tins		1 25
" "	1-lb. tins		2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

A CUSTOMER PLEASED

means a friend for the grocer. It is just as true that the sale of inferior goods in the long run loses friends for the grocer. Then why take chances of losing trade by passing out cheap and inferior stove polishes when the best stove polishes may be sold by you at a good profit and help make friends for you every day.

That is a good reason for urging the sale of our very popular ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** in Tins. Every package is right when you sell it and makes friends for you and for us day in and day out. Just what you want to push. We know you think so.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

Tubs Pails Washboards

There's more money for you in handling goods of KNOWN quality.
That's why it'll pay you best to handle

CANE'S Woodenware

All Cane Goods are made from the best materials by the highest skilled labor obtainable.

United Factories, Limited
Toronto, Ontario

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb. 0 07
30-lb. wood pails..... " 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80
7, 14 and 30-lb. pails.

Jelly Powders

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 8 lbs. per case; freight rate 2nd class

IMPERIAL DESSERT JELLY

Cartons each 1 doz. Cases each 12 cartons, per gross.... $10 50
Terms net 30 days, or 1 p.c. 10 days.
Flavors — Lemon, Orange, Vanilla, Pineapple, Raspberry, Strawberry, Red Currant, Cherry, Calves Foot

MacLaren Imperial Cheese Co., Limited.

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....	$0 09½
½-bbls.	0 10
Tubs, 60 lbs.	0 10
20-lb. Pails.	2 05
30-lb. tins..	1 95
Cases 3-lb..	0 10½
" 5-lb..	0 10½
" 10-lb..	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins
Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... .....per doz.	$1 40
" ¼-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins.....per doz.	0 85
" ¼-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	35

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz..... ..... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 50	1-lb.	packages.....	$2 75
No. 2, " 120	½-lb.	"	2 75
No. 3, " 80	1-lb.	"	2 75
" 60	½-lb.	"	
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case			2 25
5 cases.....			2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

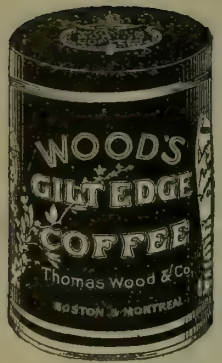
Maypole soap, colors.....per gross	$10 20
" " black..... "	15 30
Oriole soap..... "	10 20
Glorioia soap..... "	12 00
Straw hat polish..... "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	8
No. 1 " " 8-lb. "	

"The Best is None Too Good."



ESTABLISHED 1879

That being the motto of millions of consumers, how necessary it is for the seller to be prepared to suit them.

Those who ignore this suggestion often wonder why "the other fellow" gets their trade.

But the "knowing ones" know why it is.

The medium between the highest and the doubtful is a dangerous one for the Grocer.

You want goods that will not only create, but will HOLD trade; and that is precisely what

WOOD'S COFFEES

do and have been doing for many years.

"Time is fleeting," says the old adage; we may add: So is trade in haphazard Coffee.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" 1 " or blue,	
4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

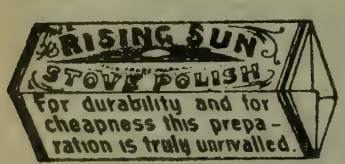
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 07½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb. ...	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case..	4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$3 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ per lb.
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
2-lb. tins, 24 in case, per case....	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

Teas.

SALADA CEYLON.

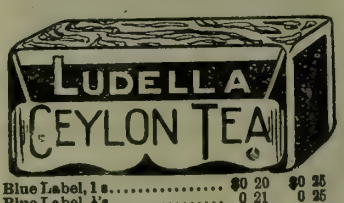
	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 35	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, 1s.....	$0 20	$0 25
Blue Label, ½'s.....	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label. 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼'s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00

Cases, each 60 1-lb.....	$0 35
" " 60 ½-lb....}	0 35
" " 30 1-lb....}	
" " 120 ¼-lb.....	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, ½s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s. 0 38		0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ½s....	0 30	0 40
" " ¼s.....		0 32
" " ⅛.....	0 25	0 30
" " 1 lbs.....0 24		0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label. " 80c.....	0 55

RIDGWAY'S.
Ceylon. London. Vancouver.

	Wholesale.	Retail
Capital Household, 1's and ½'s	0 30	0 40
Old Count y, 1's and ½'s.....	0 35	0 50
5 o'clock, 1 s and ½'s	0 42	0 60
H M B, 1's and ½s	0 75	1 00

Ridgway's Stand rd Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s. and 6½s....	0 44
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 7
" " 1-lb "	0 0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails.....	2 05

CANE'S WASHBOARDS.

Pony per doz.....	$ 1 10
Crown	1 75
Improved Globe.....	1 95
Standard Globe	2 05
Original Globe.....	2 35
Superior Globe	2 50
Newmarket King.....	2 70
Jubilee.....	2 75
Diamond King Glass.....	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case..	0 62	0 67
6 " " " ..	0 82	0 87

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

... FOR ...

Picnics, Camping, Yachting

ETC.

BATGER'S

LIME JUICE CORDIAL

IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED
Montreal and Toronto

When Ordering

Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

AGENTS:

ROSE & LAFLAMME, LIMITED
Montreal and Toronto

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(Continued on page 4.)

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We have always consistently studied the interests of our customers, as well as of the Public, by offering our Teas at such prices that they yield a fair margin to the dealer, and are of such quality that when compared with other teas they are bound to be appreciated

By the Consumer

The fact of our continuing to supply the needs of both the Grocer and Public alike, has brought us many grateful letters from our friends, and the continued and steady increase in OUR SALES from month to month gives us ample proof that our methods of conducting our business are appreciated BY BOTH.

THE BLUE RIBBON TEA CO., LIMITED
Montreal and Toronto

Manufacturers' Agents—Continued.

TORONTO.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

GROCERY BROKERS
and Manufacturers' Agents
CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

MOOSE JAW

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

When writing advertisers kindly mention having seen the advertisement in this paper.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of
Price $2.00 Postpaid
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TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
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Re PEAS

Do you take the trouble to talk quality and grade? **In quality** there is only one thing to **talk,** viz., **Canadian Canners' Brands.**

To-day the **Canadian Canners' Peas** are the **finest** in the world. It takes years of experience and the most expensive modern machinery to turn out first quality Peas. The **Canadian Canners** have both.

Canned Peas are sold in four grades or qualities, viz.:

Grade 1.—Extra Fine Sifted Peas
" 2.—Sweet Wrinkle "
" 3.—Early June "
" 4.—Standard "

Our Grade 2 or **Sweet Wrinkle Pea** is the most satisfactory Pea packed. It costs very little more than the Standard No. 4 Pea, but on account of its superior quality you can sell it with a much **larger margin of profit.**

Push Sweet Wrinkle No. 2 Peas

Talk Quality in Peas. It Pays

You Cannot Afford to Sell Inferior Canned Goods

In fact, nothing will pay you better than to stock a line of canned goods which is distinctly above mediocrity. Our ever-increasing sales are an indication that

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

are keeping the lead and giving entire satisfaction wherever sold which is only natural, considering the fact that every can of Old Homestead Brand is uniformly excellent. The pick of the crop is secured for Old Homestead Brand, and our up-to-date canning methods preserve to the full every speck of the natural deliciousness of sound, well grown fruit and vegetables.

All the best jobbers carry
Old Homestead Brand

The Old Homestead Canning Co.

Picton, Ontario

YOUR BUSINESS
and
OUR BUSINESS

When your business shows an increase over the previous year it means you are selling something the public want—something that satisfies those with whom you do business. The sales of "SALADA" during the past two weeks show an increase over the corresponding period in 1907 of

7,210 lbs. for the week ending May 23rd, 1908
12,340 lbs. for the week ending May 30th, 1908

The quality of "SALADA" alone produces these results.
It is the tea it pays you to handle.
The tea with the largest sale.
CONSEQUENTLY THE LEADER

People who
Are asking for Pure Malt Vinegar

generally want English Vinegar, good vinegar. Don't cause dissatisfaction amongst your customers by offering any but the best.

PURNELL'S
Vinegar Sauces Pickles

are of highest quality, made for appreciative people and all who want to be sure of purity, flavor, and delicate piquancy.

The best never fails to please. Order to-day from our

Purnell & Panter, Ltd.
Bristol,
England

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E. McMichael,	St. John, N.B.
H. Haszard,	Charlottetown, P.E.I.
Erb & Rankin,	Halifax, N.S.
C. S Harding,	Quebec & Montreal
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Counter Check Books
The "Newear."

For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

Write for Sample.

The Carter-Crume Company Limited,
Toronto and Montreal

Mention this paper.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

Wiseman-Ashley Co.,

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

National Licorice Co.

Brooklyn, N.Y.

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Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - -	Quebec.	Carman Escott Co., -	Winnipeg.
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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited

Montreal and Toronto.

Brand New Goods from a Brand New Plant

THE NIAGARA FALLS CANNING COMPANY LIMITED has just commenced packing fruit in the most sanitary and best equipped plant in Ontario. A processor who is admittedly the best in New York State has also been secured.

New pack strawberries will be ready to offer the trade by June 20th.

ALL GOODS PACKED IN SANITARY ENAMEL-LINED CANS

This in itself is a strong assurance of excellence and purity.

The Niagara Falls Canning Company Limited

NIAGARA FALLS, ONT.

G. P. Boulter, Pres. F. H. Boulter, Gen. Manager
S. E. Boulter, Sec.-Treas.

YOU have at one time or another something in your store that you wish to sell or exchange, say, a scale, a show-case, counter, cash register, etc., etc.

OR you may wish to buy some of these articles.

YOU may also find it necessary to get another clerk or a driver.

YOU can be put into direct touch with grocers in all parts of Canada who may be looking for just what you have to sell or wish to buy.

A small want ad. in The Canadian Grocer costs only 2c. per word. You can test the matter easily. Try an ad.

The Canadian Grocer

CLASSIFIED ADVERTISING COLUMNS OF THE CANADIAN GROCER IS THE BEST MEDIUM.

LEA'S

The Pickle with the Home-made Flavor

Remember we positively guarantee all of our Goods. If you have any complaint to make, write us. We will adjust all complaints to your satisfaction. : : : : :

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Summer Calls for Dainty Desserts

Naturally, summer is an excellent chance to increase your profits by pushing

Shirriff's Jelly Powders

The results of 30 years' experience in making Jelly Powders are in every package.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS

Naptho SOAP

MADE IN CANADA

R. U.

Selling

NAPTHO SOAP?

If not, it will increase your trade to carry it.

For Quality
Appearance
Price

Naptho is the Best

The Welcome Soap Co.
Limited

St John, - N.B.

JAPAN TEAS

We are now in receipt of samples of first shipment of very Fine New Teas and will be glad to hear from our Wholesale Friends

S. T. NISHIMURA & CO., Sole Agents. - **55 St. Francois Xavier Street, Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

E.D.S. Brand Jams and Jellies

are the Purest of the Pure

This is a fact which has been recently verified by the strictest Government analysis. Are you handling these Pure goods?

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

ESTABLISHED 1840.

A High-class trade can only be retained by selling a high-grade article.

NELSON'S

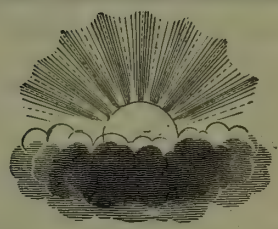
"PANSY BROOM"

will satisfy your most exacting customer.

H. W. NELSON & CO.

LIMITED

TORONTO



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

SALMON

Harlock ½s Retail 10c. **Eagle 1s Retail 15c.**

The above are first class goods and the price is right.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Camp Pies

When you've got
GLENCAIRN BRAND
You've got the best

The Chicken, Game, Hams and Tongues used in their preparation are selected from the finest stock and are handled with scrupulous care by skilled cooks in a model kitchen.

OVAL OR SQUARE TINS

Cunningham & De Fourier Ltd.

Glencairn Works: LONDON, E.

Canadian Agents:
ROSE & LAFLAMME, LIMITED, Montreal

ASK US FOR

BUTTER TUBS
BROOMS
FRUIT JARS
JAR RINGS
PAPER BAGS
TWINES
WRAPPING PAPERS

WALTER WOODS & CO.
HAMILTON and WINNIPEG

INGERSOLL, CANADA—FACTORY

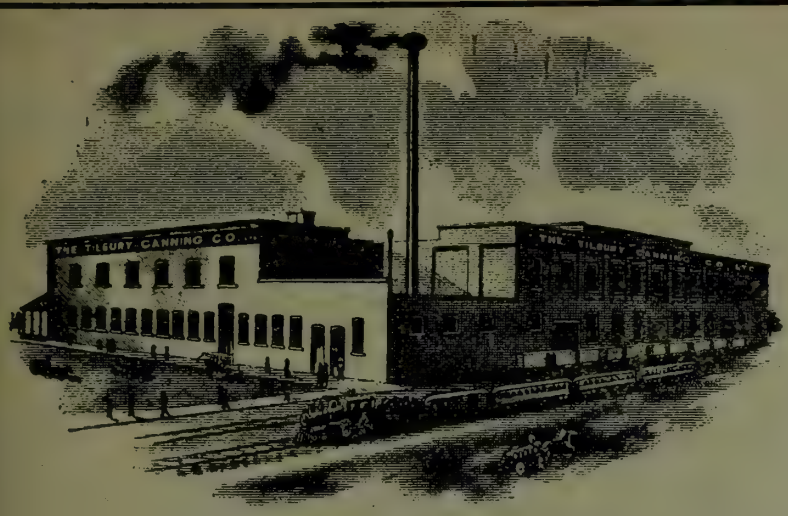
AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.



"Tilbury Brand"

means the Very Best in Canned Fruits and Vegetables

One of the best-equipped factories on the continent, situated in the heart of the best Tomato district in Canada—the garden of Ontario—assures the permanent superiority of this Brand.
Our present stock consists of Tomatoes, Pumpkin, Beans and Apples.

The Tilbury Canning Company, Limited, Tilbury, Ont.

THE T. A. LYTLE Company's

Sterling BRAND

JAMS, JELLIES AND MARMALADE

ARE MADE FROM CHOICEST FRUIT PRODUCED BY HIGH-CLASS GROWERS.

ELEVEN DIFFERENT KINDS
Put up in Glass Jars and Pails.

Write us for quotations.

THE **T. A. LYTLE** COMPANY LIMITED.
TORONTO

Headache is as Common a Complaint as Hunger

And Mathieu's Nervine Powders cure headaches just as bread cures hunger.

These powders sell almost as rapidly and uniformly as flour or bread. Simply let people know you have them.

The demand will be immediate and continuous.

Good profit too. Let's have your order please.

No need to say much about Mathieu's Syrup of Tar and Cod Liver Oil. You know how it sells in summer.

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BA

CODES.
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON &

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

While You Are Selling

CEYLON TEA

You Are

Fixing the Standard

For Your Entire Stock, in the Estimation of the Public.

The Tea's the Test

WITH THE HOUSEWIFE;

Give Her High Cup Quality at Comparatively Small Cost, and All Her Trade's Yours Forever and Aye.

CORKS AND CAPSULES

Manufacturers, much depends upon the quality of the corks you use. If they are of poor quality and break when pulled the customer is apt to form a poor opinion of your product. By ordering only EWING'S CORKS and CAPSULES you are assured of having the best on the market.

WRITE FOR PRICES

S. H. EWING & SONS MONTREAL and TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Oso Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle, delivered with full directions. Book 5-C, free.

ABSORBINE, JR., for mankind, $1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

Tartan BRAND

SIGN OF PURITY

You always have the best and highest quality of **Canned Goods** when you handle **Tartan.** All goods under this brand **fully guaranteed** by

'Phone 596
Write or wire for information.
Mail Orders promptly executed.

BALFOUR, SMYE & CO.
WHOLESALE GROCERS HAMILTON

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Purity Is Assured

If you stock only maple syrup put up in packages like those illustrated. They contain

Pride of Canada

Maple Syrup and that is the purest and truest offered the trade to-day.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

There will be something doing next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co., Limited

MONTREAL

QUAKER SALMON

TRADE MARK

M

SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the Pacific Coast. The yield will be small this year without a doubt.

To ensure your customers securing salmon that will be absolutely first class, order **Quaker Brand.** Highest grade Sockeye Salmon from Frazer and Skeena Rivers. The package is the finest on the Canadian market.

OUR PRICES:

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

ORDER AT ONCE

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

"Balmoral" Rgd. Pure Jams and Marmalades

Write us about your wants in the above lines. We have the right goods, and our prices will be of interest to you. Absolutely the purest preserves ever on the market.

J. W. WINDSOR

MONTREAL

2,000,000

Packages of

LIPTON'S TEA

Are now sold **EACH WEEK**

and the sales are steadily increasing. This recommends to every jobber, every retail grocer and every consumer that **merit only** could have made **Lipton's Tea** the leading package tea in sales **all over the world.**

Sold only in air tight tins

THOMAS J. LIPTON

Canadian Office, 75 Front Street East, - - - TORONTO

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. **Largest quantity; finest quality.** Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold **double** any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ½ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE"
ELITE POLISH
BOX CALF
VICI KID AND ALL that is Fine BLACK DRY LEATHER SHOES
Whittemore Bros. & Co.
BOSTON U.S.A.

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

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20-22-24-26 ALBANY STREET
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Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

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New Pack Lobster

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WHOLESALE GROCERS, TORONTO

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There is a "want more" fascination in H. P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception the Canadian Grocer sees in H. P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers· Brisk sales—liberal profit—in H. P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

I AM ABLE TO QUOTE

very sharp c i.f. prices on

Med and Seed Prl and Flake Tapioca

For prompt and future shipment.
The market is in your favor ; BUY NOW.

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Tel. Main 4409 Montreal

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.
Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

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One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

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Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE

Norton Manufacturing Co.

HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

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Stock the Best. "KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

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When The Can Is Opened—

That's when your customer forms his opinion of you and your goods. Every can of Riverdale Brand gives a boost to the good reputation of the grocer who sells it.

RIVERDALE BRAND

Is The Leader of Leaders

Its quality is positively incomparable

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A bare statement in an advertisement is not convincing unless it can be justified by experience in handling the article advertised. We could take up a good deal of your time in making true statements in praise of this Sauce, but instead we merely ask you to test it for yourself. Your decision will be that it is a Sauce which on first trial must secure permanent users. Its particular and pleasing flavor, free from excessive heat, suggests the blending of many choice ingredients and so tickles the palate that its use becomes essential. This has been the experience in the Old Country where its popularity is ever increasing. The next question which interests you is PROFIT, this will be found to be much better than that obtained on most advertised proprietary lines but an enquiry to

Canadian Manager,
H. Gilbert Nobbs

HOLBROOK'S LIMITED
25 Front St., East
TORONTO

Will bring you full particulars.

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CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
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MAKING ALTERATIONS
Is an easy matter if you let me make them for you. I will design and make fittings that will help bring business to your store. Prices right, too! Write or phone,
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333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column; 2 cents per word first insertion, 1 cent per word each subsequent insertion.

Good Vinegar

Sells just as easily as the other sort, and it is a deal more satisfactory to handle.

WHITE, COTTELL & CO'S

Vinegar is good Vinegar

All who have used and tested it agree on that point and will tell you so. The best is always sure to win in the trade race, so have an early shipment of our vinegar as a starter.

White, Cottell & Co.,

Camberwell S.E., LONDON, ENG.

NATION'S

SIMPLY DELICIOUS

In Packets and 4-oz., 8-oz. & 16-oz. Tins.

Agents: **GREEN & CO.**, 25 Front St., E. Toronto

CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND

GROCERS and BUTCHERS

At YOUR Service.

With the following special lines, discounts for cash or easy terms net.

THE TOLEDO AUTOMATIC SCALES
THE EUREKA REFRIGERATORS
THE CLIMAX CHEESE CUTTER
THE STERLING MEAT SLICER
THE CLIMAX AUTOMATIC SLICER
THE WESTERN CASH REGISTER

Office and Store Fixtures, Counters, Shelving, etc.
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

THE UPTON & REED SPECIALTY CO.

Phone Main 5399. 149 QUEEN ST. W., TORONTO, ONT.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII. H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO. LIMITED

BRIDGETOWN, - NOVA SCOTIA

WHEREAS

real success—which consists of sound reputation and the permanent trade of particular people—is only attainable by the grocer who handles goods of the highest quality :

AND WHEREAS in the line of canned goods a grocer cannot be too particular in making his selections because real excellence in this line is none too common :

AND WHEREAS the experience of a large number of the most successful grocers proves that FARMER BRAND is really an absolutely reliable brand of canned goods :

AND WHEREAS of our own certain knowledge every can of Farmer Brand contains only the highest grade of fruit or vegetable, packed in that up-to-date manner by which every atom of its natural deliciousness is perfectly prepared :

BE IT RESOLVED THAT

FARMER BRAND

be recommended as a highly profitable line for all pushful grocers.

Farmers' Canning Co., Limited

Bloomfield, - Ontario

IMPERIAL VINEGAR

Absolutely pure, well matured, full up to standard strength, unrivalled in quality, costs no more than inferior varieties.

Over Proof XXX — Proof XX — Extra Pickling

White Wine and Malt.

Enquire of our travellers, or write or wire us for samples and quotations.

James Turner & Co., Limited

Hamilton, Ontario

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United States Wholesalers in Convention

Annual Gathering of National Association at Atlantic City Last Week Reported by The Grocer's Representative—Questions of Vital Import to Canadian Trade.

Atlantic City, June 6.—The annual meeting of the National Wholesale Grocers' Association of the United States, which ended here last night, was an affair of great importance. There were no Canadians present, excepting the representative of The Grocer. The live wholesale firms in Canada make a serious mistake in not attending this and similar gatherings. There are a good many subjects in common, and to hear them discussed is important, but the greatest value is the opportunity of associating with the biggest men in the trade who are doing things on broader lines, who have long ago solved many questions that are worrying us in Canada, and to receive inspiration to attempt greater things. Forty-two States were represented, and the membership controls 85 per cent. of the foodstuffs sold in the United States. Judging from appearances they are most prosperous as a class, for they were a jolly, well-fed, well-groomed lot, and in great contrast to another organization—an insurance tariff association—which met in the same rooms a few days before. The former were more of the stamp of Canadian grocers of twenty years ago, men like the late Mr. Ince, Mr. Hebert, Mr. A. M. Smith or Mr. Childs. The modern wholesaler in Canada leads too strenuous a life, he works harder and gets less out of it. There are too many in business, and it seems to be getting worse. The Guild ought to seriously consider the cause.

Meetings Well Handled.

The meetings were unusually well handled by the President, Mr. Judson, of Grand Rapids, who in conversation afterwards admitted that he had much experience with political gatherings. The Vice-President, who had little to do officially, shows a tendency to baldness, but he effectually checked any chaffing on that account by pointing out that manufacturers never put marble tops on cheap furniture. I mention the point mainly for the use of W. H. Seyler, the manager of The Grocer. He ought to have it electrotyped and ready for use.

Broad Lines of Business.

The speeches, reports and discussions showed that they are doing business on broader lines than we do in Canada, and as an organization they carry much weight in their particular business and in the Legislative Chambers of the nation and of their own States. Their annual income from fees is about $30,000, and they employ a permanent secretary at $5,000 a year, and a counsel with his attorneys, which costs them $7,000 annually. And they were all agreed that the money was a most profitable investment. The counsel looks after all legislative work and advises the members individually on all legal points arising in trade matters. It was pointed out that 60 per cent. of their efforts to improve trade conditions had already been successful.

Subjects Under Discussion.

The subjects that are mainly agitating them at the present time are the pure food laws—which every State in the Union is dealing with, and always in a way that seriously affects the dealer; recognition of the wholesaler as the most economical and legitimate distributer of all manufactured products to the retailer; demand for increased cash discounts and proper remuneration for distributing manufacturers' goods; discontinuance of the practice by manufacturers of subsidizing jobbers' salesmen; elimination of "deals" and "schemes" of manufacturers which are alleged to be burdensome to the jobbers; demand of the jobbers for a contract guaranteeing specified quantity delivery of canned goods, with the usual discounts; demand of the jobber for a more favorable dried fruit contract; demand for a more favorable foreign nut contract; plea for uniform bills of lading and reciprocal demurrage.

Practically all the work was handled by committees by whom it was thoroughly considered before being presented to the meeting. There were some excellent addresses, that by the President of the Canners' Association being particularly good, and I hope you may find space for that and some of the others, not that I agree or differ from them, but because they contain much food.

Pure Food Law Coming in Canada.

A Pure Food Act will undoubtedly be a live question among the trade in Canada before long for we follow the United States continually, and the report of the lawyer who is watching the report for the United States Association, will give an idea of troubles the trade in Canada may have to deal with. Already some of the matters have been bothering us here.

Mr. Breed, in his report of legal work done, said:

"For two years Senator Beveridge has been urging on the Senate of the United States the passage of a measure requiring the dating of meat food products. At present no State and no foreign country has such a law; it is not required for the public health; it would accomplish no good purpose, and it would be most disastrous to retailer, jobber and manufacturer. Dating measures, however, seems to be popular. They sound attractive to the consumer and during the past year they have been proposed in several State Legislatures. Yet it cannot be truthfully said that the consumers or legislators have ever considered the actual effect of such measures upon the public health or the trade of the country.

"Fruits and vegetables are produced only in season. To preserve them they are packed in hermetically sealed tins. If there is a defect in the sealing it usually becomes at once apparent. Under the custom of the date all goods of this character are returned to the manufacturer without loss. But assume that there is an imperfection, how would the dating of the tin indicate anything as to the healthfulness of its contents?

"Dating Laws Absurdities."

"Dating laws as health measures are absurdities. They constitute and should be classed among the many impracticable suggestions of food faddists and political agitators. Dating means grading. Yesterday's product is made to look less healthful and less valuable than to-day's. Dating means a monthly readjustment of all stocks on jobbers' and retailers' shelves; a monthly revision of prices, since the purchasers will not pay the same prices for different grades of goods. Dating means a discrimination against every product seeking a distant mark, because the time necessarily consumed in transportation will render such product out of date on arrival and unable to compete at an even price with locally packed goods. Dating means the abandonment of foreign markets, because American dated goods cannot compete with the foreign undated goods. Dating means the curtailment of the custom of packing in quantities at times when the new product is most abundant or can be purchased at the best price. Dating means the inevitable increase of price to the consumer without any accruing benefits; in fact, dating laws require a readjustment of all present methods of packing, selling, pricing and all to what end? Merely to satisfy a whim, a fad for the latest, not yesterday's, but always to-day's."

Work of the Legal Department.

The report of the association counsel also told of the work of the legal department during the year toward securing of favorable legislation for pure food and other laws, affecting the trade. Members of legal department attended meetings and conventions of pure food and other organizations which touch the trade, and Mr. Breed declared that the work of departments and committees of the association had saved the wholesale grocers of the country sums running into the millions by their efforts to care for the business of jobbing. Twelve State

Legislatures have met during the year, and more than 1,000 bills have been examined, while of 45 bills introduced which would have hurt the trade, not one has been allowed to pass. The convention passed resolutions allowing expenditure of a big defense fund to carry on the work which is being made the chief object of the organization.

Conciliation Rather Than Force.

The most important feature of the President's address was his reference to agreements with manufacturers and transportion companies, where he said:

"Through our committees we have learned the tremendous responsibilities resting upon the shoulders of the administrative officers of manufacturers and transportation companies and the pressure brought to bear upon them from powerful opposing forces, necessitating, in many instances, a middle course, and we feel that those interests wish to deal equitably with us. We have, therefore, learned that it is a mistake to try by harsh and unreasoning measures to coerce those whom we would influence. Trade is a game of give and take. When we ask a concern of magnitude to modify a policy that has won its success and established its prestige we will fail and deserve to fail, in our purpose, if we merely demand such change without supporting the request with cogent arguments showing that, while we will be accommodated and benefited, the best interests of the concern itself will also be enhanced.

"This situation brings our association face to face with the reciprocity proposition as to what we are going to do in consideration of concessions or changes of policy that we may seek at the hands of th producer and manufacturer. When we want anything it is not wise to abandon the trade proposition with which we are most experienced for diplomacy with which we are, possibly, less familiar. When we want something from the other fellow we will greatly increase our prospects of getting it if we have something to trade him.

"In general terms I may say that our committees have found the large interests indifferent to thoughtless criticism and unresponsive to anything having the appearance of threats of coercion but always amenable to conciliatory approach and to intelligent argument based on facts.

"Experience has confirmed in our minds the truth of the old adage that "molasses catches more flies than vinegar," and the splendid results to which I referred at the outset of my talk have been achieved by our committee along the lines of conciliatory negotiation.

A Personal Interest in Agreements.

"In this connection I want to emphasize as strongly as I can one vitally important duty; that is, when, through one of our committees, we enter into an agreement with a manufacturer or a transportation company that every member of our association take a personal interest in carrying out our part of the agreement as faithfully as though it were a financial obligation. It would be a fatal mistake for the individual members of our association to take a lukewarm interest in carrying into execution in good faith our part of any agreement into which we might enter through the negotiations of one of our committees.

"It needs no argument to support the contention that, when an agreement is entered into and the other party carries out his part of it with fidelity, if we or any portion of us should treat our obligations in the premises with indifference we will find it a harder and harder matter to get corporations to enter into agreements of any nature whatsoever with us. In fact, the faithful and energetic discharge of agreements and obligations will be the measure of our success, our prestige and our usefulness.

"Just here the thought occurs that it would be a good thing to always deal with each other along the lines that experience has taught us to deal, with the big corporations."

Purchase Discounts.

The committee on purchase discounts presented a report showing that during the year it had been able tto negotiate about fifteen concessions from manufacturers on which the members of this association alone, not to count the trade generally, which alike shared in the benefits, had made a saving of between half and three-quarters of a mil dollars. And the committee has other negotiations under way.

Sales Discount.

This committee recommended the following schedule of terms: Sixty days or 1½ per cent. in ten days—Domestic canned goods, soap (laundry, scouring and toilet; coffee (except outside proprietary brands of package goods); spices (ground); tea (in less than original packages); flavoring extracts; pipes. Imported Bottled and Tinned Goods—120 days, or 3 per cent. in 10 days—Teas in original packages, 30 days, or 1 per cent. in 10 days—All goods not otherwise specified. Optional—Tobaccos, cigars, cigarettes.

Which it desired the trade throughout the United States to live up to.

Subsidizing Salesmen.

The grocers have had a good deal of trouble, particularly with The American Tobacco Company, over subsidizing the commercial travelers representing the wholesale houses to push their goods, and a special committee was appointed to take up the matter with The American Tobacco Company's officials. The question was very thoroughly discussed, and finally the Tobacco Company agreed unconditionally to cease the practice throughout the entire United States. The committee's report on the matter was as follows:

"In view of the concession of the American Tobacco Company and the agreeable manner in which they met this request, your committee feel called upon to urge upon the members and distributors of tobacco generally throughout the United States to show appreciation by insisting upon all others who are influencing your employes by premium offers, cash donations, or in any manner attempting to gain special efforts in their behalf from your salesmen, discontinue the practice and if necessary refuse positively to submit to same."

Other Important Resolutions.

Among the other important resolutions unanimously agreed to at the meeting were the following:

"Whereas, the National Association of Retail Grocers adopted at their last annual convention the following resolution,

"Resolved, that the National Association of Retail Grocers urges upon all of the manufacturers of the United States, who market their goods under proprietary brands or trade marks, the wisdom of the policy of establishing and maintaining by contract a reasonable profit at which their goods shall be sold, such profit to be regulated according to trade conditions in the different localities. We are opposed to any prices being printed upon the package. Therefore, be it resolved that we express our approval and support of the policy as set forth in the above resolution and that a copy of this resolution be supplied to all manufacturers of proprietary brands in the United States."

"Whereas, the extremely diverse and conflicting statutes and decision of the several states upon the subject of the issuance, use and interpretation of bills of lading leads to much extensive and unnecessary litigation among shippers, bankers and railroads, resolved, that the National Wholesale Grocers' Association favors national and state legislation designed so far as possible to require the use of uniform bills of lading throughout the United States, and the imposing of a penalty for the issuance of any bills of lading before the receipt of the goods, or the surrender and cancellation of any bill of lading without the actual delivery of the goods."

"Whereas, an amendment of our postal laws, establishing a parcels post has been and is being advocated before Congress and whereas the passage of such a law would change and utterly disrupt established methods and channels for the distribution of all commodities in package form and would seriously injure and jeopardise the life and existence of the retail merchants, therefore, resolved, that we are unalterably opposed to the establishing of a parcels post and urge the members of this association to use their influence in opposing the proposed amendment of our postal laws."

"Whereas, the manufacturers, representatives in the different centres have formed an association for the purpose of correcting trade abuses with which they and ourselves have to contend therefore, resolved, that we extend to them our best wishes for their success and assure them that we will be glad to

co-operate in promoting all reasonable measures for our mutual benefit. Resolved, further, that we declare our loyalty to those manufacturers who recognize and adopt the wholesale grocer as the legitimate channel through which their respective products shall be distributed."

"Resolved, that we reaffirm our loyalty to the principles as set forth in our constitution and by-laws regarding free deals and we view with satisfaction the recognition of the justness of our position by those manufacturers who have expressed a desire to allow the jobber ample compensation for handling the same, resolved, that the National Wholesale Grocers' Association of the United States is opposed to the enactment by Congress or by state legislatures of measures requiring that the labels of food products of any kind shall bear the date of packing, a statement of the weight or measure, or a list of the ingredients and percentages."

Next year's meeting will be held in Detroit.

FIRE IN WINNIPEG PACKING PLANT.

$75,000 Damage Done by Sudden Blaze Last Thursday.

Shortly before noon on Thursday, June 4, a disastrous fire occurred in the abattoir owned by Gordon Ironside and Fares, in Winnipeg, by which damage estimated at $75,000 was done and the firm practically put out of business until temporary premises can be secured. The packing house and cold storage plant are in ruins and serious damage was done to the other buildings in connection. The origin of the fire is a mystery.

Shortly before noon the firemen at No. 9 fire station, before receiving an alarm, noticed the fire at the abattoir and went out to find the place ablaze. Extra help was called for and all of No. 3 station and the hose wagons and engines of the central station responded. When the brigade reached the scene it was at once realized that a serious fire was in progress and all that could be done was to confine it to the burning area. This the brigade succeeded in doing and the fire was out at 3 p.m. It is thought the fire started between the cooling room and the roof in the packing department, but no confirmation of this report has been made.

TRADE NOTES.

S. L. Nathanson & Son, grocers, etc., Montreal, have been registered.

J. M. Cork, grocer, of College St., has bought the business of Morrison Bros, 380 Spadina Ave.

Walter Paul, the Montreal grocer, is in Winnipeg this week attending the general assembly meeting of the Presbyterian Church.

A. H. Clements has been appointed sales manager of the recently-formed All Ready Pure Food Co., Bridgewater, N.S. The plant is expected to be in operation by June 20.

CROP REPORT FAVORABLE

Agricultural Department's Bulletin Tells of Conditions on the Fruit Farms Throughout Canada—Insect Pests Are Becoming Busy.

The Department of Agriculture at Ottawa has just issued the first fruit crop report for the year 1908. According to this the past winter was very favorable and there was a regular movement of apples from Ontario storehouses to the seaports, few of the apples being injured by frost either in storehouses or in transit. Nova Scotia did suffer a little, as a result of mild weather and excessive moisture in the atmosphere, rots and moulds setting in, particularly on fruit not altogether sound when stored.

The trees have come through the winter well, and are looking healthy and vigorous. Especially is this so in Essex and the Niagara Peninsula. Small fruits, too, weathered the winter practically without injury, and encouraging reports have come from Nova Scotia, Quebec and British Columbia.

The report credits early spring with being almost ideal for the development of leaf and bloom buds, the cool weather holding in check the buds until all danger of frost was past. Warm days then came on, making the "setting" of all kinds of fruit very favorable. The recent rains all over the country have greatly helped the growth and already the smaller fruits are in excellent shape.

Regarding apples, it reports all varieties promising well with the possible exception of the Spy, Baldwin and Russet, where they bore heavily last year. All growth is sufficiently early to insure a season long enough for the full development of fruit. In British Columbia, and, in fact, all over Canada, the bloom is abundant and fully developed, though in some of the colder sections the later varieties are a little backward; but in all cases the conditions are favorable.

The pear bloom is heavy, and the conditions are favorable for "setting." Trees are reported to be in excellent condition, though in British Columbia the Bartletts are reported to be somewhat light in bloom.

Japan plums wintered badly along Lake Ontario, and plum fruit buds are reported scarce in Prince Edward County. But the Japan varieties for the most part in the Province of Ontario came through the winter in good condition. In the commercial plum orchards in Southern and Western Ontario, and in the Georgian Bay district, the bloom is full, and the conditions otherwise are all very favorable for European and American varieties. British Columbia prospects are all favorable.

Peach trees came through the winter in excellent condition. There is a splendid promise for all varieties in the Niagara and Essex peninsulas. The majority of correspondents report prospects for a full crop. The bloom is more universal and somewhat heavier than last year. An encouraging feature is the statement by some correspondents that they expected to thin their peaches in nearly all varieties.

Cherries have bloomed full everywhere. There has been no winter killing nor early spring frosts; and grapes, too, have wintered well, look healthy and show an abundance of vines.

Of the small fruits, strawberries have wintered well everywhere, but will be a week or ten days later than usual in Southern Ontario and in British Columbia. Raspberries also wintered well, with the exception of some old patches which suffered from the drought of last summer, and in a few instances where canes were broken by snowfall. Otherwise berries of all kinds look good. The season in the northern sections growing small fruits is not so much later relatively as in the small fruit districts to the south. It is probable, therefore, that the home-grown fruit in the vicinity of Ottawa, Montreal and other northern markets, will shorten the period during which shipments from the south will be profitable. The indications are that raspberries will overlap strawberries in the markets, as the former are earlier relatively than the latter.

Tomato plants for the most part have been set from the hotbeds and cold frames. The warm weather and frequent showers have made ideal conditions for planting. The acreage for Prince Edward County and Essex is reported to be larger than usual.

It is a little early to talk of the insect pest, but the weather has been favorable for insect development. The brown tail moth, though well under control in Nova Scotia, is still a menace, and the bud moth is working in unsprayed orchards. Tent caterpillars are hatching out and eating the foliage in the Maritime Provinces. Quebec and British Columbia, and the tossock moth is reported numerous along the Atlantic coast. The green aphis and oyster shell scale have made their appearance in Ontario and British Columbia, but spraying has greatly checked their depredations.

MORE FAVORABLE REPORTS.

Dixon Bros., the largest merchants of Maple Creek, Sask., in renewing their subscription to The Grocer this week, in an added note say: "Prospects are exceedingly bright for a large crop in the West for 1908."

F. J. Blackburn, of W. G. Patrick & Co., Toronto, was over in the Fruitland and the Niagara district last week, looking over prospects. After conversation with E. D. Smith, whom W. G. Patrick represented, and other fruit men, Mr. Blackburn reports that the outlook for splendid crops was never better. The fruit growers are all feeling happy over the situation.

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STUDY LOCAL CONDITIONS.

During the warm and sometimes depressing days of summer it is the custom of a good many business men, and retailers, generally, are no exception, to slightly relax their efforts along the line of getting new business. This is a mistake.

In almost every town and particularly during the summer season, when visitors are more frequent, and when local people travel considerably more, there are opportunities for developing business which have never yet been tried or even thought of, and which would yield surprisingly good profits.

This was brought to mind, particularly the other day, in hearing of a stationer in Rama, a small Ontario town. For several years this merchant has done considerable business in Indian goods such as baskets, ornaments and souvenirs. The business, through judicious direction, continued to grow and it has done to such an extent that for some time this merchant has been conducting a jobbing business in these goods and is reaping handsome profits, other instances of like nature might be cited.

Towns which enjoy the patronage of summer tourists or campers offer large opportunities for the development of special business. Such people are usually very ready to spend money and do not hesitate at buying fancy goods at good prices. A grocer, for instance, in a tourist section, might well find out the line of chocolates the people in his vicinity fancy and lay himself out to supply them. Again, if at a point of frequent embarkation for lake and river trips a stock of campers' supplies will yield good business. The travelers are always anxious to get their supplies as near their camps or rendevzuous as possible and the point incumbent on the merchant is to let them know that he can furnish the outfit. A good deal of this trade which goes to the city stores does so because they make themselves known and are able to supply everything the traveler needs.

Possibilities of developing this kind of business are unlimited and it would well repay any merchant who really wants to extend his business to spend a few hours in studying the local situation.

Continued residence in any one place, particularly in a small town, seems in a good many cases to blind merchants and business men to an appreciation of the possibilities offered right at his door.

WILL MEAT PRICES CLIMB?

The scarcity of meat in the United States and the reported increase in price are matters in which Canadians generally are interested. A week ago the daily press published a story to the effect that American meat in cold storage in London, Glasgow and other British centres was to be re-shipped to New York to meet the demand existing in the Eastern States. A day or two later a prominent official connected with Armour & Co., Chicago, corrected this story, but stated that there was a great scarcity of meat all over the United States, owing to lack of live stock supplies, and that in consequence prices would go up from one to two cents a pound. While the word "meat" has been used, it is generally supposed that "beef" is intended, but there may be a sympathetic connection between all lines of meat.

What Canadians are chiefly interested in is the question as to whether the increase in meat prices in the United States will affect the Canadian market? A number of prominent dealers approached on this point say this will not be the case. All agree that prices at present, both in this country and across the line, are too high, and if there is another cent or two per pound added to the cost of meat the demand will lessen, the buyers resorting to other foods. One of the foremost Canadian beef packers was also of this opinion, stating that if there was a sympathetic increase in Canadian prices, the raise could not possibly be more than a half cent a pound. "We are becoming less and less dependent on the United States for supplies," he said, "and so far as meat products are concerned, we are raising our own cattle and hogs in our own way."

Like the United States, Canada appears to be losing ground on the cattle and hog situation, and the Government, especially in Ontario, might very well consider how the raising of cattle and hogs for export and home consumption may be encouraged and improved.

Pork packers see no sympathetic feeling between the beef and pork prices, and point to the decline of live hog prices in Montreal, and the lowering of ham and bacon prices throughout the country as an indication that Canada is able to paddle her own canoe.

THE ADVENT OF STRAWBERRIES.

With the advent of the native strawberry the Canadian fruit season may be said to be really open, and, judging by Governmental and other reports from all parts of the country, the berry crop this year will be a record one, both as regards quality and quantity.

The plants wintered well and the late spring, while delaying the time of ripening, has helped the berry over the late frost period. Fruits in general this year all over the American continent are much above normal in quantity and of excellent quality; and especially is this the case with strawberries. Already the Niagara berry has been placed on sale in St. Catharines, Hamilton and Toronto, and, indeed it is turning out to be of very fine quality. In a few days the Oakville berry will be on the Ontario markets, while Ottawa and Montreal a little later on will have this luscious fruit from districts nearer home.

The conditions which prevailed last year are entirely absent this season, and there will not be the competition in buying at the growing centres by canning men and commission merchants as was the case a year ago. As a consequence, the consuming public will reap the benefit of a bumper crop at comparatively low prices, while the quality will be much above the average.

"Men Who Sell Things"

Classes of Fussy Salesmen—How Steadiness Counts—The Real Secret of Success—Change Negative Qualities to Positive —The Man Who Couldn't Fit In.

By Walter D. Moody—Serial right for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER IV. (Continued).

Well, now, your house acts on the principle that each individual employe takes part in forming that house. If your employer has forty-five salesmen in his house, and fifteen of them are good salesmen, who love their house and their goods, and thirty others who are indifferent and careless, then you see what sort of house he has—two thirds of his sales-force away from loyal duty and one-third hustling to increase the business.

With forty-five salesmen on the force and only fifteen of them active, that house has all it can do to look after those thirty invalids, and has no time to go out for new business.

Don't you see?

To succeed you must comply with all the conditions of your house. You might ask me: "What do you mean by conditions?"

Railroads carry you, for instance, on certain conditions. I know of but two—one is that you get your ticket; the other that you get aboard. And just as soon as you comply with these conditions, then all the speed in that engine and all the comfort of that coach are yours to your destination. And when a salesman obeys the orders of his house and backs them up with intelligent service, the success of that house is his success also. And the salesman must learn this fact.

It is not so much a question of who I am, but with what am I intrusted? There is a great deal in that.

Stand for the Best.

I start to cross the Atlantic in a paper box, and as soon as my box gets wet it comes to pieces, and down it goes and I go with it. If I start in one of those grand ocean steamers, then all the strength in her hull, and all the power in her boilers, and all the skill of her officers are mine, and I'll never go down until she does.

If I commit myself to my own weaknesses I am no stronger than they; but if I commit myself to the best there is in my profession, and the best there is in my house, I'll never do down until it goes down, with bright, energetic men pumping a constant stream of new life into it. Its course is upward, its sales increasing all the way along.

Just a word to the salesman of the Order-taker class, in whom there is yet a possibility of "warming up."

Business opportunities, like orders, are not waiting around to be served on silver platters. You must dig for them.

"The salesman stimulates desire and really sells something."

Arthur F. Sheldon, president of the Sheldon School of Business Science, and founder of the Science of Salesmanship, is without doubt the greatest authority on salesmanship of any time. To him can be attributed the statement:

"There are ten thousand positions today in Chicago which are open to salesmen of high grade at salaries that are almost for the specialists to name and take for the asking.

"Within it almost every man can find his place, provided he has that one thing desired and desirable—information and knowledge of a highly specialized character, wth a courage necessary to back it up."

CHAPTER V.

The Fussy salesman is generally visionary and a good talker, judging from the ease with which he dispenses the "silvern" article. Oh, no! a little thing like talk never troubles him. It oozes away like molasses from a stave-sprung barrel. Once fairly started, you might as well try to stop Niagara Falls as to shut him off. Control? It is as foreign to him as to a kite without a tail. The speed with which he can talk a customer into a sale and out again causes the Twentieth Century Limited to look like a snow-plough doing duty on a narrow-gauge track.

Talk is a mighty necessary thing in salesmanship, but an equally important thing is to know when to stop talking. And the most essential thing of all is to know how to talk and what to talk about.

The garrulous salesman is a blue-white optimist, seeing figures that exist only in the fluffy atmosphere in which he soars and soars. A few pounds of ballast accidentally taken aboard now and then allows him to navigate his airship close enough to reality in sales-making to convince the sales manager that he is not entirely shut out from view above the clouds of lost opportunities. In his futile efforts to "land" something worth while, he drifts aimlessly about with his drag-ropes out, lightly raking the field of opportunities over which he circles. If nothing goes wrong with the gas-bag, he feels that surely sooner or later he will hover long enough in the vicinity of a real proposition to permit his anchor to grapple and hold fast.

It generally happens that while this aerial performance is going on and his customer's patience is being tried with trifling things and meaningless sentences, Mr. Get Busy Salesman comes along and scoops up orders right and left under his very nose.

The salesman who wears his customer out with visionary yarns about himself and what he intends to do but really never does, will amount to nothing more than a putterer. He is a constant source of concern to his house, until, conscious at last that "the jig is up," he takes himself off to other pastures where the grass looks greener. He floats around from one house to another, until, to his dismay, the truth is at last forced upon him that the richest fields on earth are not for him to enjoy. Passing into oblivion is with him like the character in "David Harum," on the death of whom, his neighbors, asking what was the complaint, were told, "No complaint at all; everybody is satisfied."

The Fussy salesman and his Over-anxious brother are in the same class in many respects. Each in his own way fails to accomplish results. There is hope that the latter will eventually enter into an active sphere of usefulness on learning how to temper his anxiety with a reasonable amount of judgment by aid of the rugged road Experience. The former may as well quit where he is and engage in some other line of business.

Fussy Salesman Should Quit.

Zeal is an admirable and necessary quality in successful salesmanship, the excess of which rarely develops into a permanent or fatal malady. True, pitfalls are encountered now and then, but there is always a chance for the man with this failing, if he is honestly desirous of getting on in the world; while for the Fussy fellow there is but a forlorn hope. He never seems to know how to get right down to business in dead earnest.

GETTING NEW ACCOUNTS.

Every new retail business means a new account for some travelers.

The traveler who goes to a new prospect with a good line, and something of an introduction, has greater chances of doing business than he who goes with an equally good line, but as a total stranger. Travelers for houses which advertise in the trade newspapers are already half introduced. Their name and their goods are familiar to the prospect. He is willing to see the representative of the firm he knows of, while he will, often as not, turn down the other one.

At times I like to indulge in baseball parlance, adapting the expressions of those engaged in the finest of all outdoor sports, the National Game, to the qualities necessary in strictly up-to-the-minute business getting. Slogans of the diamond, such as "ginger up," "get in the game," "it only takes one to hit it," and "take a long lead off," are quite appropriate in salesmanship, and can be adopted with good effect.

Just here I am forcibly reminded of a character known as Fritz, who lined up with my home town baseball team. It was in the year 1905. The team was making desperate efforts pennantward. The securing of that much-prized "rag" largely depended on the batting strength of the team. In every other respect they were thoroughly efficient candidates for the high honor that every man on the team was struggling with might and main to secure.

Fritz, the catcher, was one of the best in the business, but when his batting qualities were in question he made an ordinary "sand-lotter" look like a National Leaguer. It was always Fritz's turn to bat just when a hit was most needed to win the game. His intentions were of the best when he walked up to select his club. Most likely Fritz had never been told about the place that is paved with good intentions; but the "fans" had, and when they saw him walk up to the plate their stock went down several points.

The moment Fritz faced the pitcher he was attacked with stage-fright, and danced up and down so that he could not get his eye on the ball to save his life. He just stood there like the Fussy salesman and fanned and fanned and fanned, until the umpire called him out on strikes. His long suit was "hitting the air," and he was never broken of that habit.

A good story is related of two men, both expert swimmers, living in an American city. Their powers of endurance were the subject of admiring comment among their friends, who induced them to compete in a swimming match. There was neither wager nor prize, but only a friendly contest to determine which was the better swimmer, there being an understanding that the backer of the loser should pay for a dinner for the whole company of spectators.

Steadiness Counts.

When the trial began for long-distance swimming, one of the contestants decided that he would force the pace from the outset. He shot ahead with vigorous, powerful strokes, and left his antagonist some distance behind. His friends cheered him exultantly from the shore, and shouted to him to keep up his good work. Excited by these outcries, he redoubled his exertions and increased his lead rapidly.

Meanwhile, his competitor was swimming with steadiness, with a stroke which he could easily maintain for the whole distance. He was not disconcerted by the frantic appeals of his friends to quicken his stroke. He was confident that his competitor was exhausting himself by over-exertion at the outset, and that the race would be won before it was more than half finished.

The two swimmers kept on without changing their tactics until the half-distance stake was not far away. The leader had ceased to gain upon his rival, who was beginning to lessen the distance between them. The first man was showing signs of distress, while the other was swimming easily and was apparently as fresh as when he started. At the stake the leader threw up his hands and cried out to his rival to come to his aid. The second man, calling upon his reserve power, forged ahead with a few strong strokes, and came up in time to save the exhausted leader from drowning.

"Help me ashore!" gasped the exhausted man. "The race is yours. You need not finish the course."

The weaker man was kept afloat until a boat could be sent to rescue him. Then the stronger man turned the stake and completed the course, swimming with the same long, deliberate stroke with which he had set out. When he went ashore to receive the congratulations of his friends he was apparently none the worse for his prolonged exercise in the water. His success was a triumph of judgment rather than of expert skill or physical endurance, while the other exhausted himself by over-straining unnecessarily in the first half-mile.

That swimming-match is a parable illustrative of many a failure in salesmanship and of many a successful career. Nothing is more dangerous than Fussiness or Over-anxiety in sales-making. It is the long, steady, deliberate stroke, with unused power in reserve behind it, that wins lasting success for the salesman, and makes him a candidate eventually for a junior partnership in his house.

No Secret in Success.

I once had a friend who worked his way up in the dry goods business from floor-walker in a retail store to the position of assistant silk-buyer in a large wholesale house. The firm of which I was a member was situated in the same block as the one in which he was employed. He came into my office one day and said: "I want your advice. We started together in the business race, but apparently you have been more fortunate than I, for while I am only a buyer's assistant, you are close to the head of your own concern. What is your formula?"

"No formula," said I. "Every man is the arbiter of his own business destiny."

I told him that fortune had not favored me any more than it had favored him; that I did not believe in fortune anyway; and that the only way in which the success of any man could be achieved was by "keeping everlastingly at it." I knew he had changed about considerably, and when he had seen an opportunity had not taken advantage of it. Finally, I frankly told him that I thought in his case retarded advancement was due to his restless disposition more than to any other one thing. He seemed disposed to argue the question, which I answered by saying: "In every large institution there are many opportunities for a man to make the most of himself in a business way."

"Opportunity," said he, "that's it. That is what I came in to see you about. This is my fourth year with my present firm, and while they are splendid people, I see no chance ahead of me for advancement. At least, it is a case of waiting for dead men's shoes. My salary of fifteen hundred dollars a year is inadequate for the support of a wife and three children. I have an offer from a large specialty house in another city to go on the road at an increase of one thousand dollars, and it's a sore temptation; yet I dislike to leave the old firm. On the other hand, the duty I owe my family is staring me in the face, and I really don't know what to do. What do you think of it?"

"Well," I replied, "you also owe it to your firm and yourself to weigh this matter up very carefully. Personally, I believe in 'sticking to the bush.' Your opportunity will come in time. I would not like to advise you positively in a matter like this. A thousand-dollar raise is a big thing for any young man, but I would certainly consult with my firm, if I were you, before doing anything. Put the matter squarely before them. Let them advise you. They will not take advantage of you, and will no doubt make it an object for you to remain."

He departed, promising to do that, but the next I heard from him was that he had accepted the offer made by the specialty house, and had left the old firm, where he was well regarded.

Two months later the head buyer of the silk department of that house dropped dead in the office of a New York hotel, and my friend's old firm was obliged to go outside for some one to fill his place, a position that paid five thousand dollars a year salary, into which there was not the slightest doubt he would have stepped had he refused the other offer and remained where he was.

Many an Over-anxious salesman fails to win ultimate success because he does not realize the opportunity that awaits him through conscientious, faithful labor and continued service in some one place.

Opportunities at Hand.

The calico-wrapper opportunity of the moment seems to obscure his vision from the sealskin-sacque opportunity of the future. He goes through life without any set purpose at all, with face turned away from the future and its rich possibilities, seemingly content to wander along, worrying in the present, anxiously occupied with a superficial survey of things to the right and to the left, but never ahead and beyond. He is like the man who was so intent on watching what was passing in the street that he failed to notice the open coal-hole directly in his path, until suddenly he found

to his astonishment that he was rapidly disappearing into inky blackness.

I actually knew a business man once who was quite handy with carpenter tools and enjoyed his annual outings at his summer home tinkering with all sorts of odd jobs requiring the use of saw and hammer. It occurred to him one day to build a boathouse over the river which skirted his country place. While sitting on a scaffold directly over the river, he was engaged in putting on the finishing touches, and found it necessary to saw off a cleat that hindered his work. It was late in the afternoon of the last day of his outing. Desirous of finishing his work before leaving for the city, he was rushing things. Grabbing a saw, he began with vigor to despatch what he supposed was the projecting piece, and did not notice that he was actually sawing into the scaffolding on which he was seated instead of the inoffensive cleat. The truth finally flashed on him with a crunching warning, and the next moment he found himself floundering in the river, wildly waving his saw and calling for help.

It does not pay to rush things. The Rome of salesmanship was not built in a day.

It is said of the English General Buller that "he never went around anything that he could butt his head through." And he continued that course in the Boer War, bringing all manner of disaster upon his command, which caused dread anxiety to the home authorities until his recall stopped his mad career. He was replaced by Lord Kitchener, the tactician, who was obliged to overcome Buller's blunders before he could hope to win a victory for England's forces, which he did in the end by his superior generalship.

Concentration Wins.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

Returning from luncheon one afternoon, I was stopped just across the street from my place of business by a young man whom I had known as a boy, but had forgotten. Extending his hand, he said, "Hello, Mr. Moody! Don't you remember me?"

Failing to recognize him at first, I replied: "You've got the best of me this time, my friend. Your face seems familiar, but I can't recall your name."

"Why!" said he, "my name is B—. Don't you remember that we worked together as boys with the old firm of S. L. & Co.? You had the linen and whitegoods stock, and I had the laces, just across the aisle."

"Yes," I replied, "I do remember you now, but that's a long time ago, and many changes have taken place on the street. The old firm has retired from business, but I presume you are still in the dry goods line."

"No. I remained there but a short time after you left. I thought I wasn't suited to that line, and left to go into an insurance office. I soon found that insurance was not to my liking either, and then I tried the retail dry goods business for a year or two. Realizing that there was no chance whatever in a retail store, I entered a business college to study bookkeeping, but left the course unfinished on being told that if I intended making office work my life's aim I should commence at the practical end of things by taking a position in some large office, but——"

Not knowing where the narrative would end, but realizing that his story was a continued one, I interrupted him with—

"What are you doing now?"

"I'm studying electrical work in a big factory. No doubt there is a great field in that." Then, as if by second nature, he asked: "What are you doing now?"

Turning, I pointed to the wholesale store across the street which bore my name, saying simply, "I am connected with that firm!"

He seemed not to comprehend for a moment, but finally gasped, "You don't mean to say that you are one of the firm!"

"Yes," I said, "I am."

"Well! How on earth—" His face reddened and he did not finish what he was going to say. Instead he turned eagerly to me with—

"Can't you give me a place in your store? I don't get much pay where I am. Besides, I think that if I could get in with some one who knew me and would take an interest in me I could do much better." And then came the wretched admission that he was a married man and had a wife and two children.

I knew that his case was hopeless. He had tried and condemned himself in the story he had related of his wanderings but for old time's sake I asked him to call at our office the next day and I would see what I could do for him. We needed an extra man in the shipping room, and gave him the place at a weekly salary of twelve dollars—just double the amount he was receiving at the parting of our ways twelve years before. A raise of fifty cents a week per year for twelve years. Think of it! Yet there are many such cases.

Couldn't Fit In.

I heard nothing from him for a few days, and then one night the door-bell rang at my residence, and our new assistant shipping clerk was shown in. I greeted him half-dressed, as I was going out for the evening. In some surprise I asked him what I could do for him.

"Well," he said, "you must excuse me for calling at your house, but as you have been kind to me I thought I ought to call and tell you that I am afraid I cannot do the work you have put me at. I don't seem to understand it, and rather than make mistakes which might embarrass you I have made up my mind to quit."

There was something delicate in that halting confession that touched me, but realizing that his was a case for vigorous action, if the man was to be saved for any good to himself or any one else, I determined to let my engagement wait. Taking a seat by his side, I gave him a heart-to-heart talk, in which matters were not minced regarding his past and checkered career. I pointed out that he really had a good opportunity at last to make something of himself; that I would go out of my way to help him and advance him as rapidly as possible, but that it was up to him to do the rest.

Our talk seemed to bolster him up somewhat, and he left promising to stick it out and do his best. Two months, however, of worrying along with him, in which many interviews took place, convinced us that he was a confirmed ne'er-do-well, and we had to let him out to continue his search for something that "exactly" fitted his capabilities.

I never heard from him after that, but there is little room for doubt that the unfortunate fellow is still looking for a job, a sad example of neglected opportunities and a lack of stick-to-itiveness.

Opportunities don't often repeat; mistakes do.

The energetic, dead-in-earnest man creates confidence and success.

Don't let the self-satisfied and thoroughly contented persuade you that to-morrow's triumph will compensate for to-day's inaction.

To-morrow is a poor time to catch to-day's opportunities. Nothing great is ever accomplished without trained enthusiasm, persistent energy, and a determination to win.

The man who depends upon to-morrow's efforts is ever a pall-bearer at the bier of lost hopes and dead ambitions.

Results are the golden nuggets dug from to-day's opportunities by earnest endeavor and patient, systematic toil.

The faint-hearted man lacks the power to draw others to himself. He dissipates confidence, and fails utterly to secure prestige with those above him in authority.

A dead fish can float with the tide, but it takes a live one to swim against it.

Don't Shirk Facts.

In this progressive age a man's usefulness, like that of the postage stamp consists in his ability to stick to a thing until he gets there.

There is no use in mincing words. Let us look squarely at the facts as they exist, with a clear eye to bettering ourselves if possible. The fact is very clear and pertinent here, that we must meet our antagonists with their own weapons, hustle.

There are many salesmen in the world who persuade themselves into believing that to-morrow, next week, the week after, or next year will surely bring them the results they should have obtained to-day.

(To be continued.)

ARE FRUIT GROWERS UNREASONABLE?

Some of the Difficulties the Commission Merchants Have to Contend With.

The fruit growers in the Oakville district last week sent a deputation to Toronto to consult with the members of the Toronto Fruit and Produce Association with regard to the cartage charge question which has been causing some stir among the trade recently. The growers agree to accept the cartage charge proposition on condition that the commission men return all boxes, crates and baskets. To this the latter would not agree and the growers' deputation then went to Montreal to interview the fruit commission merchants there.

What the outcome of the consultation in the eastern metropolis may be is not yet known, but a rumor says that all the strawberries available in the Oakville district will be bought f.o.b. Oakville and taken to Montreal by one or two of the eastern men, they taking all risks.

The Toronto commission merchants when asked regarding this report ridiculed the idea and said Montreal could not possibly take care of such an immense crop of berries suddenly thrust on the market. An official of the Toronto association, in explaining the cartage charge, told something of the precarious nature of the fruit commission business.

The commission merchants in attempting doing everything possible for the fruit growers, have to neglect to some extent their warehouse business to build up a market where the railway deposits the fruit. Their men are at this market at six o'clock every morning awaiting the arrival of trains which may be delayed an hour or more. If a buyer arrives, and is told a certain train is late he cannot be induced to remain; and even if the train is on time the sale is made by the man having his goods first on the ground. Let us suppose a sale is made, although the sale is not complete until the goods are delivered—the fruit must be in the retail merchant's store by noon of the day of purchase if the sale is made that morning, otherwise the goods may be returned "too late" to the commission agent. In a city that has grown so rapidly as Toronto all this is a difficult task. Again, a day or two later the retail merchant may say the fruit was not good at the bottom, and an allowance must be made if the retailer's custom is to be held. All of these charges are deducted from the ten per cent. commission allowed the seller. Added to this the grower must be paid, a number of statements are to be issued, and even the money must be collected, items which do not at all trouble the grower. Heaped on this again is the increased cost of horses, feed, wages and everything pertaining to the management of the business, all of which have increased very much during the past few years. In spite of all this the percentage of commission remains the same as 17 years ago.

In regard to collecting and returning boxes and crates, the commission men say they do try to collect and return the larger crates, but it would be practically impossible to gather up all the crates and boxes. United States fruit and produce come in in much more expensive packages, yet the growers do not ask for their return, and the retailers might not return them even though they were asked. If the growers would look at both sides of the question, say the commission men, and see the risks involved, they would undoubtedly come to the conclusion that the cartage charge is a fair one.

ENCOURAGING TRADE WITH FRANCE.

Canadian Section British Chamber of Commerce Doing Worthy Work for Houses Here.

A letter to this paper from J. Meadow Smith, secretary of the Canadian section of the British Chamber of Commerce in Paris, is of particular interest to Canadian manufacturers and exporters, who anticipate doing any business with French houses. The letter says in part:

"The long existence of our chamber, and its experience of the conditions of French trade, will, we feel, enable us to be of great service to Canadian exporters who wish to avail themselves of this market."

Speaking of what the Canadian section of the chamber is doing for its members, Mr. Smith says:

"It offers the experience of forty years of continental trade, puts Canadian house in touch with suitable agents, obtains information on the commercial standing of French firms, notifies changes in French customs duties, proposed commercial legislation likely to affect special trades, etc. It communicates inquiries from French buyers of Canadian goods, files members' catalogues for the information of buyers, gives commercial and statistical information of all kinds, and aids members in customs and technical difficulties."

The chamber up to this time has done very worthy work along the lines suggested herewith and deserves every encouragement. Canadian manufacturers and produce dealers interested in trade in France should write to the British Chamber of Commerce, Canadian Section, 17 Boulevard de le Madelaine, Paris.

THE GUILD MEETING IN QUEBEC.

Indications Point to a Most Successful Gathering Next Thursday and Friday.

The meeting of the Dominion Wholesale Grocers' Guild in Quebec Wednesday and Thursday of next week, June 17 and 18, the features and programme of which have been referred to in detail previously, is being looked forward to with a good deal of interest by the grocery trade of Canada generally.

A large number of the Canadian wholesalers have signified their intention of being present, the programme assures a profitable and pleasant meeting, and the gathering promises altogether to be one of the most successful ever held.

HEAD OF SALT WORKS PASSES AWAY.

C. R. Cooper Died on Sunday After Six Months' Illness.

Chas. R. Cooper, proprietor of the Toronto Salt Works, died on Sunday, June 7, after an illness of about six months. An abscess on the foot, developing into blood poisoning ultimately caused his death. Deceased, who was 68 years of age, was born in Stanley Township, Huron County, and for the past 21 years was a resident of Toronto. He was the son of the late Rev. H. C. Cooper, who for a third of a century was rector of the Anglican churches of Etobicoke, Weston and Mimico. Mr. Cooper was an adherent of the Church of England and was connected with several religious organizations. He founded the Toronto Salt Works in 1886 and had been at its head up to his death. The funeral took place on Tuesday, June 9, and at the request of the deceased, was private. The warehouse was closed the two days intervening between Mr. Cooper's death and the funeral. Mr. Cooper leaves a widow, a son and a daughter.

HUNGARIAN BEANS IN CANADA.

The shipment of Hungarian beans, which was brought into Canada last fall by Toronto brokers, has been followed by further imports during the past week. The fact that representatives of United States houses have been buying extensively in the bean-producing sections of Ontario this spring has lowered the available supply very materially. Stocks of beans held in Canada are very light and prices are accordingly stiff.

The Hungarian beans can be laid down here at prices pretty well even with what Ontario holders are asking, and since these foreign beans are of excellent quality and the last shipments proved very satisfactory, there is prospect of considerable business being done.

The shipment which has already come in was brought from Buda Pesth and was shipped direct to the west, where demand is very keen. The Hungarian beans come in bags of 50 and 100 kilos, approximating 2 and 4 bushels. They are exceedingly clean and except for marked irregularity in size could not be distinguished as different from the Canadian variety.

PERSONAL NOTES.

Wm. Charles, the new member of W. G. A. Lambe & Co., arrived in Toronto with his bride on Monday evening, after a honeymoon trip, from Saskatoon. The happy couple are in residence at 21 Bain Ave., and Mr. Charles is receiving hosts of congratulations from his friends in the trade.

M. R. C. Howard, of the firm of Mitchell Bros., Ltd., of Glasgow, and Mr. Robert Mitchell, managing director of the celebrated distillery of Mitchell & Co., of Belfast, who are paying a visit to their Canadian clients, will leave Quebec on the 16th inst. for Glasgow and Belfast, respectively. Laporte, Martin & Co., Montreal, have for many years represented the Mitchell's Scotch and Irish Whiskies in Canada.

Grocery News From Coast to Coast

What the Canadian Trade is Talking and Thinking About—Letters From Our Correspondents in Different Parts of the Dominion Giving New Ideas in Business—Business Changes, Etc.

Quebec and Eastern Province Notes.

Great Activity in Halifax Fish Markets—Large Mackerel Shipments to American Markets—St. John Asks Government to Increase Harbor Facilities—New Ideas From Montreal.

ST. JOHN.

June 8.—There was very little change in quotations last week in the local markets. Business has been very quiet and collections are reported to be only fair. Butter is a little easier, being quoted at 20 to 24 cents a pound and eggs are offered at 15 to 20 cents a dozen.

The catch of salmon last week, in the harbor, was very good for the time of year and a good season is anticipated. The price now is 18 to 20 cents a pound. There is a deadlock between the Charlotte county fishermen and the Eastport (Maine) sardine packers over the matter of price to be paid by the packers for the herring catch along the Charlotte county shores of the Bay of Fundy.

The fishermen organized a union about a year ago, adopting a uniform scale of $8, $6 and $4 a hogshead for their fish, according to the season. At the annual meeting of the union in December they changed this to one price of $6 a hogshead, the season round. This is unsatisfactory to the American packers and they are endeavoring to break the union. The fishermen state that they will stand by the price agreed upon. On Deer Island, N.B., however, some have made a contract with the packers at the rate of $9 a hogshead until July 1, $6 to August 1, $5 to September and $4 for the balance of the season.

The city council has decided to send a committee to Ottawa to confer with the Minister of Public Works and the transportation companies regarding the future development of the harbor facilities here. The government will be asked to continue dredging operations and build more wharves so as to provide for the increasing traffic at this port.

The local government has appointed an agricultural commission, consisting of Hon. D. V. Landry, commissioner of agriculture; W. W. Hubbard, of St. John and Geo. E. Fisher, of Chatham, N.B. They will hold meetings in various parts of the province and report as to methods of improving agricultural matters.

The customs receipts here in May were $75,574.03, a decrease of $28,551.93 as compared with May, 1907.

R. W. McPherson, of the department of agriculture, Ottawa, was in the city a few days ago. His duties consist of detecting and dealing with adulteration of butter and cheese. He said there were very few cases of misrepresentation and that the standard of butter and cheese exported was very high. He gave it as his opinion that Canada has seen its best days in the matter of exporting dairy products as the cities are growing larger and home consumption is increasing.

HALIFAX.

June 6.—While it is a little early yet to make any definite prediction regarding the crops in Nova Scotia, the outlook at the present time is most favorable for a large yield. Principal M. Cumming, of the Agricultural College, who has received reports from various parts of the Province, says that this is a more promising spring than any other during the past four years. The season has been specially favorable to the farmers putting in crops. It appears that now a larger acreage is under crop in Nova Scotia, and it has been put in better condition than for a number of years. The dry weather has given the farmers extraordinarily good opportunities for seeding, and if the favorable conditions continue it will mean a good deal for the farmers of Nova Scotia.

The fruit trees throughout the valley are in abundant bloom, and everything throughout the apple district gives the brightest promise.

While there appears to be lots of butter coming to the market, the price does not come as low as it should, is the general opinion of the jobbers. Both creamery and dairy butter are in good supply, but the demand is only fair. Creamery prints are quoted at 28 cents, and dairy tubs from 25 to 26 cents. Butter can be imported here from Quebec and other districts in the Upper Provinces, and sold here with better profits than the local stock. The general opinion prevails that the farmers are asking too much for their butter.

Eggs continue firm at 18 cents. The demand is moderate, and the supply very good. Jobbers had been anticipating a drop in the price this week, but the quotations have not changed.

Fairly good stocks of potatoes are in hand. They have wintered well. Prices vary according to the quality, from 50 cents to 75 cents per bushel.

Large catches of fish are being made on the east and west coast, and great activity prevails in the fresh fish markets. So plentiful are haddock and mackerel at Arichat, C.B., and vicinity, that the fishermen cannot find buyers for their fish. These conditions are unprecedented. During the week just closed it is estimated that in the vicinity of one thousand barrels of iced fresh mackerel were shipped from Nova Scotia to the American market. The local salt fish markets are very quiet this week. The arrivals outside of one or two small lots of new shore cod have been nil.

Good navel oranges are scarce, and the price high. The best bananas are quoted at $2.50. Pines are selling from 15 to 20 cents. Rhubarb is dropping rapidly, and is now quoted at three cents per pound. Tomatoes, cabbages, spinach, lettuce and radishes are in good supply.

A delegation of Halifax merchants returned from Ottawa this week, and report that the Government will at an early date provide a flour shed at Halifax. This will fill a long felt want by the flour trade of Halifax.

After half a century in the grocery business, Robert Urquhart is retiring and he is now offering his business on Spring Garden Road for sale by tender.

The Halifax Agency of Lipton's, Limited, has just built an immense electric sign, which illuminates a large section of the centre of the city. The sign is fifty feet long and has been erected on the roof of the warehouse. It is the first sign of the kind in the city.

NEWCASTLE, N. B.

June 6.—The crop of 1908 in New Brunswick bids fair to be far ahead of that of last year. The season is at least a fortnight ahead of the spring of 1907.

R. N. Weeks opened a new general store in Willerton on June 8th.

E. W. Mair, E. R. Leed, A. W. Hay, A. G. Bailey and C. D. Johnston, of Woodstock, have been incorporated as "Cold Storage Co." The capital, $20,000, in 20,000 shares.

T. W. Crocker, fish merchant, of this town, launched the J. Howard, his new fishing steamer, on the 29th ult.

GEORGETOWN, P. E. I.

June 5.—There is little change to report in grocery circles this week. Business is only fair and collections are slow. Seeding is about through, and the prospects so far were never brighter for a bountiful crop. The hay crop promises to be exceptional.

Butter continues very scarce and fresh dairy sells here at from thirty to thirty-

five cents. This is the result of high prices being paid for produce and fat cattle.

George Thompson, of Poole & Thompson, Montague, was in Pictou, N.S., last week superintending the shipment of a large consignment of potatoes made by his firm to Havana.

Owing to the scarcity of butter some local firms are making a special drive on jams.

MONTREAL.

June 8.—Walter Paul is in Winnipeg attending the meeting of the Synod of the Presbyterian church.

It seems incredible that weather conditions should have such a marked effect on business, yet such is the case. One dealer maintained that during the last few cool days the trade fell off fully a third. With the exception of the slight dullness during those few days trade has been very good.

Kingsley Harrison has sold his store at the corner of Burnside and Victoria Streets, to H. Girard, of the Co-Operative Grocery Co., corner of Guy and St. Antoine Streets. Mr. Harrison is conducting a business at 1018 St. Catherine Street West.

A bright idea has been put into actual operation in one of the large groceries of the city. This device consists of a miniature wire fence around the edges of a show table, on which all sorts of bottles are arranged. The idea is to prevent bottles being knocked off onto the floor and broken. Very frequently when reaching for one article another one is knocked down. There are other advantages which are plain to the grocer without comment.

M. Eichen, St. Catherine St., West, has incorporated a new feature in his business, consisting of cut and cold meat market. The new department is immediately behind the grocery, and communicates with it by large doors, which, when open, make the whole store into one.

The question of credits is always a perplexing one, and it is a subject upon which there is apparently a wide diversity of opinion. A small grocer maintained recently that indiscriminate credits were a source of sure disaster, while some houses seem to thrive on them. The grocer referred to in the foregoing is very careful, seeking only large accounts, and all bills must be settled monthly. To all but a chosen few, who buy heavily, spot cash is the rule. He maintains that in this way his business is not so great in extent, perhaps, as it might be, but is vastly more remunerative, relatively, than many businesses larger in size. He also states that what he loses in volume is made up by his peace of mind, which he enjoys because his business is sure and he does not have the worries that others do.

Walter Paul, St. Catherine St. W., expects to change the interior fittings of his store shortly, replacing the old fixtures by new ones from the Walker Bin Co. His branch store on University Street is fitted with the Walker Bin Co.'s fixtures, and they are certainly a great improvement over the old style.

In a small store, not in a fashionable quarter of the city, may be seen a stock extremely well arranged. At first it is rather difficult to comprehend the reason for this impression which takes root the moment you enter, but upon closer inspection the secret is plain. This grocer knows the value of "keeping goods to the front." Nothing is more disconcerting than to see shelves half filled, for instance, canned goods, with one label pointing north and the other south, and so on. This condition makes the whole store look unkempt and slovenly.

Fraser, Viger & Co. have a very pretty window display this week, consisting of picnic hampers, stocked with all sorts of delicious things. In addition is the usual grouping of summer outing paraphernalia, consisting of fishing rods, paddles, etc. The window is not overdone, but is simply and effectively treated.

News From the Coast

Bringing Bananas in From Mexico—Arranging for Large Fruit Shipments—Late Strawberries.

VANCOUVER.

June 6.—Slowness in the season on the coast is keeping strawberries and early summer varieties back. Some growers go so far as to state that the season is a month behind that of last year, and all agree that it is a good two or three weeks. Although it is past the first of June, real warm weather has been a rarity, and the strawberries now on sale are offered at 35c per box, an increase in price. A crate of locals arrived from Port Hammond the other day, but we have yet to have the Hood Rivers, which are only beginning to make an appearance.

The first shipment of bananas from Mexico arrived this week on the steamer Lonsdale, and are now being ripened preparatory to being put on the market. Local and Victoria people are interested in the proposition to grow and import Mexican fruit and vegetables, such as tomatoes and onions, and when trade has been developed there should be considerable business. The variety of banana which will be brought from Mexico, has a thin skin and is very luscious, and will make a good bid for the large trade now being enjoyed by that now on the market. The growers expect to do well also with tomatoes, and will ship them here in winter time, at rates on a par with what they are when the local crop is at its best.

Kamloops people are sanguine over the success of the operations of the Thompson Valley Canning Company, which is being organized, and which will have a plant running this season. The machinery is now on the way and will be installed as soon as it arrives. For this year, tomatoes only will be canned, but it is the intention to handle also corn, beans and such fruit as will be produced in quantities sufficient to guarantee an adequate supply. The stock is being largely taken up in Kamloops.

Attention is steadily being turned to the north, and prospective business locations are being sought. Revelstoke is looking forward to being a point of distribution for that section of territory immediately north and in the neighborhood of the Yellowhead Pass. One of the sub-contractors was through that city last week, inspecting the route to see if it would be cheaper to take in supplies via that city. With the railway construction going on in the north, and improvements along the main line of the C.P.R., with extensions in the lower part of the province, there is considerable activity along this line which will give business to merchants in all parts of the province.

A meeting will be held in Vancouver next Monday to organize a British Columbia Retail Grocers' Association, and representatives of district associations in Victoria, Nanaimo, Ladysmith, New Westminster and Chilliwack are expected to be present. Organization has been carried on very actively of late, and with a central body, the Association should be good and strong.

Interesting Ontario Items

London Clerks Have Baseball Team—Barrie Has Lowest Butter Prices in Five Years—Galt's Official Collector Working Well.

LONDON.

June 8.—Wholesale trade continues to show improvement and the prospects never appeared brighter. All staples are firm. With retailers business was fair during the week, with another big Saturday.

The Retail Grocers' Association has secured Sherwood Hall, in the Huron & Erie building, Richmond Street, as a permanent place of meeting. Owing to the Wednesday half-holiday the night of meeting has been changed to the first Tuesday in the month.

The first half-holiday of the season was spent by many of the grocers at Springbank, where a game of baseball was played by teams picked from the trade. Secretary Cyrill Hayes is nursing an injured finger as a result.

The officers of the Retail Grocers' Association spent last Wednesday afternoon looking up the wholesalers in connection with the approaching excursion to Detroit. The response for contributions was liberal indeed, every wholesale house giving cash or its equivalent.

J. A. Henderson is now conducting the grocery business at the northwest corner of Colborne and Cheapside Streets, alone, Mr. Graham having retired from the firm.

C. F. Coates, grocer, in the suburb

of Chelsea Green, has disposed of his business to Mr. Wright, of this city.

The grocers' clerks have organized a strong baseball team, with Clyde Hopper, of Harry Ranahan's, as captain.

Butter seems to have settled down to a reasonable figure. Twenty cents per pound was the wholesale price asked on Saturday. Eggs keep firm at 16½c to 17c. One wagon-load, consisting of 23,760 fresh eggs, for cold storage, was brought to the city on Saturday from Granton, and was disposed of to a local wholesaler.

The first home-grown strawberries of the season were brought to the local market on Saturday by Harvey Kilbourn, of Kilworth, just west of the city. They brought a fancy price. The general opinion is that unless June frosts intervere fruits of all kinds will be plentiful. Plum trees are overloaded and peaches also look like a big crop. Pears and apples never looked better.

A well-known local milk dealer is responsible for the statement that a combine to keep up prices exists among the farmers of the surrounding townships.

BARRIE.

June 9.—Butter reached the lowest point last Saturday that has been seen here for five years when an abundant supply was to be had for 13 cents a pound, and one large buyer bought the same article the day before for 12½ cents. No cheaper price than this has been heard of around this district.

The Barrie Creamery commenced operations last week, and R. A. Thomas, the proprietor, has seven cream wagons on the road this week. With three cheese factories opening the first of the week, we may now look for a good big raise in butter.

A thing which very seldom happens occurred last week when two of our leading merchants were closed. On Friday, Jas. Vair & Sons, grocers and dry goods, were closed on account of the death of Wm., son of Mr. Vair, and E. J. Armson's grocery was closed on account of the death of Mr. Armson's brother-in-law.

Jas. T. Walsh has sold his share in the Imperial Soda Water Works to Christopher Horsfield. Geo. Walsh and Mr. Horsfield will now manager the concern.

The other day your correspondent was in a certain store when a young lady came in very indignant and slapped down on the counter a loaf of bread wrapped in an old newspaper with a date of nearly a year back, and a very dirty, soiled appearance. She had been a good customer, but she goes elsewhere for her groceries now. It was a little thing the merchant thought, but one of the little things that count. A suggestion that I should like to make to any clerk or merchant is that the newspaper which is so often used, especially in wrapping bread up, should be done away with, and, in fact, never used in the store at all, as it looks very cheap for a merchant and has poisonous qualities.

At a meeting of the Retail Clerks' Association, held in the Council Chamber last Tuesday, Wm. Beatty was elected President and John Sommerville Secretary-Treasurer for the ensuing year. The clerks are going in for their seventh annual Wednesday half-holiday during July and August, and are arranging for excursions on these days with a good number of sports, and it now rests with the merchants to make these half-holidays a success.

INGERSOLL.

June 8.—Is it good policy for a merchant to actively identify himself with a political party? This is a question which one frequently hears during an election campaign, whether it be municipal or parliamentary. While the boasted freedom of speech and independence of Canada is something of which every subject is proud there is, nevertheless, the well-founded argument that as a rule business and politics are practically incompatible. The merchant who takes a prominent part in party politics must exercise good judgment and tact if he is to avoid straining pleasant relations between himself and his customers. No fault can be found with anyone who is sufficiently interested in politics to follow the affairs of his country and to openly declare his political sentiments. But when a merchant becomes known as an out-and-out partisan and discusses politics in and out of his store, is there not a grave danger of his business being injured? It is a well-known fact that many people are just about as sensitive in regard to their political views as they are in their religious opinions. This being true a merchant must exercise tact when political discussions are precipitated if he would retain the same kindly feeling of all. There are scores of instances where politics have precipitated unfriendliness which did not vanish with election day. This is something which all merchants should weigh carefully. Their best customers may differ from them in their political affiliations. Can the merchants afford to antagonize them for all the direct benefit they receive out of politics. Good customers cannot be picked up at any time of the day, and while the merchant may some time find it difficult to refrain from "speaking out" it is wise to do so in many cases. Election day is soon forgotten unless there has been unpleasantness to mark it, and then it is kept green for a long time. The merchant who has the happy faculty of avoiding political controversies or treating them in a humorous manner doubtless retains the good will of his customers and his place is never associated with politics. There are many disagreeable features about mercantile life. There is invariably a large quantity of the bitter with the sweet, but the merchant who treats all matters philosophically and forgets the worries of the day at closing time doubtless has more friends and is nearer to the front in the race for the nimble dollar than those who have had the "courage of their convictions" as some might term it, and spoken out regardless of the consequences.

In conversation with a grocer on Saturday your correspondent was informed that he did not expect to see the price of eggs get any cheaper than at the present time. For the past few weeks the price has been ranging from 15 to 17 cents with only an average supply for the time of year and a very good demand. If the egg situation can be correctly sized up this way it would seem that the old days of two dozen for a quarter have departed never to return. The increased consumption of eggs, which is accounted for by the increase in the population, together with the fact that many eggs are consumed on the recommendation of physicians, are given as reasons for the higher prices. For the past few years eggs have become one of the chief diets with many invalids, and as a result there is a constant demand for those that are absolutely fresh. The eggs are not allowed to accumulate in country stores as formerly as they are now gathered regularly by the exporters. Contrary to expectations butter is showing a decline. First quality is now retailing at 27 cents and choice dairy at 24, but it is doubtful if a lower mark will be reached.

This has been pineapple week with the local grocers and large quantities have been disposed of. From what can be learned the "pines" are coming in for more general use each succeeding year, and they are now recognized as one of the best fruits for preserving. They have been handled in very large quantities by all the local dealers who also know how to dispose of them. They have been well advertised, in fact, featured for the week, and the result has doubtless been very satisfying. The prices have ranged from $1 to $2, according to size.

A large addition to the splendid factory of the St. Charles Condensing Co., which is recognized as one of this town's best industries is an evidence of the importance of the dairying industry in Oxford County. The history of the factory here has been one of constant expansion. Year after year has brought about new additions until at the present time it is one of the largest and finest to be found in Western Ontario. The factory has a great many patrons within a radius of several miles and for the benefit of those unacquainted with its magnitude it might be worth mentioning that on Monday mornings as high as one hundred and thirty thousand pounds of milk are now being received, while the supply for the other days will average in the neighborhood of one hundred thousand pounds. But while so much of the milk supply of this famous dairy section finds its way to the condenser the fact must not be lost sight of that there are also many large cheese factories in the country districts Ingersoll has been aptly termed the "hub of the dairy industry" and the distinction is certainly merited.

BELLEVILLE.

June 9.—During the past week a new grocery store, on a magnificent scale, has been opened here by William T. Patterson. Mr. Patterson has been for the past sixteen years one of the best-known travelers on the road in the Province of Ontario. For ten years he represented the D. M. Ferry Seed Company, and for the past six years has been with the Steele-Briggs Seed Company. Mr. Patterson is an encyclopaedia of all the post offices and hamlets in Ontario, as well as Quebec, as his former fellow-travelers can testify. He was born in Ayr, in Waterloo county, and is proud of his Scotch Lowland ancestry. He has fitted up one of the most attractive grocery stores in the city, only a couple of doors distant from Wallbridge & Clarke. The fittings are in line with the idea that all conditions should be sanitary, and in this city the people favor such an idea. The Walker Bin & Store Fixture Company, of Berlin, have installed the fixtures, which are very attractive.

John Gregg, traveler for the Surprise Soap Company, has been busy here for some time. He and his aide-de-camps have been making a house to house canvass advertising Surprise soap. Nearly all the grocers' windows are tastefully decorated with advertising matter.

The good old pineapples are coming in in large quantities. The lowering of the price has been an inducement to the housekeepers to preserve their supply for the future. As an example, John Harker this morning received ten cases of pineapples from White & Co., Toronto, and in four hours there were but two cases left. The rest went later on.

John McVeen, of White & Co., distributed a carload of bananas to the grocers in this city yesterday.

Mr. Farnsworth, of the F. F. Dalley Company, Hamilton, representing "Two in One," was here on Tuesday, June 2. He reports trade booming. He also thinks Belleville is all right.

STRATFORD.

June 8.—One thing that strikes the eye of Stratford citizens and visitors is the much improved grocery window displays. There was a time when one instinctively turned away from the windows and did not wish to study what was kept inside. There has been a general awakening for the better, however, and now one generally finds himself unconsciously taking in the displays, which speak of good things to eat inside. One style of window display that is in general use—and evidently copied from one up-to-date grocer, is the fruit window. It is made by an adjustable sloping platform, slanting to the back of the window at an angle of 45 degrees. Rows of fruit are then placed on it such as one row of bananas, then one of pineapples, oranges, lemons, fresh vegetables, etc. The result is certainly a wonderfully tempting and effective display.

E. K. Barnsdale's new joy, a splendid new auto, may be seen under his guiding hand as he spins through our

That the usual Wednesday half-holiday should be discontinued this year was the opinion of the majority of the merchants at the regular monthly meeting of the Retail Merchants' Association, held last Thursday evening.

It is to be hoped that the merchants will hold together for better prices during the fruit season. Last year there was a general slash in sugar, and, as a consequence, the Stratford public were receiving two or three pounds more sugar than was going in other places.

Price-cutting is the thorn in the grocery business here, and is to be greatly regretted. It is to be hoped that this year there will be an improvement over former years. The price of butter took a tumble to the tune of 4 cents a pound last week, and is now retailing at 18c and 19c a pound.

PETERBORO.

Geo. A. Gillespie, of White & Gillespie, grocers, was the Liberal candidate in the Provincial elections for West Peterboro. Although defeated, he succeeded in lowering the Conservative majority of four years ago of 1,174 to 436. Mr. Gillespie, as well as being a grocer, is a cheese buyer on the Peterboro Cheese Board, and is prominent throughout the country in dairy matters.

The great problem before the merchants at the present time is whether the Thursday half-holiday, instituted last year, will be in vogue again. Last week a meeting of representative members of the Retail Merchants' Association was supposed to have been held at which it was decided to discontinue the half-holiday plan and to close their stores every evening at 5 o'clock during the summer months, except on Saturdays and nights before holidays. Other merchants claim the meeting was not a representatives one, and some of them are desirous of giving the Thursday half-holiday. No arrangement has yet been arrived at, and here the matter stands.

Louis Elliott, of this city, has a Wyandotte hen that recently layed an egg measuring in circumference 8¾ inches one way and 6½ inches the other.

The latest industry for Peterboro is a gum factory. The proprietor and manager is Mr. Joseph Berette, and the first product of the factory appeared on Saturday of last week.

BRACEBRIDGE.

June 8.—Robert Armstrong, for years employed by Kirk Bros., grocers, has, along with Andrew Gillespie, purchased the grocery stock of A. E. Hawkins & Co. They are pushing young men and should meet with success.

The high price of butter seems to be now a thing of the past, owing, no doubt, to the abundance of grass.

The grocery trade in this centre continues bright. Farmers are happy in the bright outlook regarding the crops, and tourists are flocking to the beautiful lakes, which all helps.

U. R. McDonald has accepted a position with Kirk Bros.

One good thing which is noticeable in town these days is the brightening up of the shop fronts. Merchants can go far in improving the appearance of all towns. Clean, bright stores, newly painted fronts and up-to-date delivery rigs add to the business welfare and also to the value of property.

TORONTO.

June 10.—A good many Toronto grocers are expecting to take in the excursion to the Muskoka lakes, arranged by the Retail Merchants' Association, for next week. The excursion will leave Toronto at 9 a.m. on Tuesday morning, June 23rd, by special C.N.O. train, and on arrival at the lakes the excursionists will have the privilege of taking any of the ten steamers of the Muskoka Lakes Navigation Co. to all parts of the lakes, although the steamer "Sagamo" will be specially reserved for the party. A complimentary dance will be given at the Royal Muskoka hotel on June 24, and that hotel will be open for the accommodation of the excursionists. Special rates for meals and rooms have been arranged for also at all the other hotels, and from present indications the excursion will be a huge success. The railway fare from Toronto for the three days' trip is $2.60.

To-day is the second Wednesday afternoon half-holiday enjoyed by the grocers and bakers during the summer months. Last Wednesday the holiday was spent in several ways, some going to the parks, some making little trips outside the city, and by quite a number at the races. To-day a good many will be seen at the ball game at the island.

W. T. Gilbert, who died very suddenly at his residence, 485 Broadview Ave., on Sunday morning, was a familiar figure in the flour milling business in Ontario for a number of years. He came to Toronto some years ago from Simcoe, and was about fifty years old. He had many friends in the city and was highly respected.

Mrs. Helen S. McLean has sold her grocery business to W. H. Fell. Mr. Fell is now offering the business for sale.

The regular monthly meeting of the Toronto Retail Grocers' Association will be held on Monday evening next in the association's rooms in the Temple building. The grocers are making great preparations for their picnic to Buffalo on July 15. Ben Panter and Bailey Snow were over on Wednesday making arrangements for the entertainment of the visitors.

For the Toronto Street Railway to enter a case against any other party is something rather new, and yet they figured in two cases in the Division Court last Thursday, in which Robert Barron, the Yonge St. grocer, was defendant and plaintiff, respectively. The company sued Mr. Barron for alleged injury to their cars through collision with his delivery wagons on two occasions, March 19th and April 10th. Mr. Barron entered counter claims for damages to his wagons. One case was awarded each party, though Mr. Barron says he could have won both had he cared to have witnesses subpoenaed. This seems to be a pretty good advertisement for the man who builds Mr. Barron's wagons.

The regular meeting of the Toronto Grocery Clerks' Benefit Association will be held on Tuesday evening, June 23rd, in their rooms, 1338 Queen St. west. All bona fide grocery clerks in the city are invited. The principal business will be arranging for the annual picnic.

THE VALUE OF A WELL-LIGHTED STORE

The Whole Interior Should Be Regarded as a Show Case—Light Helps to Display Goods and Holds Customers' Confidence—Means of Securing Good Effect.

One of the features in connection with stores which a great many grocers neglect, and one which will well repay serious consideration, is that of store lighting. Any grocer will admit at once that a store ought to be as bright and clean as possible and yet a good many neglect the first factor in securing this highly desirable result.

The highest value of good lighting comes, of course, from its tendency to show the goods well. Goods well displayed, some one has said, are half sold. In a good many cases the display does more than half the work. And in modern days we're getting away from the old-time practice of having a few sets of shelves built up around the door and the front windows and having the rest of the store in darkness. The whole store must be well-lighted, so that every advantage can be taken of the space it affords to display as many goods as possible. There should be no dark corners. Another advantage coming from a well-lighted store is the better effect it gives the customers. Light and sunshine, to some extent synonymous terms, ought to mean cleanliness, and they are very effectual in securing good conditions. In a well-lighted store whatever dirt exists is shown up at once and the tendency to keep the premises clean, nowhere more important than in a grocery, is mightily strengthened. The customer, too, in well-lighted and, what will assuredly follow, clean premises, feels an assurance in buying her goods which she could not in a dark place, where she isn't sure what questionable things exist in the dark corners or behind the shadows of the counters.

Light, too, and particularly sunshine, has its own cleansing and sanitary effect, and for this reason alone, a well-lighted store is advisable.

Where a store is isolated from other buildings, or even where it is built on a corner, the problem of how to secure desirable lighting is somewhat simplified for whatever windows are desired may be built in. There is somewhat of a disadvantage in this again, however, for windows along the side of a store take off a good deal of valuable space and are likely, too, to spoil the arrangement. In such cases smaller windows, situated near the ceiling, and fitted with one of the systems of light refracting so much in use to-day will, to a great extent, solve the difficulty.

In most cases, however, the matter comes down to a question of lighting the whole premises from the store front. In recent years builders are providing for this and are putting in all-glass fronts which allow all light possible to enter. While the ordinary all-glass front is invaluable in lighting, the front portion of the store it still tends to leave the rear, particularly in a long store, pretty much in shadow. To obviate this several varieties of light-refracting systems have been devised and are coming more and more into use, which are quite effectual.

The engraving reproduced herewith, which, by the way, shows the interior of the Kandy Kitchen in Guelph, one of the finest confectionery stores in Ontario, illustrates to a remarkable degree, the points emphasized above. In this case the light is all done from the store front and by the use of one of these refracting systems a most excellent result has been secured.

In considering the lighting of a store, either in a new building or in one under process of reconstruction, the idea should be kept in mind that the whole store interior is simply a large edition of a show case, and should be lighted, decorated and taken care of accordingly.

TRADE NOTES.

Carscallen & Miller, grocers, Lindsay, Ont., have assigned.

John Klager, Galt, has disposed of his grocery business.

J. E. Gauthier, general merchant, Chicoutimi, Quebec, has assigned.

Penny-in-the-slot machines supplying milk are now in use in England.

Provost & Motard, grocers and liquor merchants, Montreal, have been registered.

The British Columbia Sugar Refinery, Vancouver, is erecting a $60,000 filter plant.

John Coyne, general merchant, Portage du Fort, Que., is offering to compromise.

Elz. Ouellet, general merchant, Hebertville, Que., has made a voluntary assignment.

L. C. Bouchard, general merchant, L'Anse St. Jean, Que., is offering to compromise.

Curators have been appointed for the general business of O. H. Bruneau. Stratford Centre, Que.

MacDonald & Wray, of Glenboro, Man., have sold their general store business to A. W. Taylor.

A factory for the manufacture of candies, aerated waters, vinegar, etc., is proposed to be erected by local men in Edmonton, Alta.

The Farmers' Union Co., Limited, is the name of a new concern handling farmers' supplies, especially groceries, which is opening for business at Berwick, N.S.

Matheson & Jacobson have opened their "Model Grocery" store in New Westminster, B.C. They were formerly in business in Edmonton, but being B.C. men, returned to the Coast.

Interior Kandy Kitchen, Guelph, One of Ontario's Finest Confectionery Stores.

The assets of G. Bilodeau, grocer, Montreal, have been sold.

M. T. Knight, general merchant, Roche Percee, Sask., has assigned.

G. N. Eaton, general merchant, Prince Albert, Sask., has assigned.

E. Morgan, Delhi, Ont., is building a cold storage warehouse for eggs. The structure is of cement, the walls being lined with cork, making it air tight, and the ice is produced by a chemical system which will keep the temperature at freezing point all summer.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

Montreal, June 12, 1908.

POINTERS—
Provisions—Declined.
Eggs—Declined.
Butter—Advanced.
Tea—Japans it is expected will advance.
Beans—Advanced.

Montreal, June 10, 1908.

The past week has been a fairly good one, trade having been respectably brisk. The continued hot wether is leaving its mark on those markets which it generally affects. Dealers generally look forward to hot weather to give an impetus to the trade, but so far it does not seem to have operated in this way.

Sugar has been in a feverish condition for some time, but it is thought that it will settle down in the course of a couple of weeks or so. The provision market has shown signs of weakening by the drop in live hogs which has taken place. Vegetables and fruits have a tendency downward which is only natural at this time of the year. The same seasonable conditions prevail on the butter, cheese and egg markets, and so far they are conforming to these conditions. Other lines have not varied noticeably since our last report.

SUGAR—Canadian dealers are looking for another advance during the week owing to the fact that the New York market shows a tendency to be unsettled. It is stated this tendency will be exerted in an upward direction rather than a reduction. The market locally has been decidedly dull during the last week, and prices remain the same.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 70
" " 50 lbs	5 80
" 25 lbs	6 00
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 51
No. 1 " bags	4 45

SYRUPS AND MOLASSES—The prices of syrups and molasses remains firm and the market has been very dull during the last week and otherwise featureless.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS — The maple products market is rather dull and prices remain the same as at last quotation. Altogether the market is featureless.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09½
Pure syrup, 8½lb. tin	0 60	0 65

TEA—A cable advice note from Japan reads as follows: "There is no suitable tea procurable in first crop at 21c and under. Market is advancing and future prospect is high." It will be seen that this is somewhat at variance with the first indications which were for an easier tone. Ceylon, Pekoes and Ceylon Pekoe Souchongs have been in good demand, also a somewhat brighter gunpowder market. Prices have presented no new features during the week.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 14
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The coffee market is firm and no change has taken place. Brazilian and French cables seem to indicate a further strengthening of the market owing to the South American shortage.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 19

Roasted and ground 20 per cent. additional.

DRIED FRUITS — Reports from Greece indicate a good crop of currants, and it is thought that the market will be lower this year. Raisins also, it is expected, will be in good supply according to Eastern reports. Advices from the Santa Clara Valley say that not a single prune will be harvested in that section and the outlook all over the prune producing country is not very promising. Prices have not altered any during the week.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 07	0 08
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 05½	0 06
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 06½	0 06¾
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 90
"Royal Buckingham Clusters," ½-boxes		1 87½
" boxes		
"Excelsior Windsor Clusters"		5 50
" ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 12
Peaches, "		0 14
Pears, "		0 14

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70- 0s	0 07½	0 08
" " " 90-100s	0 06½	0 07

RICE AND TAPIOCA—Continued hot weather is having an obvious effect on the tapioca market. The demand for this product has increased very considerably. Rice remains firm and unchanged. The large importers state there is a tendency for easier prices on forward shipments, but the length of time taken for the goods to arrive from the East makes buyers hesitate to order, and inquiries are being filled from what small stocks there are on the spot.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06½

SPICES—There is nothing new in the spice market. Prices remain the same and the demand is fair.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 13	0 18
Nutmegs	0 25	0 60

BEANS—Western operators are again diverting the supply from the East with the result that prices have moved upward slightly. Beans are in good demand and the tendency is for unsettled conditions for some time to come.

Choice prime beans	2 20	2 25

EVAPORATED APPLES—This market has presented no new features worthy of comment during the last week and prices are unchanged. Demand is fair only.

Evaporated apples	0 07 0 07½

CANNED GOODS

MONTREAL—The demand for canned vegetables has not been quite as good as during the previous week but was satisfactory. Canned fruits, if anything, have been more active which may be due to the wave of hot weather, although it failed to have its effect on the vegetable market. Canned fish has been in slightly better demand, also canned meats. Prices for the new crop are not yet out and so far it is rather dif-

ficult to predict probabilities. There has been no change in the prices since last quotation.

TORONTO—Demand continues fairly brisk, particularly in fruit, and vegetables. Salmon also is selling fairly well, the hot weather stimulating demand a little. No more is heard of future prices and it seems likely that the old stock will be pretty well cleared out before the new pack goods is in.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted		8 92½
" " not pitted		7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack		7 65
Gals., red, standard		5 40
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard		5 92½
Gals. " solid pack		8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard		6 77½
Gals., solid pack		8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal, pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 62½
3's, pie	1 50	1 7½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's		1 42½
3's, "		1 97½
Pineapple—		
2's, sliced		
2's, grated	2 05	
whole	2 15	
Plums, Damson—		
2's, light syrup	1 35	1 32
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 42
2½'s, heavy syrup	1 85	1 82
3's, heavy syrup	2 15	2 12
Gal., standard	3 65	3 62
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 9
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 52½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLES.

Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red		1 12½
2's, whole, " "		1 02½
3's, sliced, " "		1 37½
3's, whole, " "		1 27½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob		4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's		0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

Baked Beans—	Per doz.
1's baked beans, plain, 4 doz	$0 50
1's " in tomato sauce, 4 doz	0 50
1's " in Chili sauce, 4 doz	0 50
2's " plain	0 80
2's " in tomatoe sauce	0 80
3's " in Chili sauce	0 80
3's " plain	1 00
3's " in tomato sauce	1 00
3's " in Chili sauce	1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe, Clark's, etc.

Catsup—		
2's tomato catsup, tins,	Red Cross	0 75
2's "	Delhi	0 85
Gal. "	Aylmer	5 00
Gals. "	" (screw tops)	5 50
Gal. "	" Tiger	4 50
Gal. "	kegs (10 gals.), per gal	0 45
Gal. "	jugs	8 00
½ pts "	Delhi "New Process"	1 00
" "	Aylmer, "Canada First"	1 00
" "	Simcoe, "Lynn Valley"	1 00
" "	Lalor, "Monarch"	1 00
" "	Delhi, "Epicure"	1 20
Pts. "	Delhi, "Epicure"	1 90
Pts. "	Red Seal	1 50
Qts "	Delhi, "Epicure"	3 00
" "	Red Seal	3 00
" "	Delhi "New Process"	3 00
" "	Aylmer, "Canada First"	2 00
" "	Simcoe "Lynn Valley"	00
" "	Lalor, "Monarch"	2 00
	Tiger	1 75

Wm. Barret, grocer, has sold his business to Jas. W. Martin.

T. G. Beatty, 266 Spadina Ave., has sold his grocery business to H. W. Scott.

Wilford C. Cronk, representing the Lakeside Canning Co., Wellington, Ont., was in Winnipeg last week on a business and pleasure trip, and called at the office of The Canadian Grocer.

ONTARIO MARKETS.

POINTERS—
Sugar—Firm.
Prunes—Scarce.
Beans—Stiff.
Collections—Fair.

Toronto, June 11, 1908.

That the wholesale grocery business is getting back to a more healthy basis there seems no reason to doubt. Jobbers are more optimistic and wear brighter faces, and travelers, too, bring in brighter reports. The warm weather of the past week has stimulated demand in several lines, and it is thought that business will improve from this time forward.

The fact that farmers are, to a great extent, through with the pressing part of their spring work is causing a little heavier buying in the country stores, and the demand for special goods for tourist and camping parties is also having its effect.

The financial side of the business continues on about the same basis, with some renewals being made, but jobbers generally continue to exercise a good deal of care in these matters.

TEA—Local business continues to be of the hand-to-mouth variety, with buyers hanging off in the hope of something happening.

Thompson Bros'. weekly circular, dated London, May 28, in reviewing the general situation, says:

"The auctions showed but little change during the week, although importers have occasionally had to make some concessions in the prices of ordinary to medium descriptions so as to clear stocks. There has been a better demand from the country during the past day or two for all grades above common which has rather lifted the quotations, but the price for common remains at 6¾d per lb.

"It has been announced in the Times that at a meeting of the "Council of Ministers at St. Petersburg it was decided to repeal the Surtax imposed on Indian and Ceylon tea in 1903, from 1st September next," which should tend to bring back Russian orders to this market. Given the usual deliveries and a rather late season the statistical position by August must look very sound, and the first month or two's arrivals of new tea from India should come to a willing market, but in the meantime Ceylon and Travancore teas will be supplying the current requirements."

COFFEE—Business locally is quiet, more so, in fact, than for some weeks past. The recent action of the Brazilian Government, in making sales of valorization coffee in Hamburg, London, Paris, Havre and New York, just at the time when new crop coffee is coming on the market, came as rather a surprise and a drop in price was expected, but as yet this has not materialized, the Government offerings being readily taken up at prices offered. Since the Canadian duty of 10 per cent. on all coffees, except those brought direct from country of growth, none of this Government coffee, which had been shipped to foreign points, can be brought in here, and, in consequence, buyers here must depend almost altogether on new crop Santos,

which makes the situation rather peculiar. Prices still remain stiff and under these condition it does not seem as if a change could be expected for some time.

SUGAR—The market continues firm and with the approach of the preserving season considerable activity is expected. Whether this will bring another advance is a question of interest, but a higher price at any time would not be unexpected.

Willett & Gray, of New York, say of the situation in raws:

"The week under review has varied from the preceding week by showing a decline in the European markets for beet sugars from 11s 4½d (equal to $4.40) to 11s 2¼d (equal to $4.36) and an advance in our markets for Centrifugals from $4.27 to $4.39 with the close at $4.36 for 96 degree test.

"The sentimental value basis is now 3c c. & f. 96 degree test, or its equivalent $4.36 landed, at which refiners have been willing to take all parcels offered, but will not make any movement to improve on this basis, and a few holders are better satisfied to warehouse their arrivals, for an improvement later on.

"As anticipated there is a renewal of purchases in Europe to a moderate extent for supply of wants to September, some 5,000 tons of beet sugar having been bought and a cargo of 6,000 tons of Javas from store in Liverpool for prompt shipment to New York the latter, at equal to about $4.36 duty paid, 96 degree test to the Arbuckle refinery.

"Javas for direct shipment are quite freely offered at prices varying as to position; June at 12s c. & f., equal to $4.35 duty paid; June-July, 11s 7½d $4.27); July-August, 11s 6d ($4.24), with a moderate business reported at the last named figures.

"The market here at the close shows a very satisfactory steadiness in view of the continued weakness in Europe which may be caused by the favorable reports of Mr. Licht on the progress of the beet crops from week to week.

"Cuba continues to produce some sugar on a few estates (11) as is usual at the end of the grinding season, but not materially increasing the crop in receipts. The visible crop of the whole island to June 1st will be at hand in a few days. Cables report heavy rains in some parts.

"Our special cable to-day from Java reports the exports during May of 21,000 tons sugar, including 11,000 tons with United States options, against 18,000 tons last year of which none were destined to this country. The weather is wet and harvesting delayed. The export of Javas to America during June may amount to 50,000 tons."

Prices quoted in Toronto this week

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business continues dull at old prices. There is some talk of advances on East Indian molasses by dealers in the East, but no effect has been felt as yet locally.

Syrups—		
Dark		
Medium	0 30	0 35
Bright	0 36	
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " "		2 75
10 " " "		2 65
20 " " "		2 60½
Barrels		0 03½
Half Barrels		0 03¾
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 32 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 36
" bbls	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—Prunes are scare, particularly in the smaller sizes, and stocks locally are said to be generally low. New seeded California raisins are on the way, and will be in stock in a few days. These are expected to sell about 2 cents lower than present prices. Most pessimistic reports concerning the prune crop in the Santa Clara Valley continue to come in, but dealers are rather incredulous about accepting these at their face value. Current quotations are as follows:

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06	30-40,25's, 50-lb. boxes	0 07½
50-100s, 50-lb boxes	0 06 0 07	70-80s "	0 08
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 07½ 0 09
" "		40-50 "	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 13 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—			
Sultana			0 09½ 0 13
" Fancy			0 11 0 12½
" Extra fancy			0 14 0 15
Valencias, new			0 06½
Seeded, 1-lb packets, fancy			0 11½
" 16 oz. packets, choice			0 11
" 12 oz. "			0 09
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

RICE AND TAPIOCA—Demand for these goods is opening with the hot weather, and business is somewhat better. Shipments of rice have been received locally during the week, but prices remain steady.

	Per lb.	
Rice, Grand B	0 03½	0 03¾
B rice, 5 bag lots, delivered		3 05
Rangoon	0 03½	0 03¾
Patna	0 05½	0 05¾
Japan	0 05¾	0 06½
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 06

SPICES—Demand is rather less active this week at steady prices.

Peppers, blk pure	0 16	0 20
" white pure	0 25	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 20
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice		0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—The market continues short and prices are very stiff. Quotations are on the same basis as last week.

Beans, hand picked, per bush	2 10	2 25
" prime No. 1, "	2 00	2 10
" Lima, per lb		0 07

EVAPORATED APPLES — Demand seems to be a little better this week, though there are no new features to report. Prices are steady.

Evaporated apples	0 08	0 08½

THREE GROCERS' OUTINGS.

London, Hamilton and Toronto Associations All Planning Large Excursions.

London Retail Grocers' Association expect to take a trainload of citizens to Detroit next Wednesday, June 17th. Specially attractive arrangements have been made for the entertainment of the visitors in the attractive United States city, and an enjoyable time is assured.

Hamilton grocers are making mighty preparations for their annual picnic on July 15th. Last Thursday evening, June 4th, the Picnic Committee met in the association's rooms to complete arrangements.

President John Forth reported that a deputation had just returned from Brantford, where they had completed all arrangements, and were loud in their praise of the reception accorded them.

Arrangements have been completed with the T., H. & B. and G. T. R. for fifty cars from each.

Arrangements have also been made for the attendance of the famous 13th Band, Prof. Walmsley's "rube" band, the Italian trio and a quartette. Two Highland pipers have also been engaged and will be in attendance on the grounds. Other attractions are under way, and the grocers intend that the picnic this year will outshine all previous efforts.

A deputation was in Niagara Falls on Wednesday, June 10, completing arrangements there.

Toronto Retail Grocers' Association will also holiday on June 15 with Buffalo as the place of rendezvous. A pleasant sail will be made across the lake and up the Niagara River, and the party will be carried to and from Buffalo by electric car. Prospects are bright for a jolly good time and a large excursion.

A committee from the Toronto Association spent Wednesday in Buffalo, also making arrangements for the excursion.

The Grocer will have a representative along on each of these excursions to make note of the merry times enjoyed.

W. A. W. Melville, of New York, general manager for Thomas J. Lipton, was in Toronto several days last week looking over trade prospects. Mr. Melville is very optimistic in regard to business in Canada generally. He said that the Lipton business for the year just completed has shown results much better than were expected when the Toronto office was opened. The business has grown from the beginning he says, each week surpassing the preceding.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, June 11, 1908.)

POINTERS—

Butter market weak and locally demoralized.

Canned strawberries cheaper.

Canned red raspberries cheaper.

Competition in breakfast cereals.

The outlook for the crop could scarcely be more favorable. In ordinary years by the middle of June the western farmer and grain buyer can pretty accurately forecast the season's crop and the general consensus of opinion this year is that the prospects were never so favorable. Were it not for the scarcity of money, the improved outlook would lead to greatly increased business activity; but, although money is easier than it was two or three months ago, there is still a marked scarcity of ready cash and business is hampered thereby.

CANNED GOODS—Strawberries and raspberries are cheaper locally owing to the heavy stocks carried over. Quotations are as follows:

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 12½	2 10
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 05	4 00
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 06
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " "	1 90
3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's, "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—The sugar market is quiet since the recent drop in prices. Quotations continue as follows:

Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 35
" yellow, in bbls	5 00
" " in sacks	4 95
Wallaceburg, in bbls	5 30
" in sacks	5 35
Berlin, granulated in bbls	5 20
" " " sacks	5 25
B.C. qunnies granulated, 5-18's to bale, per cwt	5 45
" " 5-2's " "	5 45
" hard pressed lump, 25's, per cwt	6 55
" " half bbls., per cwt	6 90
" icing	6 20
" bar sugar	6 00
Icing sugar in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 50
Powdered sugar, in bbls	5 70
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls	6 35
" " in ½-bbls	6 35
" " in 100-lb cases	6 35

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 70
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" 40 " " 80	2 95
" 20 " " 80	3 00
" 8 " " 80	3 30

CORNMEAL—Quoted at $1.90 per sack.

BEANS—Hand-picked beans are quoted now at $2.40 per bushel; the 3-pound pickers at $2.25.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack; pearl barley, $4.90 per sack, and $2.50 per half sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows:

Sugar, 25 lb. boxes, ½s. and ½s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.b., per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ¼-lb. packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 08½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	
Wet cleaned " "	

EVAPORATED APPLES—Quoted at 8¾ cents per pound.

BUTTER—The Winnipeg butter market is somewhat demoralized at the present time. Dairy butter is in particularly good supply owing to the recent rains and consequent good pasture. This alone would have a tendency to lower prices, but added to it there has been considerable cutting in the price of creamery butter. For No. 1 dairy the prevailing buying price is 17c per pound; for No. 2, 14c to 15c per pound.

EGGS—Produce houses are still paying 15c per dozen f.o.b. Winnipeg.

CHEESE—

Manitoba, per lb	0 12½
Ontario	0 13½

RETAIL MERCHANTS' CONVENTION

Association Will Discuss Questions of Interest in Galt Next Week.

The annual convention of the Retail Merchants' Association of Canada will be held at Galt on Wednesday and Thursday of next week, June 17 to 18. A number of important matters in regard to the work of the association will be dealt with a large attendance from different towns in Ontario is expected. Galt has one of the most comprehensively organized branches of the association among the larger towns and a good deal of interest is being manifested in next week's meeting.

WHAT A MAGNIFICENT OMELETTE

Fire in Angus Rose's egg store, Woodstock, Ont., on May 29, cooked one thousand dozen of eggs. The building was packed from cellar to attic with boxes filled with eggs, and a large number of these were destroyed by fire, heat and water before the flames were extinguished. The eggs were not insured. Very little damage was done to the building.

Ebert & Son, general merchants, McTaggart, Sask., have sold their business to J. P. Schumm.

Barbadoes Molasses

We have just received a first and we expect this week a second consignment of Barbadoes Molasses "Choice" and "Fancy" brands, the choicest brands. If you have not yet given your order we advise you to do so now, as prices are firm.

CANNED GOODS, FRUITS and VEGETABLES
"SOLEIL BRAND"

These products which we recommend specially owe their great popularity to their uniform quality and goodness.

FANCY PASTES from Blanc et Fils

These choice pastes are exceedingly rich in gluten and their irresistible goodness makes them very popular with the trade and with the consumer.

CASTILE SOAP "La Vertu"

We especially recommend this high grade pure soap from Felix Tourasse of Marseilles, France. It gives universal satisfaction.

The Warm Weather Has Come

Now is the right time to place your orders for the following goods either for immediate delivery from our very complete stock or for importation :

Dauke's Bass Ale and Stout — The most popular of all English beers and porters.

Jacobs & Co's Pilsener Beer — A German Beer of quality deservedly popular in Canada.

MILLER "High Life" — The Best Milwaukee Beer brewed from the finest ingredients obtainable ; it is the champagne of lagers,—the acme of goodness.

"Vivo" — A temperance beer, Non-intoxicating—it quenches thirst, invigorates and satisfies.

Duffey's Apple Juice — A pure non-intoxicating extract from the choicest apples, effervescent and tasty it makes an ideal summer drink.

Duffey's Grape Juice — Another high grade summer beverage which when mixed with effervescent waters makes a summer drink of surprisingly original flavor which refreshes and pleases.

For further particulars, quotations, etc., write, telephone or wire at our expense.

LAPORTE, MARTIN & CO., Limited
WHOLESALE GROCERS AND WINE MERCHANTS
562 to 568 St. Paul St., - - MONTREAL

MACARONI TRADE IN CANADA

Consumption Growing Very Rapidly and Proportionate Demand is Heavy—Forms of Production and Places of Manufacture.

In glancing over the trade returns of the Dominion attention is drawn to the very considerable magnitude which the consumption of macaroni has reached in Canada in recent years. This condition is due to two causes, one which is very obvious and the other not so much so.

Naturally, the first reason for this increase in the consumption of macaroni is the larger numbers of Italians who are annually coming into Canada, and the other less obvious reason is the fact that other nationalities are learning to appreciate the value of this national dish of Italy.

The origin of macaroni is shrouded in the history of the Romans, whom we know were lovers of this form of food, and its origin may be credited to even greater antiquity than the Romans. For centuries macaroni and Italy have been almost synonymous terms. So inseparable have they been that the mention of one almost suggests the other; but this is not wholly the case now, since all nationalities have become aware of the dietetic value of this product as a food.

Florence Centre of Growth.

At the present time Florence and Naples are the centres of the Italian manufacture, but factories may be found throughout the length and breadth of Italy. Perhaps Florence, or more properly speaking, a town which is suburban to Florence, is the exact centre of its production in Italy. In this town the entire population of ten or fifteen thousand people are engaged in its manufacture.

While the greatest perfection is reached in Italy, owing to its favorable climatic conditions, there are now in operation many factories throughout the United States and Canada, which are daily making a superior grade that is said by connoisseurs to be equal to the Italian product.

Amount Used in Canada.

Last year the production in the United States reached the extraordinary figure of fifty-eight million pounds and Canada produced between five and six millions, and in addition imported six million pounds, which places Canada far in the lead in proportion to her population as a consumer of this product.

This condition is the result of the large admixture of French in our population, which are next to the Italians, the greatest lovers of macaroni.

Owing to the homogeneity of our people the national traits and characteristics in the tastes of one become the favorites of the others in a large measure, so to-day in Canada English-Canadians owe to their French and Italian-Canadian brethren the addition of this delectable food to their diet list.

A Variety of Forms.

It is interesting to visit a large factory and witness the innumerable forms in which this product is manufactured, and then it seems wonderful that the average person knows only of spaghetti vermicelli and macaroni, and, in the large majority of cases, these terms are applied interchangeably without regard to their real significance.

The small thread like filaments which one disturbs at the bottom of his consomme is a diminutive form of spaghetti, being precisely the same with the exception of size, spaghetti proper, being the larger. Macaroni is larger than either vermicelli or spaghetti, and is hollow, not a solid strand.

We are all familiar with this form in ordinary sizes, but our gravity would be disturbed if we discovered portions in our macaroni and cheese as large as a garden hose, and yet it is manufactured in sizes which would not make this comparison an exaggeration. In addition to these three comparatively well-known styles the paste is fashioned into innumerable small shapes and forms embracing every conceivable design.

As a Nutritious Food.

Another form which deserves especial mention is pastina-glutinata, which resembles very closely in appearance at least ordinary rice. Special research work has rendered this product the most important from a dietetic standpoint. Its value as a food made into various forms for children is undoubted and in this respect the medical profession and scientific investigators are bestowing upon it the attention which it deserves. Manufacturers of pastina glutinata are enthusiastic over its properties, which have been demonstrated by analytical analysis.

Six Canadian Factories.

At the present time there are six factories in operation in Canada, four of which are in Montreal and one in Quebec and one in Vancouver. At one time the Pacific Coast trade was largely supplied by San Francisco, but now Canada imports very little, if any, from the United States. One manufacturer was very enthusiastic over the possibilities of supplying the London, Eng., market sometime in the near future, which would be a great achievement when the fact is taken into consideration that the Italian Government pays an export bounty on all macaroni leaving the country.

Canada Has Best Wheat.

While Italy possesses climatic advantages Canada is to-day recognized as the possessor of the best quality of wheat for the manufacture of this product, so this asset may be regarded as a magnificent advantage, which perhaps more than compensates for the lack of perfect climatic conditions. Macaroni has been made in Canada since 1860, and perhaps the most prominent names connected with its manufacture in Canada are Catelli and Spinelli, as they have been familiar to the macaroni-loving people of this country for forty years or more.

Owing to high tariff none is exported to the United States or elsewhere.

Where it is Sold.

In Canada, the provinces of British Columbia and Quebec are the greatest consumers while New Brunswick, Prince Edward Island, Nova Scotia Ontario and the other provinces are buying in larger amounts each year.

How it is Packed.

Macaroni products are packed in one, two, three, five, ten, twenty and fifty-pound packages, of which the one-pound size is the greatest favorite.

Owing to the cheapness of labor there the product is somewhat cheaper in Italy than here, so that after freight charges are paid the imported article sells for a price practically the same as the Canadian product. Manufacturers are enthusiastic regarding the future of the trade in Canada. In any case it is of vital importance to the Canadian people because many ships from Mediterranean points carry back with them Canadian wheat which enters into the production of macaroni, thereby supplying a market abroad as well as at home for a great Canadian product.

PERSONAL NOTES.

R. H. Brown, Montreal, was in eastern Ontario for a few days last week.

M. E. Conway, who formerly represented the Geo. Mathews Co., has taken charge of the territory in Ottawa and vicinity in the interests of the Fowler's Canadian Co., of Hamilton.

S. M. Screaton, of the Lea Pickle Co., Simcoe, was in Toronto this week and called on The Grocer. Mr. Screaton was on his way to the Maritime Provinces in the interests of Lea's pickles, and will call at St. John, Halifax, Truro and other towns.

D. G. Harlow, of Bridgetown, N.S., and J. S. Creed, of Halifax, representing the Annapolis Valley Cyder Co., of Bridgetown, were in Toronto this week in the interests of the company, and made a pleasant call on The Grocer. Mr. Harlow is manager of the company, and has had years of experience in the cider industry in Nova Scotia. While in Toronto R. S. McIndoe was appointed as the company's local agent.. S. W. Shackell, will look after the company's interests in Montreal and Mr. Creed himself will look after the business in Halifax.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

PURITY
Is a Soap

which is snow white, pure and unrivalled in its cleansing and saving properties.

In the manufacture of Laundry Soap the ingredients used must be of the best the same as in Toilet Soaps—PURITY is of the best and if you use it you will agree that it is

"The Soap without a Rival."

Made for Careful, Particular People by Particular People!

THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

Canadian Grocer Want Ads Two Cents a Word

O'MARA'S HAMS

The English beef, the Welshman goat,
The Scotchman mutton gnaws,
The Esquimo holds walrus fat
Between his greasy paws,
The Frenchmen nibble froggie's legs,
New Yorkers gobble clams,
But Good Canucks, who know what's what,
Stick to **O'MARA'S HAMS.**

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - - ONT.

New Butter

Creamery or Dairy. Supplies are coming in more freely, and prices are lower.

New Cheese

are now on the market—not so good as old cheese, but lower in price.

New Hams and Bacon

Always new, because we keep no old stock.

F. W. Fearman Co.
Limited
Hamilton, Ont.

Sell the Best

"Canada First" Brands Evaporated Cream and Condensed Milk

Prepared in Modern Sanitary Factory.
Manufactured and Guaranteed by
The Aylmer Condensed Miik Co. Limited
Factory, Aylmer, Ont.
Sales Office, 39 James St. South, Hamilton, Ont.

The Acme of Delicious Tenderness and Palate-Tickling Perfection

IS REACHED IN

Ryan's
Short Roll Bacon

Unquestionably the cheapest as well as the tastiest meat on the market. It is made from carefully-fed young hogs, mild cured. A wonderful seller! Write us to-day for prices.

The WM. RYAN CO.
LIMITED
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

Cheese and Butter Markets Stronger, With Good Outlook—First Shipment of Export Butter — Provision Markets Brisker With Opening of Shipping by Water.

CHEESE AND BUTTER BULLETIN

Montreal, June 11, 1908.

The local cheese market is stronger this week owing to higher prices in the country which prevail. It is rather gratifying in looking over the Board of Trade returns to observe the steady increase this year's yield is making towards the record established last year. Certainly at the beginning of the season the outlook was not extremely bright for this year. If suitable climatic conditions had not prevailed there would have been a serious discrepancy between this year's record and the one established last year. At the present moment it looks possible to eclipse the last year's record with any degree of good luck. It is regrettable to relate, but, nevertheless, a fact, that continual complaints are arriving from England regarding the deplorable custom of shipping green cheese to the English market. Much discussion has taken place concerning the responsibility for the practice. Some are inclined to think the factorymen are to blame, others think the shippers are the ones on whom the odium should rest, but, in any case, green cheese continues to arrive on the British market, and Canada's reputation for fair and square dealing continues to depreciate in value. Shipments of cheese from Montreal during the last week amounted to 44,555 boxes. as compared with 21,591 boxes for the previous week, and 48,406 boxes for the corresponding week of last year. The total shipments since May 1 were 140,293 boxes, as compared with 188.930 boxes for the corresponding period of last year. Quotations are from 11¼ to 11⅜c this week. The Board of Trade figures show receipts week ending June 6, 1908, 48,208 boxes, as compared with 63,604 boxes for the same period last year, and the yearly records compare as follows: 1908, 143,506 boxes, against 191,808 boxes for 1907.

The butter market, like cheese, has been stronger during the past week, and from the same causes country prices went higher and quotations here followed in line with them. The chief thing of interest to relate about the market is the fact that the first shipment of export butter was sent away this week. The steamer Montcalm, for Bristol, carried 1,522 packages. Up to this time last year, 10,663 packages had been exported.

Board of Trade returns show receipts as follows: For the week ending June 6, 1908, 15,796 packages, against 12,908 packages for same period last year. For the season ending June 6, 1908, the receipts were 37,083 packages, as compared with 56,515 packages for the same period last year.

THE PROVISION SITUATION

Toronto, June 10.

Conditions are much the same in the markets this week. The British market is still depressed and heavily stocked with Danish bacon, in fact there seems about the same story to tell each week. With this in view there is little encouragement offered for export business and the Canadian packing houses. With the opening of navigation and the outing season local demand is becoming brisk, but as yet the larger packers do not seem to have felt the effect of this.

Shipments of Danish bacon last week were again heavy, aggregating 42,000 cases. United States shippers have been easing a good deal in exports lately and their last week's reports show shipment to Great Britain of between ten and twelve thousand boxes. With these supplies the British market is pretty well stocked and there is little demand for Canadian goods at higher prices.

Deliveries have been more liberal during the week. An encouraging sign, probably the result of the farmers' getting through with their spring work. Unfortunately the hogs brought in have not been of the best quality, there being too much fat in evidence. Prices remain about the same as last week, viz., $5.75 to $5.90 f.o.b. and $6 to $6.15 for hogs off cars at factory. These prices should bring in heavy supplies.

The possibility of a market for Canadian bacon in Japan is opened in a recent report from Alexander MacLean, Canadian Trade Commissioner at Yokohama. Writing under date of April 21 he tells of the favor with which a trial shipment was received. as follows:

"An old-established purveying firm, here and elsewhere in the Far East, were at last persuaded to give a trial order for Canadian bacon direct. They had been getting their bacon from London and from San Francisco and they thought they could do better.

"I took frequent occasion to differ from them as to the quality. The English was too fat and soft, and the American was much worse. The trial order from an Ontario packing house, came to hand about Christmas, and when they discovered the quality of it, they kept it off the counter until the English and American should be cleared out. This trial order proved so satisfactory that further orders are to go forward, and it is to be hoped the quality will be maintained.

"England, however, is the principal buyer of Canadian bacon, and England supplies bacon to Japan; yet this Canadian bacon delivered here direct from Canada, costs from one to two-and-a-half cents per pound more than recent deliveries of bacon from London. And the bacon that this firm imported from London was no chance-of-the-market—it was a standard and choice brand. The American bacon cost about five cents less than the Canadian."

The New York Journal of Commerce, in its weekly review of the situation in the United States, says:

"The past week has been a dull, unsatisfactory market for hog products; receipts have been larger than of late at the West and equal to last year. Stocks on the first of the month showed an unexpected increase in everything but domestic cuts of meats, which made a slight decrease compared with a year ago, due to the fact that they are being used in greater proportion than then in place of beef, owing to the comparatively higher prices of beef than hog products, and are still held at the late extreme prices, with cattle selling higher this week in the West than before on this crop. The present prices of beef are, therefore, likely to be maintained until grass fed beef become more plentiful late in the summer and early fall. While the receipts of hogs have been larger the average weight has been declining, and is now considerably less than a year ago, which offsets in a measure the decreased consumption. But the latter has been sufficient to produce an increase in stocks that was unexpected. This has been due to the bad times, the reduced employment and to economy in consumption on the part of those employed, of which packers complain more severely in the beef trade than in hog products, as all classes of consumption have decreased, especially of the low grades.

"Added to the continued stagnation in the cash market and the increase in stocks, there has been no sustaining power except the shorts taking profits. The decline in grain has also helped the bearish feeling and depression, as

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

Saskatchewan Merchants!!
Get highest **CASH** prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

Are You Selling Eggs?
We are open to buy in quantities. Write or 'phone us to-day.
EGG CASES SUPPLIED
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

well as stagnation, is more general in the trade. As to the summer supply of hogs, some think receipts are to let up soon, but the completion of planting generally increases supplies, and why it should not do so this year is not explained. The feeling in the provision trade is more general that it is useless to try to bull food products in hard times with high prices, when nobody will buy anything ahead of immediate wants, which are largely reduced by consumption. The only thing in the favor of the bulls is the falling off in the weight of hogs, which would indicate closer marketing than usual on account of the scarcity and extremely high prices of corn, and this may prove a very important factor before we reach the new crop, should the shortage in the corn crop prove as great as the bulls claim."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is some weaker this week owing to a decline in live hogs of from 15 to 25c per 100 pounds. This condition may be attributed to the increased receipts from the Northwest and decline in prices for Canadian bacon in the foreign markets.

Lard, pure tierces		0 12
"	56-lb. tubs	0 13
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 13
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12¾
Lard, compound, tierces, per lb.	0 08½	0 09½
" " tubs	0 08¾	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 10
" " " 5-lb. "	0 08½	0 09½
" " " 3-lb. "	0 08¾	0 09½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 00
Canadian short cut clear		21 50
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12½	0 14½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The local butter market is somewhat stronger this week which is due to the advance in the country. Another reason of the advance is the keen competition which prevails as much of the available supplies are going into storage. Butter is now being quoted at 22½c in large lots for creamery and 23c in small lots. Not a large amount of dairy arriving.

Fresh Creamery, solids, lb	0 22½	0 23
" " prints, lb	0 22½	0 23½
Dairy, tubs, lb.	0 17	0 20

EGGS—Eggs are arriving freely and a fair trade is being done by the jobbers. Prices remain practically the same.

New laid	0 17	0 18
No. 2 Eggs	0 14	0 14½

CHEESE—The cheese market fell off some during the week but is stronger now. The price in the country is firmer and that has caused a strengthening of the markets here. Supplies are arriving freely, a condition which it is thought will continue for some time.

Cheese, old	0 15	0 15½
" new, large	0 11½	0 11¾
" " twins	0 11¼	0 11¾

HONEY—Prices rule steady owing to a small demand and small supplies. Very little trade passing in this line.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 09	0 11
Clover, strained, bulk	0 10	0 11½

TORONTO.

PROVISIONS—An active demand has made the past week a very bright one in this market, and the dealers are in good humor for discussing things generally and for talking hopefully of future trade. Regarding the increase of beef prices in the United States, Toronto dealers do not anticipate any increase here, either in beef prices or in those of provisions generally, as Canadians are practically free from conditions which affect the United States.

Ham and bacon prices are a little easier compared with a week ago, and the season is opening up very fair. Lard is firm with little demand, and a firm market prevails in other lines.

Long clear bacon, per lb	0 10½	0 10¾
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb		0 10½
Small hams, per lb	0 13	0 13½
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		" 17
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		22 50
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "		0 12½
" compounds, per lb	0 09	0 10
Plate beef, per 200-lb. bbl	15 00	15 50
Dressed hogs	0 08	0 08½

BUTTER—An easier market rules this week and both supply and demand are very free. Creamery along with other lines has declined, but commands a very fair price compared with the other grades. Although ordinary dairy prints are quoted a buyer could not obtain any early in the week. Farmers are now putting up butter in pails and cases.

	Per lb.	
Creamery prints	0 21	0 22
Creamery solids	0 20	0 21
Farmers' separator butter	0 19	0 20
Dairy prints, choice	0 18	0 19
" " ordinary	0 17	0 18
" tubs	0 17	0 18
Bakers' butter	0 15	0 17

EGGS—The price continues to hold up and is the same as quoted for the past three weeks. The market generally, however, is easier, and there may be a lowering in price before another week goes by. There are more eggs offering, but competition in buying and the increased shrinkage during the warm weather is held accountable for the firmness in price.

Eggs, new laid	0 18

CHEESE—A quiet market with an unchanged and steady price prevails. Old cheese is going slowly and the new brands are offering slightly freer.

Cheese, large, prime old		0 14
" " " new	0 11½	0 12
" twins, new	0 12½	0 12½

POULTRY—Easier prices rule an easy market, and for some few weeks the demand may be expected to be light. The prices quoted are for live weight, the weather being too warm for dressed fowl.

Spring chickens, per lb	0 25	0 30
Hens, per lb		0 10
Ducks, per lb	0 12	0 14
Turkeys, per lb	0 11	0 13

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.
Windsor, Ont.

Goods of Established Reputation

sell faster than the unknown kind. Nowadays everybody wants foods that bear the guarantee of a good name.

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

make new customers and hold old ones because they are known to be pure, clean-made and of the highest quality. Always sold under the double guarantee to comply with every food law and to satisfy all tastes.

Money back to your customer if they fail to please.

Anything that's "HEINZ" is Safe to Sell.

H. J. HEINZ COMPANY,

New York Pittsburg Chicago London

There is only **one**

BOVRIL

the Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

BOVRIL LTD., have the honour to hold the appointment by special warrant to

H.M. King Edward VII.
H.M. the King of Spain.
H.M. the King of the Belgians.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

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120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

TRADE NOTES.

W. D. Kipp, grocer, Vancouver, is succeeded by J. L. Smith.

Racicot & Racicot, grocers, Montreal, have dissolved partnership.

S. L. Heath, grocer, Vancouver, B. C., has sold his bus ness to J. Livesly.

George Walker, Hamilton, an old-time grocer, died recently in that city.

The North Port Canning Co., Ltd., North Port, Ont., has obtained a charter.

J. H. Donnelly, Cayuga, Ont., has sold his grocery business to J. A. Tooley.

Latour & Buissieres, wholesale tobacconists, Montreal, have been registered.

Mrs. Sophie Lacasse, general merchant, St. Andre Avelin, Que., has assigned.

Smith, Flannery & Jenne, general merchants, Sutton, Que., have been registered.

W. A. McMaster, Havelock, Ont., has purchased Thompson Bros.' grocery business.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Fussell's Milk and Cream

(BUTTERFLY BRAND)

Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to

Fussell & Co., Ltd., 4, Monument St., London, Eng.

500 WATCHES ALREADY WON.

Prices and Particulars of the Agents

John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.
C. Fairall Fisher - - Montreal
Sol. Oppenheimer - - Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX N.S.

MOTT'S: No better Chocolate

Used Throughout Canada

Mott's

"Diamond" and "Elite" brands of

Chocolate

When the housekeeper asks for Chocolate, either for cooking or drinking purposes, the safest thing to do is to suggest "MOTT'S."

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Every Package of

"FORCE"

YOU SELL

makes as much profit for you as it does for any of your competitors. When you sell it you do as much for us as he does and we treat you just as well. ***No deals on "FORCE"*** —no schemes, no plans, no gold bricks but a fair and square proposition and an average profit of

22¾%

THE FLOUR AND CEREAL MARKETS

Large Offerings of Grain and Light Demand Make Prices Easier—Business Good in East, Less Active in Ontario and West.

The larger offerings of grain at country points this week, together with light demand, has made the markets all round somewhat easier. The highly encouraging crop reports received from all parts of the country have had the effect of inducing the farmers to bring in their grain and this at a time when millers are not at all anxious to buy naturally forces prices down. Business in Quebec and the Eastern Provinces continues fairly good but through Ontario trade is dull.

Large supplies of wheat and light demand account for a slump in Ontario flour prices of from 10 to 40 cents on different grades, as noted below. Millers do not seem to be much interested in the market and under present conditions there is little possibility of any export business being done.

Business in oats and oatmeal is pretty fair this week all round. Some small shipments are going to British ports but this business is not noteworthy.

MONTREAL.

FLOUR—There is a very good local trade. The demand from other points is good, but presents a difference in character, as the orders are mostly small but frequent, thereby making the total good. There is a marked absence of large shipments. Prices have not changed this week.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 20
Glenora		5 70
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

FEED—The feed market is somewhat brighter this week, the demand having livened up. The price remains unchanged from quotations of last week.

Ontario bran	$23 00	24 0
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	27 00
" bran		23 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

ROLLED OATS—Rolled oats have not been in quite as good demand during the last week as for sometime previously, although the local trade remains rather good. Prices have not presented any new features during the past week.

Fine oatmeal, bags		3 27
Standard oatmeal, bags		3 25
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		3 00
" 80-lb. bags	2 75	2 80
" bbls	5 85	6 25

TORONTO.

FLOUR—The splendid crop reports and easier wheat markets have had their influence on flour and a slump of from 20 to 30 cents was made during the week. Local demand is very light and millers report that prices will probably go lower.

Manitoba Wheat.

90 per cent. patents		5 30
85 " "		5 00
Strong bakers		4 80

Winter Wheat.

Straight roller	3 90	4 00
Patents		4 60
Blended		5 00

CEREALS—Business is fair this week and demand is better in eastern parts of the province than in the west. Supplies of milling oats are offered very freely and as millers seem to be fairly well supplied and are not anxious to buy, this has caused a slight easiness in this line. Small shipments of rolled oats are being made to Great Britain. Prices are unchanged.

Rolled wheat in barrels, 100 lbs		3 00
" oats in bags, per bag 90 lbs		2 85
Oatmeal, standard and granulated, in bags 98 lbs.		151

ONE-FIFTH MORE FRUIT IN B. C.

The secretary of the B. C. Fruit Growers' Association, W. J. Brandwith, Ladner, B.C., says one-fifth more British Columbia fruit will be marketed this year than last, because of the increased acreage under cultivation, and this in spite of the fact that 1,000,000 fruit trees were planted last year. The fruit exchange has a standing order from Australia for 30,000 boxes of assorted apples but the sparcity in quality and species will not allow of many to be exported. The English market is practically unknown as yet, although several tried shipments have met with success in the Old Country. The transportation difficulty is still a barrier, although the Panama Canal, when completed, may offer a cold storage direct water route to Great Britain.

HONOR SHOULD GO TO CRANBROOK.

In the issue of May 22 in the window-dressing department, an item descriptive of a splendid grocery window sent in by the Fink Mercantile Co., of Cranbrook, B.C., credited that company with being located in Fernie and gave the latter town the honor which should have gone to Cranbrook. The Fink Mercantile Co. carry on one of the largest businesses in Cranbrook and show not only a good deal of enterprise but also a desire to make use of modern business methods.

Jay Brand, grocer, Palmerston, Ont., is adding ice cream and soft drinks to his business.

These are the soda biscuits which bring in quick cash dividends and add laurels to the best of grocery reputations. There is no biscuit on the market which can for an instant compare with

Mooney's Perfection Cream Sodas

In delicious and long-lasting crispness.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

TRADE NOTES.

The assets of Ernest and Joseph Hemond, general merchants, Mont Louis, Que., were sold on June 5th.

Carscadden & Mullen, grocers and crockery merchants, Lindsay, Ont., have sold their business to John W. Lamb.

A. McDonald & Co., wholesale grocers, Winnipeg, are contemplating opening a branch warehouse in Saskatoon, Sask. This firm already have nine branches in the west.

At the request of the president and principal shareholder, S. Lachance, La Cie des Laboratoires S. Lachance, Montreal, has been placed in liquidation under the provisions of the Winding-up Order Act. In support of his petition for liquidation, he states that on account of the unsatisfactory state of business conditions in general, it is in the interests of the creditors and shareholders that the affairs of the company be wound up. The failure, however, is not one likely to involve any loss to those interested, as the assets are said to be in excess of the liabilities. The shareholders are nine or ten in number. Joseph J. Desautels was appointed provisional liquidator and the meeting of the creditors fixed for June 10.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only

C. H. BINKS & CO., MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

CALEDONIA MILLS

POT AND PEARL BARLEY AND FEED

John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

The Ideal Conditions Under which

Ridgways TEA

is grown guarantee its full rich flavor and expert blending insures its uniform high-grade quality. This combination in conjunction with our extensive advertising maintains a large demand.

RIDGWAYS LTD., - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.
John Robertson & Son, Vancouver, B.C.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
The Wiseman Ashley Co., Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

Our Orange Chocolate Cream Bar

Has made a distinct hit with the Canadian public. It is a delicious confection, and being saleable at a popular price it is in demand everywhere. Grocers handling the line are making good profits.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

Agents:
Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Qu
W. C. Scott, 76 Queen St., Ottawa.

THE DOMINION WAFER CO.,

44 St. Vincent Street, MONTREAL

BISCUIT CUPS

A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.

Telephone Main 1310.

Perpetually Pleasing to Particular People

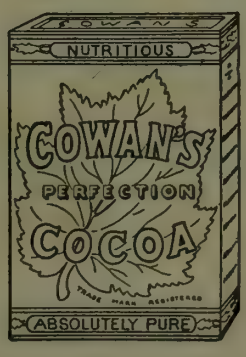
That is why

COWAN'S

Cocoa and Chocolate

is an "all the year, 'round" seller

No flavor equal to Cowan's



To pull profits—try Cowan's

The Cowan Co., Ltd.

They Can't Use This Signature.

W. K. KELLOGG

on a package is your absolute protection in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Bannatyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and Victoria, B.C.

Kellogg's Sanitas

EFFECTIVE WINDOW DRESSING

An Easter Grocery Window From Halifax Showing Several New Ideas—Electric Lights Made Into Easter Lilies.

C. E. Choat & Co., of Halifax, have forwarded for reproduction, the photo of their Easter window this year, which is shown herewith. The window is certainly a striking one and includes several new ideas which may come in useful to other grocers.

The company describe the window and its construction as follows:

"In the centre of the window is a large looking-glass, lying flat. On the glass, as if swimming, are a number of young ducks and goslings. From the four corners of this sheet of glass electric wires are carried to the extreme top corners of the window. Thirty-two little electric lamps, different colors, are studded about the window. The whole window decorations are white Easter lilies and green crepe paper. Piles of Easter eggs and fruit are distributed throughout the window. The background is filled with Easter cookies.

"We always use our windows to sell from, and by Easter Saturday midnight this window looked as if a cyclone had struck it. We were sold out of everything in it."

Perhaps the most novel feature about the trim in this instance is the covering the electric lights to represent Easter lilies. The window must be a large one and from that standpoint one that would be rather hard to dress to give a good effect. In this case the original plan has been followed out with good effect and with a commendable degree of uniformity. One attractive feature about the window is the excellent motto and price cards which are well done and add a good deal to the selling power of the window. That it proved a success as a seller is emphasized in the comment above.

AN EASTER WINDOW IN A HALIFAX GROCERY.

THE PHILOSOPHY OF WINDOW-DRESSING.

The show window, rightly used, is one of the strongest factors for attracting trade in the modern retail business world. To make the window pay, to make it a vital force in enlarging a business by constantly drawing new customers into the store, requires time and labor, and the exercise of good taste and judgment. If a merchant buys advertising space in a newspaper or elsewhere he devotes considerable thought to filling it with attractive matter. He makes frequent changes so that his advertisements are always new and fresh and suited to the varying needs of the buying public. The show window is a valuable advertising space which costs the merchant something in rent and other expenses. He has it on his hands and can turn it to good account or he can neglect it, letting it remain a constant bill of expense from which he derives no benefit.

The slovenly show window knocks business. It drives away trade. It deters many from entering who fear to find the interior as poorly managed as the exterior. The show window is an index to the store. A neat, tasty display, with goods shown to their best advantage, indicates a well-kept, businesslike establishment. The customer who enters and finds that the interior bears out the promises made by the window display goes away satisfied and is sure to return. Constant changes in the window will keep the world informed of the changes going on within the store, the new bargains, the beginning of special sales and the arrival of new goods.

The object of all good window trimming is first to draw spectators to the window, then to hold their attention, and finally induce them to enter the store. For this reason every trim should have some novel feature, unique in itself, and belonging peculiarly to the exhibit of which it is a part. Any unusual arrangement of the goods in hand will attract attention. The massive style, in which a large number of the same article are grouped in a window, or at a particular spot, is often effective. For variety use the light, delicate style, in which a few objects are grouped in a graceful, artistic fashion which compels attention and admiration. Set pieces, in which various objects are used to create outdoor scenes or other pictorial effects, can be used in thousands of varieties and to good advantage. Articles in motion will invariably draw spectators to a window. A flag waving in a breeze created by a concealed electric fan, a windmill operated by motor, or mechanically moving lights, are commonly used to good purpose. The idea can be employed in a thousand different ways. Special exhibits, such as cooking, the making of shoes or weaving of rugs, in which the construction or use of the article advertised is shown in actual operation, are sure means of obtaining publicity if not used too often.—Show Card Writer.

WINNIPEG ABBATOIR BURNED.

The big abbatoir of Gordon, Ironsides & Fares, Winnipeg, was severely scorched by fire on Thursday of last week. The loss is heavy but is covered by insurance. There will not be any serious interruption to the firm's business.

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

Strawberries

Have to arrive this week, one car each day of fine stock, the best that can be procured. They are Marylands, Delawares and Virginias. Prices will be some easier, will bill at lowest market prices.

Pineapple market is little higher on 24s, fruit is fine and demand heavy.

Have full supply of Oranges, Lemons, Cabbage, Cucumbers, Onions, Tomatoes, Asparagus, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

Canadian Strawberries Arriving—Imported Peaches a New Line—Potato Prices Tumbling—Tomatoes of Good Quality—Large Sales of Fish.

Canadian small fruits are beginning to arrive, strawberries from the Niagara district having made their appearance on the Toronto market, and are expected to be placed on sale in Montreal in a few days. By the end of next week the various centres of the country will be handling this luscious little berry, which grows so plentifully in various sections of Canada. Strawberries and all Canadian fruits are said to be more than ordinarily plentiful this year and the markets should be very active all summer.

Oranges, lemons, pines and bananas are going out well—in fact the fruit business now being done is more than eclipsing that of last year, and the fruit men are consequently found in a very grateful mood.

Potatoes and tomatoes are the prominent lines in vegetables, the former declining somewhat in price both on account of the new grades offering and also because the stocks are accumulating on the dealers' hands. Tomatoes are of fine quality this year. As yet only the imported variety has been arriving; but if the Canadian stock compares at all with this grade a very good business season in this line may be expected. The fish of various kinds now offering are fresh caught lines—fresh water fish and fresh sea fish. A very encouraging business is being done all over the country, and it is not at all unusual to see some dealers clean out their daily supply before the noon hour arrives.

MONTREAL.

GREEN FRUITS—The fruit trade is very brisk just now, owing to the warm weather, which has a beneficial effect upon this market. While the best grade of lemons remain at the same price, there are other grades offering at much reduced figures, as compared with last week's quotations. Valencia oranges have declined for best brands; likewise pineapples are a little cheaper. Other lines remain the same as at the last quotation. California summer fruits, plums, peaches, apricots, will be arriving now in a fortnight. First receipts are anxiously awaited.

Bananas, fine stalk	2 00	2 25
Cocoanuts, new, per bag		4 50
Lemons	1 25	3 00
Navel oranges	4 00	4 50
Florida oranges, box		3 50
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 00
Valencia oranges	4 00	4 75
Pineapples, case	2 80	3 15
Grape fruit, box		3 25
Almeria Grapes, keg		6 00
Strawberries, qt	0 10	0 15
Apples	3 75	6 00
Sorrento oranges	2 25	2 50

VEGETABLES—Vegetables have not shown as much change in price during the last week as might have been expected for this time of the year. Florida tomatoes have dropped considerably, being now quoted at $3 to $3.50, instead of $4 to $4.50, as last week. New cabbages have declined 25c, and new potatoes are worth $4.50, instead of $5, as at the last quotation. The demand is excellent, which is largely responsible for the firm tone of the market.

Parsley, per doz. bunches		0 35
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	1 50	2 00
Turnips, bag	0 75	0 95
Celery, doz	0 75	1
Water cress, large bunches, per doz		0
Spinach, bbl	3 00	3 25
Green peppers, crate		3 50
Boston hot house cucumbers, basket	2 50	3 00
California asparagus, bunch	1 50	6 00
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket		3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0
Tomatoes, Florida, crate	3 00	3 50
Tomatoes, hot house, per lb		0 30
Spanish onions, small crates	0 70	1 05
" " large crates		3 00
Canadian onions, lb		0 03
Egyptian onions		0 02½
Boston lettuce, hot house, per doz	1 00	1 10
Radishes, doz		0 40
Canadian parsley, doz	0 25	0 30
Mushrooms, per lb		0
Horse radish, per lb		0 15
Beans, green, basket	3 25	4 50
French beans, wax	6 25	6 50
Egg plant, doz		2 50
California cauliflowers, per crate of 16		4 00
New cabbage, crate		2 00
Florida Celery crate	2 75	3 00
New potatoes, per bbl		4 50

FISH—The fish market has sustained a few declines during the last week, among which are haddock, mackerel and Gaspe salmon. Mackerel is down the lowest it has been during the season. Cod is in good supply also haddock. There has been a scarcity of brook trout, but it is expected these fish will arrive freely very soon. Lake fish, such as dore, trout and whitefish, are arriving in good quantities. Gaspe salmon is much lower this week. Demand has been good.

Fresh and Frozen Fish.

Brook trout, lb		0 18
Haddock, per lb		0 04
Fresh halibut	0 09	0 10
Mackerel, "		0 07
Dore, "		0 10
Pike, lb	0 04	0
Whitefish, lb	0 05	0 10
Flounders, lb		0 08
Bluefish, lb		0
Shad, each		0 75
Striped Bass, lb		0
B.C. salmon, lb	0 09	0 10
Qualla Salmon, lb	0 07	0 08
Gaspe Salmon		0 18
Smoked and Salted—		
Haddies, boxes, per lb	0 07	0 07½
Kippered Herring, 50 in box	1 00	1 10
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		1
Skinless cod, 100 lb. cases		5 50
Strictly boneless pure cod, boxes	0 08	0
Boneless cod, 20 lb. boxes		0 08½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb.		0 04½
English strip cod 30 lb boxes per lb		0 09
Cod bits, 3 lb boxes, per lb		0 07
Oysters and Lobsters—		
Malpeques, bbl		5 00
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 20
Paper pails, 100, pint size		1 10
" 100, quart size		1 80
Pickled fish—		
No. 1 Labrador herring, per half bbl		3 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, large, lb		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The warm weather is making business very brisk, and already a larger volume of trade is being done than last year. This speaks well for the financial condition of the coun-

try, and gives a black eye to the depression we have been hearing so much about of late. Pineapples and bananas continue to be the staple articles, and oranges and strawberries are interesting features. Navels are about done (this week will see the last of them), but California late Valencias are taking their place. Canadian strawberries are now on the market—in small lots, however—but by Saturday they will be here in fairly large quantities, and by next week a bumper business should be doing. Texas peaches are the new line, and California peaches, plums and apricots are expected along in a few days.

Oranges, Navels	3 50	4 00
" Navels, small sizes	4 00	4 50
" Valencias, cases	4 50	4 75
" Bahamas	2 00	2 20
" Mediterranean sweets		4 00
" Sorrento, boxes		2 50
" Messina Paterno, half boxes		1 50
" " Ovals, "	2 00	2 25
" Blood half boxes		2 00
" Blood, California	3.25	4 00
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messinas, new crop	2 50	3 00
Bahamas, 80's, 96's, 112's, box	2 00	2 50
Apples, No. 1 winter fruit fancy spies		5 00
" " " extra		5 50
" No. 2 "	2 25	3 00
Bananas Jamaicas, eights	1 25	1 50
" Jamaica firsts, per bunch	1 50	2 00
" jumbo bunches	2 00	2 25
Pineapples	2 75	3 50
Strawberries, qts., Canadian and imported	0 15	0 17
Rhubarb, Canadian per doz	0 15	0 25
Cocoanuts, per 100		4 50
Cherries, California, box	2 75	3 00
Watermelons		0 50
Limes, per 100	1 25	1 50
Cantaloupes, Mexican, crate		8 00

VEGETABLES — Potatoes are the most talked of line this week. Although not coming in very freely, the offerings are considerably more than the demand. Dealers are fully stocked up and prices have come down accordingly. Various prices are given ranging all the way from 75 cents for Ontario to $1.10 for Delawares. The drop in the price of imported new potatoes, too, has much to do with the easing up of the potato market. Some of the Canadian early vegetables have declined in price and asparagus is almost off.

Celery, Canadian, per doz	0 30	0 40
Lettuce, imported "	1 00	1 25
Lettuce, Canadian, doz	0 30	0 75
Cucumbers, Canadian, per doz	0 75	1 25
Cucumbers imported per hamper	1 75	2 25
Tomatoes, imported, per crate	1 50	2 00
Mushrooms, per lb		0 60
Radishes per doz., Canadian	0 15	0 30
Spinach, Canadian, bush	0 50	0 75
Asparagus Canadian, per dozen	0 50	0 75
Beets, dozen bch	0 75	1 10
Egg plant case		3 00
Beans, wax, per bush		2 50
" white "		1 75
" lima, per lb	0 06½	0 00
Peas, new, hamper	1 75	2 50
New Brunswick Delawares, per bag	0 85	1 00
Potatoes, Canadian, per bag	0 75	0 90
" new, bbl., Virginia		4 00
" new, Texas bush	1 25	1 50
" Bermudas, per bush		3 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 50
" per bag	1 45	1 5
" green per doz., Canadian		0 15
Onions, Egyptian, per sack	2 75	3 00
Cabbage, new per crate	1 75	2 25
Carrots, new, imported, per doz. bunches	0 80	1 20
Parsley, per doz.	0 20	0 50

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 09
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 10
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Halibut, fresh caught		0 10
Shredded cod per doz		0 90
Live lobsters		0 18
Bluefins, small white, per lb		0 07
Haddock, fresh		0 06
Bloaters, box		1 35
Lake Herrings, ½ bbl		3 00
Sturgeon, per lb	0 12	0 18
Sea salmon		0 18

FISH—But one price change is noted—haddock has dropped a cent, and is now quoted at six cents a pound. Cod, although still on the list, is not to be had in town, and from advices received from Montreal they are not to be had, very few of them being caught. The fresh water lines are still going out very well, and business in general is more than fair.

Watermelons

Texas Tomatoes

Florida and Cuban Pineapples

CARLOADS OF STRAWBERRIES DAILY

Early Vegetables **California Fruit**

We are importing every **seasonable line of Fruit**

SEND US YOUR ORDERS.

WHITE & CO., Limited

Branch at Hamilton **TORONTO, CAN.**

It's Not Guesswork, Boys

It's a fact—this hot weather is certainly "doing things" to the "St. Nicholas" Lemon stocks—the best always go first. There won't be any St. Nick. Nov. Cuts left when "St. Nicholas" Verdellis arrive. Protect yourself by buying a little stock ahead.

W. B. Stringer & Co., Sole Agents, Toronto

FANCY RIPE

Pineapples, all sizes

Bananas, fat fruit

LOWER PRICES THIS WEEK

also

FLORIDA TOMATOES, Fine Quality

CAROLINA STRAWBERRIES, quart boxes

Send us your orders

HUGH WALKER & SON

GUELPH, ONT.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

EXPERIENCED MANAGER, hustling salesman, age 30, enthusiastic, energetic, large experience on the road, capable organizer, invites correspondence from leading manufacturers. CANNED GOODS SPECIALITIES—sardines, fruits, etc. Sole agency Great Britain, or willing organize sales. Good knowledge of advertising. 10 live agents covering country. About 2,000 open accounts wholesale and retail grocers throughout the country. Independent hard worker. Highest credentials. Society guarantee. Only high class firms wishing permanent arrangements entertained. Salary, commission, expenses. Apply Box 32, CANADIAN GROCER, 88 Fleet St., London, Eng. [24]

FOR SALE

FOR SALE—Two-horse peddling wagon, used one year, built for general store stock. Box 303, CANADIAN GROCER. (25)

FOR SALE—Grocery business in Cobalt, for cash. Cash turnover $60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont. (27)

ONE GENERAL STORE, consisting of dry goods, groceries, glassware, china, flour and feed, &c., hardware, hay and oats. Stock worth about $3,000. Size of building, 20 ft. by 48; lean-to building, 16 by 20; 6 rooms upstairs over store. Buildings worth between five and six hundred dollars if sold with stock. If buildings are sold separate the cost will be a little extra for buildings and situation. 1 cook stove, 1 coal stove, 1 box and 1 parlor stove. Size of lots, 40 ft. by 150, on Main Street in Tomstown. Three lots and a storehouse 24 by 30 ft. and 2 stables. Post office in connection. Apply Mrs. J. Clark, Tomstown, Ontario.

GENERAL STORE BUSINESS—Live town; money-maker; must be sold at once. Apply W. F. Morley, 9 Front Street East, Toronto. (24)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular perjodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

SITUATIONS WANTED.

UP-TO-DATE GROCER, good salesman, desires a change. First class references. Apply Box 198, GROCER. (25)

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf8)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

AN EXCEPTIONAL good opportunity for firms desiring to have their small iron and wooden wares manufactured in Canada. Have factory already started manufacturing patented store fixtures for the retail grocer. Have first class references as to ability and responsibility. Will undertake the manufacture and selling of any article of merit. Box 200, CANADIAN GROCER, Toronto. (25)

TO LET.

TO LET—In town of Walkerton, the most up-to-date grocery stand for best family trade. Splendid opening for first class grocer. Address, Box 201. (25)

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

FOOD SHOW PROMISES SUCCESS.

Winnipeg Exhibition Opens With Large Attendance and Good Prospects.

The Winnipeg Pure Food Show, which opened in the Auditorium Rink on Monday the 8th, promises to be a big success. The attendance on the opening day was large, the big attraction being the presence of the Kilties Band from Toronto. The show has been well advertised and the public interest is keen.

The Dominion Wafer Co., Montreal, has been registered.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

LEMONS First-class 300s. at $2.50 per box.

THE DAWSON COMMISSION CO., TORONTO

IN NEW FACTORY.

The T. L. Mathieu Co., Sherbrooke Que., are settled in their large new factory in that city. The building, 55x65 feet, comprises three floors and a basement, is of modern construction, and is perhaps the largest factory of its nature in Canada. Their faith in the steady demand for their Syrup of Tar and Cod Liver Oil is amply proved.

LOBSTERS DOING WELL.

Experiment of Transplanting to Pacific Coast Seems Successful.

Despatches from Vancouver state that the big consignment of lobsters which was recently sent from the Maritime Provinces to Vancouver, with the object of establishing lobster colonies along the Pacific coast, have now been turned loose to forage for themselves in the sea. When the lobsters reached Vancouver they were met by Dominion fisheries inspectors and transferred to open crates, in which they were kept in the sea for some time until they were adjudged fit to get out and hustle for themselves.

In turning them loose all "burled" lobsters, or those bearing spawn, were retained in the crates, in order that the progress of their breeding might be noted. The rest were set free at various protected bays up the coast. It is expected that the freed lobsters will hew out homes for themselves in their virgin territory, as they are great travelers, and have been known to journey as far as two hundred miles in search of suitable locations. Mr. Taylor, one of the fisheries inspectors, reports that the lobsters have done very well since arriving at the Pacific ocean, and there is every probability of the transplanting experiment proving a complete success.

TRADE NOTES.

F. A. Gosness, grocer, Regina, Sask., is succeeded by Gosnell Bros.

P. Duchesneau & Co., general merchants, St. Tite, Que., have been registered.

A. Moyer & Co., general merchants, Mildmay, Ont., are succeeded by Jno. O. Hymmen.

The assets of Louis Poudrier, general merchant, St. Emile de Montcalm, Que., are to be sold.

Chas. Troyer, general merchant, Hills Green, Ont., is dead, and the business is advertised for sale.

Murdoch Bros., general merchants, Brandon, Man., have donated a silver dinner and tea service as a special prize in the dairy products class at the Interprovincial Fair to be held in July next at Brandon.

Balmoral Pure Food Products were demonstrated recently by J. W. Windsor's demonstrators in W. J. Brown's store, the Imperial Warehouse, Montreal. The firm will also conduct several demonstrations in Ottawa, where the chief grocery stores will be given an opportunity of introducing this line to customers not already acquainted with it.

A. W. Beach, Winchester, Ont., has disposed of his grocery business to Fraser Bros., of Lachute, Que. Mr. Beach has been compelled to retire owing to ill health. He had a serious operation about New Year's and has never fully recovered, and will take a well-earned rest. He will continue to operate his large bakery business for a short time.

The Whyte Packing Company, who for years have occupied premises on St. Paul St., Montreal, have removed to larger quarters on William St., into Ayer's Block, 33, 35 and 37 William. Here they are in possession of a modern building with all the most modern cold storage facilities, and in their new home they will be able to much more adequately take care of their growing business than ever before.

Brunswick Brand Unequalled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

Sardines, Clams, Scallops, Herring in Tomato Sauce, Finnan Haddies and Kippered Herring

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

Connors Bros., Limited

Black's Harbor, N.B.

Dominion Fruit Exchange

Wholesale Commission Merchants

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Fruit, Vegetables and Produce. Special attention given to car lots.

We always get highest prices possible for our customers. Our commission is ten per cent. and no more.

You will save money by corresponding with us when you are open to buy or sell anything in our line

AUCTION SALES: MONDAY, WEDNESDAY and FRIDAY.

WILSON'S FLY PADS

Are fast sellers during the summer months, and pay the retailer from 66 per cent. to 90 per cent., according to the quantity purchased.

ADVERTISED THROUGHOUT CANADA

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

THE BEARDWOOD AGENCY

313 New York Life Building
MONTREAL

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

GROCERY FACTS.

Useful Information for the Merchants and Clerks About the Things They Sell.

HOW GINGER IS RAISED—Ginger in the quantity produced and consumed probably ranks next in importance to pepper among spices used by man. It is a pungent, aromatic spice, largely used in confectionery, as a dessert dish by itself, and in medicines. This plant, indigenous to Asia, has been introduced into many tropical countries, where it flourishes under cultivation. A large amount is grown in India, but Jamaica now ranks high as a producing country, and Jamaica ginger is a regular trade term. Besides the East and West Indies, British West Africa, Queensland, Siam, China, and Brazil are producing countries. Siamese and Chinese ginger are identical, but are from another plant, reaching a height of four or five feet. It is quite possible that zingiber is grown to some extent as well, as some of the so-called Chinese ginger, preserved in jars, is reported to be the preserved young shoots of an edible bamboo, though this seems doubtful as the ginger plant is so common.

Heat, moisture, and a good soil are the plant's main requirements, for it is quite a tropical subject. It needs a rainfall of 800 to 1,000 inches per annum, although it is grown in some districts where the fall is as low as 150 to 200 inches a year; but where the rainfal is not sufficiently well distributed, irrigation answered well. The soil cannot be too good for ginger, which is rather an exhausting crop.

Ginger planting is much like potato planting. In March or April the divided tubers or fingers, each containing an "eye,' 'are planted in trenches in the prepared soil about a foot apart. Cultivating the soil is carried on, and it needs must be supplied regularly while the plant is in growth. It is a grass or reed-like plant, reaching a height of four or five feet, and the plantation when in full blossom is an attractive sight. The blossoming takes place in September, and in the following December-January the crop is ready for digging. The flowers wither and die, and then the foliage and stems follow suit. This is the time when the root is fully developed and fit for lifting.

The swollen roots, or rather rhizomes as they really are, are dug up with a fork; this must be done with care so as not to break or bruise the "hands." The tubers are piled in heaps, the small, fibrous roots are taken off, and the soil is removed. This must be done speedily before the soil dries, or the ginger will not preserve its white color. It is then thrown into a tank of water preparatory to peeling.

Peeling ginger is a process requiring practice on the part of the laborers. The "hands" are carefully peeled with a narrow-bladed knife, and special care is required to do the portions between the "fingers." The importance of proper peeling will be seen from the following quotation:

"Examination of a transverse section of ginger will show that there is an outer striated skin, under which there are numerous oil cells, the oil cells being numerous at the bud points. The oil obtained from these cells in specimens obtained fresh from the ground is almost colorless, very pungent, and exceedingly aromatic. It becomes yellow very quickly, on exposure to the air and even upon drying, without removal of the epidermis, its delicate aroma is found to be fleeting. On drying the ginger the contents of these cells appear as a yellow, pitchy mass. As this dark layer is the seat of the greatest amount of oil and resin cells, it will readily be seen that the deeper the peeling so much the more of these substances wil be carried away with the epidermis and more cells opened from which these principles may exude.'

After peeling, the ginger is again placed in clean water and very thoroughly washed. If the roots are left to soak in water they lose some of their aroma, and if washed in running water they are cured lighter in color.—The Storekeeper.

GOOD PROSPECTS IN ALBERTA.

John Horne, manager of Campbell, Wilson & Horne, wholesale grocers, Calgary, was in Winnipeg recently, consulting with the management of Campbell, Bros. & Wilson. To a Canadian Grocer representative, Mr. Horne spoke very optimistically of business conditions and prospects in Sunny Alberta. The crops are about five weeks ahead of last year, and as the acreage is very largely increased the outlook for big returns next fall is particularly bright.

Mr. Horne returned to Calgary early this week.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

Display a Few Boxes of the
5c. CHAMPLAIN CIGAR 5c.
and watch your sales jump.
The cigar is right. Your profit is right.
The Tercentenary is working for your benefit
JOS. COTE, QUEBEC
Importer
Established 1887

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

WALKER BIN FIXTURES

The manager of a large Western Departmental Store shown above writes:—

"They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them .... We consider the money put into them a splendid investment."

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man. Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

IF DROPPING WATER

Wears away the hardest stone, what are the petty, annoying details of your business doing to you?

ALLISON Coupon Books

eliminate nine-tenths of the cases of friction between you and your customers by removing the cause.

THE PLAN

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere. Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

THE **PERFECTION CHEESE CUTTER**

It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

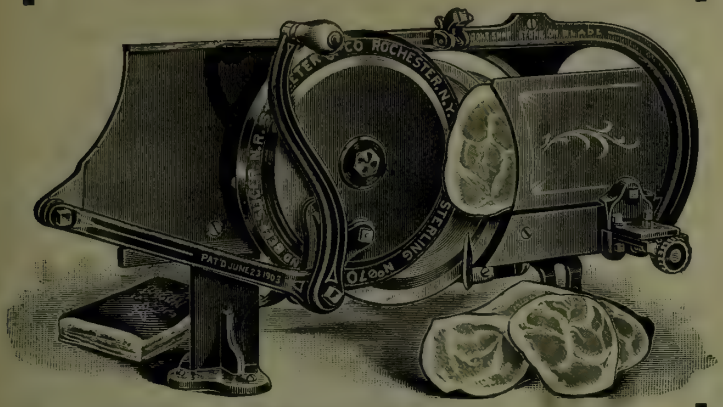
WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL

Canada

The Ends of the Meat Will Pay for It



THE STERLING SLICER

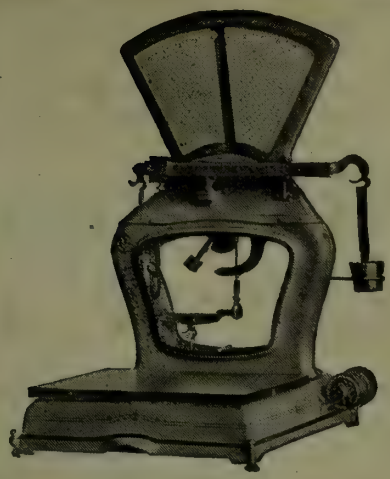
Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. **Brantford**

CANADIAN AGENTS



BEFORE YOU BUY A COMPUTING SCALE

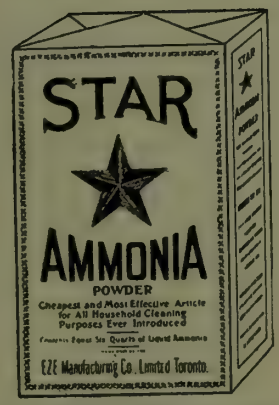
NO. 70 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto.

STAR AMMONIA IS PERFECTION OF PRODUCTION IN A NEAT AND ATTRACTIVE PACKAGE. IT SELLS.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

HAVE YOU BOUGHT YOUR AWNING?

The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.

JAS. F. SONNE, Proprietor and Manager

193 Commissioners Street, - Montreal

MILK IS SCARCE——

Fresh Milk is hard to keep right during the hot season. To save complaints suggest to your customers the use of

Borden's Brands

"Eagle Brand" Condensed Milk & "Peerless Brand" Evaporated Cream

These are the most perfect and hygienically pure of all milk products. Every jobber sells them.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. *Shallcross, Macauley & Co., Vancouver and Victoria, B.C.*

(Unsweetened)

WHITE MOSS

has been regarded as the standard cocoanut on the Canadian market for years. This is solely because its many merits, which make it undoubtedly superior to all others.

Send in your order.

Canadian Cocoanut Co., = Montreal

For Summer Trade

You cannot stock up a line which will give your customers greater satisfaction, or yield you a better profit than

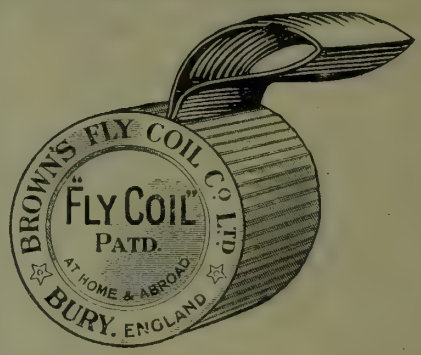
MACE'S
Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Popular price. In great demand.

Secure trial lot from

A. H. MACE & CO.

746 Notre Dame St. West, - MONTREAL



The man who first tried to catch a fly, did it without

Brown's Fly Coil

and the fly got away. That's why we are bothered with millions of them to day. BROWN'S FLY COIL is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it. Will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

To be obtained from

The National Drug & Chemical Co. of Canada, Ltd. Montreal

The Wingate Chemical Co., Notre Dame St., Montreal

or direct from

The Brown Manufacturing Co., Ltd. Bury, Eng.

We Are Creating Customers for You !

Our extensive advertising of

"2 IN 1" SHOE POLISH

will bring customers to your store. We are telling the people that all ***up-to-date*** grocers are carrying 2 in 1 Shoe Polish.

Are You Up To Date ?

When a person once uses 2 in 1 he will accept no substitute. It is far more profitable for you to drop the imitations overboard and stock up with the genuine 2 in 1.

THE F. F. DALLEY CO., Limited - - Hamilton, Canada; Buffalo, N.Y., U.S.A.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 12, 1908

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 0
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Corn—

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 [illegible]
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

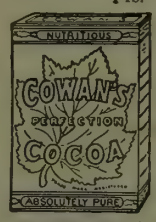
THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz	$4 50
" ½-lb., "	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 [illegible]

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 4[illegible]
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cakes—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb	0 33
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ¼ doz. to case	per doz., $ .90
½ " " ¼ " "	" 2.40
½ " " ½ " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½s	0 32
Prepared ½s	0 30

Mott's breakfast cocoa, ½s	0 42
" ¼s	0 42
" No. 1 chocolate, ½s	0 36
" Navy " ½s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, ⅛ & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 25	1 35
"Challenge" brand (4 doz)	4 30	1 10
Evaporated Cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
"Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28½
Cairo	0 20½
Sirdar	0 17½
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 [illegible]
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemin & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " "	1 75
2½ " "	2 00
4 " "	3 00
5 " "	3 75
8 " "	5 50
16 " "	10 00
32 " "	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $3.40.

ANOTHER DEATH

The Retailers' Journal, of Chicago, for May contains a graphic account of another horrible, fatal accident from explosion of inflammable liquid stove polish.

Think of the suffering which intervened before the death from burns, during hours of agony. You can't afford to deal out over your counter these frightfully dangerous liquids.

RISING SUN Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins are perfectly safe. Push them. They give the greatest possible satisfaction, and you please a customer every time you sell a package of either.

RISING SUN STOVE POLISH IN CAKES

SUN & STOVE POLISH IN TINS

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

. . . FOR . . .

Picnics, Camping, Yachting

ETC.

BATGER'S

LIME JUICE CORDIAL

IS

JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED

Montreal and Toronto

Orsi?

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 3 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½

Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80
7, 14 and 30-lb. pails.

Jelly Powders

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 8 lbs. per case; freight rate 2nd class

IMPERIAL DESSERT JELLY

Cartons each 1 doz.
Cases each 12 cartons, per gross..... $10 50
Terms net 30 days, or 1 p.c. 10 days.
Flavors — Lemon, Orange, Vanilla, Pineapple, Raspberry, Strawberry, Red Currant, Cherry, Calves Foot

MacLaren Imperial Cheese Co., Limited.

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls..... 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb .. 0 11	
" 5-lb.. 0 10⅞	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
6 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass & and 7 lb. tins
Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—			
1-lb. glass, doz...	1 55		
2-lb. " ..	2 80		
4-lb. tins, " ..	4 65		
7-lb. " " ..	7 35		
"Shredded"—			
1-lb. glass, doz.....	1 90		
2-lb. " "	3 10		
7-lb. tins, "	8 25		

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40	
" ¼-lb. tins ..... "	2 50	
" 1-lb. tins ..... "	5 00	
Durham 4-lb. jar.....per jar.	0 75	
" 1-lb. jar..... "	0 25	
F. D ¼-lb. tins .....per doz.	0 85	
" ½-lb. tins..... "	1 45	

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	$ 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }		2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 25
5 cases.....		2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 80
" black..... "	15 00
Oriole soap..... "	10 80
Gloriola soap..... "	12 00
Straw hat polish..... "	10 80

Starch.

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$
No. 1 " " 1-lb. "	

"The Best is None Too Good."

ESTABLISHED 1879

That being the motto of millions of consumers, how necessary it is for the seller to be prepared to suit them.

Those who ignore this suggestion often wonder why "the other fellow" gets their trade.

But the "knowing ones" know why it is.

The medium between the highest and the doubtful is a dangerous one for the Grocer.

You want goods that will not only create, but will HOLD trade; and that is precisely what

WOOD'S COFFEES

do and have been doing for many years.

"Time is fleeting," says the old adage; we may add: So is trade in haphazard Coffee.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 5½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 5½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 08

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60

Culinary Starches—

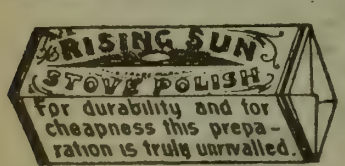
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 85
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton

75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink ", ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

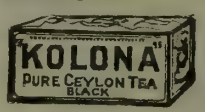
Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 90 1-lb.	0 35
" " 120 ½-lb.	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½'s	0 70	1 00
" " ¼'s	0 55	0 80
" " ⅛	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ½s.	0 30	0 40
" " ¼s.	0 25	0 30
" " 1 lbs.	0 24	0 30

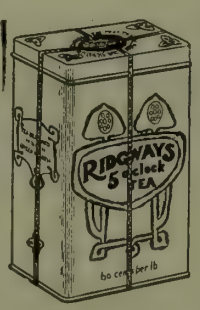
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" ½-lb., " "	0 21
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label " 80c	0 55

RIDGWAY'S.
Ceylon. London. Vancouver.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 39	0 40
Old Count y, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H M B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 3s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 58

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 [illegible]
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz	$ 110
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 67
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

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INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect **all** the items of information appearing in Canadian newspapers about any subject **you** are interested in. Our service is thorough. We don't miss an item. If you want **all the current information** about a pet subject, we can supply it at the lowest cost. By using our service you can **keep posted** on any subject.

Write for our free booklet.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL

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ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

SALT SALT

VERRET, STEWART & CO.
LIMITED
MONTREAL

SALT SALT

Tomato Pulp
(HIGH GRADE)

May we submit sample and quote you?

Write us.

J. H. WETHEY, LIMITED
ST. CATHARINES

Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JUNE 19, 1908. NO. 25

Summer Days are Laundry Days—

The use of the best materials assures fine linen. Blueing figures largely in the result.

Keen's Oxford Blue

is the "Always uniform and reliable perfect blue."—

FOR SALE BY ALL JOBBERS

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion Montreal

In the forefront of Canadian household necessities stand

Benson's "Prepared Corn"

Best product of corn for desserts, puddings, etc.

Edwardsburg "Silver Gloss" Starch

Produces the finest laundry work.

These two lines make friends and money for you. Every jobber sells them.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

Nutriment
Convenience
Economy

¶ Imperial Peanut Butter is an ideal summer food—nut nourishment in all its perfection. Better than meat or eggs, it is always fresh and wholesome, and is indispensable for breakfast, luncheon or picnic.

¶ Imperial Peanut Butter sells with others ; **it will sell** with you, and your profit is sure and good.

ASK YOUR JOBBER

MacLaren Imperial Cheese Co.
TORONTO LIMITED

Increase Their Faith

"Price" is an argument for trade, but "quality" goes far ahead of it *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

By Selling These Goods

"Stowers" Lime Juice Cordial

is sweetened to suit most fastidious palates. No hunting for sugar! Add water and you have the best and most wholesome summer drink.

Has no musty flavor

Griffin & Skelley's Dried Fruits

"The pick of the pack from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

"SHELL BRAND" REGISTERED

"Shell" Soap

Made in Marseilles by Couret Freres only, contains 67% pure oil, over 10% more than ordinary brands—nothing equal for all household purposes.

"Thistle" Brand Canned Fish

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, delicate, appetizing. Prepared right at the water side where they are caught bring into one line. The brand of highest quality only.

Arthur P. Tippet & Co.

8 Place Royal, Montreal
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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
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A. R. McFarlane — Wm. Field
McFARLANE & FIELD
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Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attention

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FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

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Fish, Oils, Beans, Peas and Produce.
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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Wholesale Manufacturers of
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Write for prices and particulars
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ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
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G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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Manufacturers' Agents
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WAREHOUSEMEN
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Open for a few more first-class lines

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TAPIOCA
ON SPOT
Medium and Seed
Quotations on Application
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Agents
15 Wellington Street East, Toronto

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Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

W. G. A. LAMBE & CO.
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Grocery Brokers and Agents.
Established 1885.

"Strawberries, 100 cases, finest heavy syrup goods, Old Mill brand, $1.65. Who wants them ?"

W. H. MILLMAN & SONS
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MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

(Continued on page 4.)

We have—the first packs of the season in

New

Canned Haddies
Canned Herrings
Canned Lobsters
Domestic Sardines

And we have especially interesting Quotations on all

NOW IS THE TIME TO ORDER

EBY-BLAIN, LIMITED

Wholesale Grocers - - TORONTO

Consistency Is Evidently Appreciated

We have always consistently studied the interests of our customers, as well as of the Public, by offering our Teas at such prices that they yield a fair margin to the dealer, and are of such quality that when compared with other teas they are bound to be appreciated

By the Consumer

The fact of our continuing to supply the needs of both the Grocer and Public alike, has brought us many grateful letters from our friends, and the continued and steady increase in OUR SALES from month to month gives us ample proof that our methods of conducting our business are appreciated BY BOTH.

THE BLUE RIBBON TEA CO., LIMITED
Montreal and Toronto

Manufacturers' Agents—Continued.

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Manufacturers' Agents
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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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THE MOOSE JAW FRUIT AND PRODUCE CO.
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Storage, Forwarding and Transfer Agents
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STUART WATSON & CO.
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WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
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Correspondence Solicited

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Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
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430½ Main St. W.

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F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

When writing advertisers kindly mention having seen the advertisement in this paper.

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.
Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

More About Peas

Some people imagine that Canadian packed Peas are not as good as peas from France. There was never a greater fallacy. French Peas are largely packed from seed grown in Canada. If you will compare the Canadian with the French pack Peas you will notice that the flavor of the imported Peas is killed by the use of green coloring.

A prominent grocer said that he never ate any Peas but the imported. He was asked if he had ever compared the French with the Canadian Peas. He confessed that he never had. A tin of very ordinary Canadian Standard Peas two or three years old was then opened against a tin of French Peas. The French Peas had the Canadian Peas beaten for color, but for flavor the Canadian pack Peas were much superior, and had a flavor that was entirely lacking in the French Peas. In fact the French Peas were quite unpalatable.

The Canadian Canners' Canned Peas are the **finest in the world.** They have the field to themselves as regards **quality.**

Talk Quality in Peas, and educate your customers to buy the better grades. Show them wherein the difference lies. It will pay you well.

The difference in cost is slight, and you can obtain a much larger profit on the better grades.

Try it for **one** week. Talk **Canadian Canners' Sweet Wrinkle Peas at every opportunity,** and note the results.

BRANDS : "Canada First," "Little Chief," "Lynnvalley," "Maple Leaf," "Auto," "Log Cabin," "Kent," "Lyon," "Thistle," "Grand River," "Horseshoe," "White Rose," etc.

GRITS AND TORIES

by the thousand are unanimous in their enthusiastic approval of Old Homestead Brand, which accounts for the fact that hundreds of grocers of varying politics unite in

VOTING FOR
OLD HOMESTEAD BRAND

That's because the Human Palate never fails to recognize Real Merit. Every can of Old Homestead Brand is chuck full of fruit or vegetable perfection—properly preserved by our method of placing cleanliness before everything.

All progressive Jobbers handle
OLD HOMESTEAD BRAND

The Old Homestead Canning Co.

Picton, Ontario

MAKES IT POSSIBLE

For every grocer to build up and maintain a large and profitable tea trade.

To dispense with at once the necessity of carrying a large stock of tea, deteriorating in quality and eating its head off in interest.

To secure a speedy, actual and protected profit on all sales, and to put the tea peddler out of business.

To serve your customers with the finest tea grown, fresh and fragrant from the tea-gardens of Ceylon.

Annual Sale Over 18,000,000 Packets.

People who

Are asking for Pure Malt Vinegar

generally want English Vinegar, good vinegar. Don't cause dissatisfaction amongst your customers by offering any but the best.

PURNELL'S

Vinegar Sauces Pickles

are of highest quality, made for appreciative people and all who want to be sure of purity, flavor, and delicate piquancy.

The best never fails to please. Order today from our

Purnell & Panter, Ltd.
Bristol,
England

AGENTS

E. McMichael, - - - St. John, N.B.
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Erb & Rankin, - - - - Halifax, N.S.
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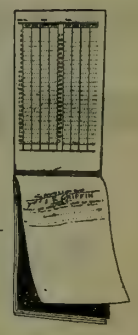
Bickle & Greening, - Hamilton, Ont.
Carman Escott Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

How to Save Many Dollars!

Lots of grocers lose money by not knowing to a cent what is coming to them from customers. By using our

"DUPLEX"
COUNTER CHECK BOOK

YOU can confront a doubting customer with any item he may dispute and so avoid loss and friction. A postcard will bring particulars.



The Carter-Crume Company Limited,
Toronto and Montreal

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

Wiseman-Ashley Co.,

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

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Toronto Sales Agent—
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Winnipeg Sales Agency—
Wiseman-Ashley Company
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - -	Quebec.	Carman Escott Co., -	Winnipeg.
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Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited
Montreal and Toronto.

Brand New Goods from a Brand New Plant

THE NIAGARA FALLS CANNING COMPANY LIMITED has just commenced packing fruit in the most sanitary and best equipped plant in Ontario. A processor who is admittedly the best in New York State has also been secured.

New pack strawberries will be ready to offer the trade by June 20th.

ALL GOODS PACKED IN SANITARY ENAMEL-LINED CANS

This in itself is a strong assurance of excellence and purity.

The Niagara Falls Canning Company Limited

NIAGARA FALLS, ONT.

G. P. Boulter, Pres. F. H. Boulter, Gen. Manager
S. E. Boulter, Sec.-Treas.

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nelsse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

LEA'S

The Pickle with the Home-made Flavor

Remember we positively guarantee all of our Goods. If you have any complaint to make, write us. We will adjust all complaints to your satisfaction. : : : : :

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

WHITE SWAN

PREPARED

COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our ***White Swan*** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

There Are Many Kinds of Canned Goods; but there is only one

FARMER BRAND

That's the brand handled by all the most pushful grocers. It's worth pushing! All the words of praise you bestow upon it will be thoroughly justified by your customer when he examines the contents of the can. No "mushy stuff" so common to inferior brands. Every can full of sound, deliciously flavored fruits and vegetables grown on three thousand acres of the finest garden district of Prince Edward County, Ontario.

Farmers' Canning Co., Limited

Bloomfield, - Ontario

Daintiest Of Summer Desserts

are pure, sparkling jellies, made with

Shirriff's Jelly Powders

No other brand on the market can equal them.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Naptho SOAP

MADE IN CANADA

R. U.

Selling

NAPTHO SOAP?

If not, it will increase your trade to carry it.

For Quality
Appearance
Price

Naptho is the Best

The Welcome Soap Co.
Limited
St John, - N.B.

JAPAN TEAS

We are now in receipt of samples of first shipment of very Fine New Teas and will be glad to hear from our Wholesale Friends

S. T. NISHIMURA & CO., Sole Agents. - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

Strict Analysis Proved It!

Samples of E.D.S. Brand Jams and Jellies were bought by Government Agents at various places and subjected to a rigid analysis. This resulted in a declaration by the Government Analyst that

E. D. S. Brand Jams and Jellies

are the purest sold in Canada

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

ESTABLISHED 1840.

A High-class trade can only be retained by selling a high-grade article.

NELSON'S

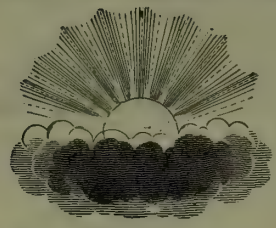
"PANSY BROOM"

will satisfy your most exacting customer.

H. W. NELSON & CO.

LIMITED

TORONTO



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

SALMON

Harlock ½s Retail 10c. **Eagle 1s Retail 15c.**

The above are first class goods and the price is right.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

"Glencairn" brand of Pressed Beef

Prime Brisket

A Splendid Picnic Beef or a ready dish for Luncheon or Supper.

The high quality of this **Good English Beef** is always remarked upon, and you need never hesitate to recommend it to your customers.

An A.1. Article

Agents in Canada:
ROSE & LAFLAMME, LIMITED, Montreal

Cunningham & De Fourier Ltd.
LONDON, ENG.

ASK US FOR

BUTTER TUBS
BROOMS
FRUIT JARS
JAR RINGS
PAPER BAGS
TWINES
WRAPPING PAPERS

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Satisfaction

That is what you want to get and give.

James Dome Black Lead

a Stove Polish that gives satisfaction to every householder. It contains no dirt or grit, it's all lead, Gives a quick brilliant lasting shine, always in use, always a chance to please. Sort up your stock. all jobbers carry it.

W. G. A. LAMBE & CO., Canadian Agents

"Tilbury Brand"

means the Very Best in Canned Fruits and Vegetables

One of the best-equipped factories on the Continent

AGENTS
C. E. JARVIS & CO., Vancouver, B.C.
RYAN BROS., Winnipeg, Man.
GREEN & CO., Toronto, Ont.
SNOWDEN & EBBITT, Montreal, Que.
W. S. CLAWSON & CO., St. John, N.B.

See samples and get prices before placing your order.

The Tilbury Canning Company, Limited, Tilbury, Ont.

IN SUMMER DO A SUMMER BUSINESS

LYTLE'S LIME FRUIT JUICE

This is a line that within the summer season is as staple as sugar or tea. Every grocer can carry a stock knowing he has a sure seller.

—So with our well-known
—Raspberry Vinegar

Order direct or through your jobber

THE T. A. LYTLE CO. LTD
Sterling Road, Toronto, Canada

REAP THE BENEFIT OF OUR ADVERTISING

By keeping a good stock of

MATHIEU'S NERVINE POWDERS

Display them on your counter and in your windows. They sell like wildfire—in fact they are always in demand. We advertise—you get the benefit. An order from you now will be appreciated.

You never know when a customer will ask for Mathieu's Syrup of Tar and Cod Liver Oil. Keep some in stock.

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

CODES
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

D H BAIN

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

NICHOLSON & BAIN

WHOLESALE

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NICHOLSON & BAIN

CALGARY BRANCH
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BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

You retain customers to whom you sell

CEYLON TEA

because it is

Uniformly Good

That's ensured by climate, and by enlightened cultivation and preparation methods.

Tea drinkers find its use to be

Household Economy Without Parsimony

CORKS AND CAPSULES

Manufacturers, much depends upon the quality of the corks you use. If they are of poor quality and break when pulled the customer is apt to form a poor opinion of your product. By ordering only EWING'S CORKS and CAPSULES you are assured of having the best on the market.

WRITE FOR PRICES

S. H. EWING & SONS

MONTREAL and TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

SHOE BOILS
Are Hard to Cure, yet

ABSORBINE

will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6-C Free.
ABSORBINE, JR, for mankind, $1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A
Condensed Ad.
IN THE
Canadian Grocer

CANNED GOODS for Fall

HAVE MADE OUR PRICES AT ROCK BOTTOM COST.
Our Travellers have prices. Book without delay!

Tartan

BRAND

SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars Phone 596. Free to buyers.
Preference given to all orders booked prior to 30th June

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

REINDEER condensed COFFEE

Hot Water Only — Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Purity Is Assured

If you stock only maple syrup put up in packages like those illustrated. They contain

Pride of Canada

Maple Syrup and that is the purest and truest offered the trade to-day.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

There will be something doing next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices—Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co., Limited

MONTREAL

QUAKER SALMON

TRADE MARK

M

SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the Pacific Coast. The yield will be small this year without a doubt.

To ensure your customers securing salmon that will be absolutely first class, order **Quaker Brand.** Highest grade Sockeye Salmon from Frazer and Skeena Rivers. The package is the finest on the Canadian market.

OUR PRICES:

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

ORDER AT ONCE

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

We are now booking orders for New Season's

Balmoral Rgd. Jams and Jellies

Write for full particulars and prices

J. W. WINDSOR

MONTREAL

2,000,000

Packages of

LIPTON'S TEA

Are now sold **EACH WEEK**

and the sales are steadily increasing. This recommends to every jobber, every retail grocer and every consumer that **merit only** could have made **Lipton's Tea** the leading package tea in sales **all over the world.**

Sold only in air tight tins

THOMAS J. LIPTON

Canadian Office, 75 Front Street East, - - - TORONTO

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. **Largest quantity; finest quality.** Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold **double** any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The **only** polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S ELITE POLISH
BOX CALF
VICI KID AND ALL OTHER BLACK DRY LEATHER SHOES
BOSTON U.S.A.

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz. 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

TOMATO CATSUP

Special offer on 2 lb. Tins.

SPLENDID QUALITY

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

SAUCE

A GOOD LINE

There is a "want more" fascination in H. P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception the Canadian Grocer sees in H. P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H. P."

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

Orsi?

I AM ABLE TO QUOTE

very sharp c i.f. prices on

Med and Seed Prl and Flake Tapioca

For prompt and future shipment.
The market is in your favor ; BUY NOW.

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409 **Montreal**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.

ROCHESTER, N.Y.

Lacquer-Lined or Inside-Enamelled Cans

for strongly acid or highly colored fruits.

Standard cans, coated on the inside with a neutral vegetable lacquer baked on at high heats, which can be used in the packing house without change of machines.

Order now against the berry season.

THE

Norton Manufacturing Co.

HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE.

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
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Here Is Your Leader!

RIVERDALE BRAND

Canned Fruits and Vegetables

This is the brand your customers can **rely** on for uniformly high excellence in quality. No use your selling inferior brands when Riverdale Brand is at your service.

The Lakeside Canning Co., Ltd. - Wellington, Ont.

KOPS' ALE and STOUT

Non-Alcoholic

Pure English brewed Ale and Stout, made from finest Kentish Hops and Malt, containing all the tonic properties of Alcoholic Beer, without the undesirable after effects.

Non-Alcoholic

A special Analytical commission reports:—Kops' Ale has nothing that is injurious, but is on the contrary a palatable beverage, possessing distinct tonic and invigorating properties.

PERFECT TABLE BEERS, REFRESHING, STIMULATING

KOPS' BREWERIES, - London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co, Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.

Clarkson Fruitgrowers' Association

Clarkson Station, on the G.T.R. Toronto-Hamilton line, is the shipping point for one of the best fruit-growing districts in Canada, and members of the Association are prepared this season to ship produce direct to merchants who have formerly ordered through Toronto Commission houses. Special fruit train service to all points will enable dealers to avoid delay, re-handling, and extra rates. If you are interested in A1 Strawberries, Raspberries, Early Potatoes, Apples, Corn, Cucumbers, etc., write to

THE SECRETARY,
Fruitgrowers' Association,
Clarkson, Ont.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO. LIMITED

BRIDGETOWN, - NOVA SCOTIA

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.
LIMITED

We help the grocer **SELL JELL-O**

Advertising matter for store display and recipe books to give to customers sent prepaid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach, Cherry. Retails 10c. per package } 90c a doz.

JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. $1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THIS IS WHY

YOU OUGHT TO HANDLE

SNAP

It is the most effective hand-cleaner on the market—bar none. It instantaneously removes all and every kind of dirt, grease or stain from the hands, leaving the skin soft, white and unchapped. It is in demand by engineers, chaffeurs, blacksmiths, mechanics, professional men, merchants, housewives—everyone who likes clean, soft hands—because it is the best hand-cleaner on earth and

the price is only 15c.

per tin or two tins for 25c. Your profit is excellent and continuous.

Snap is the only hand-cleaner sold strictly through the trade.

Packed in cases of 3 and 6 dozen tins, complete with samples and advertising matter.

Ask your jobber for Snap.

The Snap Company, Limited

Montreal - Que.

The Quality Factory

FOR

People of Quality

WHO WANT

Articles of Quality!

We spare no time, labor or expense in producing only the

Best Articles for Our Patrons

Young Tom—Washing Powder.
Purity—Laundry Soap.
Young's Elite—Toilet Soap.
Glycerine Pumice—Toilet Soap.
and others as good.

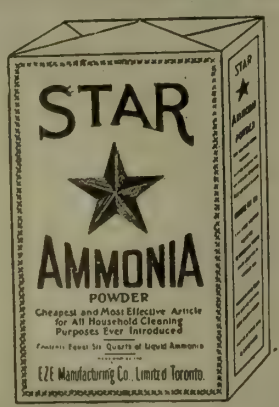
THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

CANNED GOODS

We handle exclusively "Old Homestead Canned Goods." Communicate with us. We will make it interesting for carload buyers.

S. J. CARTER & CO.

58 McGill Street, - MONTREAL


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto.

What every business man wants are goods perfectly satisfactory in every way, this is what we guarantee Star Ammonia to be.

The Million—are after the money—Here is a Proposition

CASSON'S

Worcestershire Sauce

is a money maker. Wholesalers and Retailers find the quality right—Prices right—

YOU write **JOHN CASSON CO.**

FRONT ST. E., TORONTO

A BRIGHT MAGAZINE IS AN EXCELLENT COMPANION

On a holiday trip, a journey to a summer resort, or while spending a few days at some delightful retreat, you can not add to your enjoyment more easily than by taking along with you a copy of the

JULY NUMBER OF BUSY MAN'S

¶ **It is the leading periodical, and its contents are always bright, racy, and instructive.**

¶ **In the July issue, now out, the following conveys some conception of the splendid things in store for the reader.**

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The Message of the Flour Barrel.
The Advantages of Branch Banks.
Some Settlers Canada Can Do Without.
What Profit-Sharing Has Done.
The German in Canada.
Courtesy as an Element in Business.

ENTERTAINING SHORT STORIES

A Marriage by Capture.
Just Escaped and No More.
The Way of Musette.
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Training Boys for Colonial Life.
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How His Dream Was Realized.
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Stand for Something.

SCIENCE AND INVENTION

What Will the World do When the Coal is Gone?
The Waste of Daylight.

Ask for Busy Man's, "the Magazine with the red cover."

¶ **On Sale at all news - stands.**

20c. a copy

$2.00 per year

The Busy Man's Magazine

10 Front Street East,
TORONTO, ONT.

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Some Delights of Camping Out.
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The Girl That is Down.
Why Some Men Become Bosses.
As the Working Girl Sees It.
Have Women Less Conscience Than Men?

TRAVEL AND DESCRIPTION

Irrigation in the World's Pantry.
The Greatness of Our Common Heritage.
In the Babys' Ward of the Hospital.
The Biggest News Scoop in Canada.

OTHER BRIGHT FEATURES

Some Fashions for Busy Men.
Contents of the July Magazines.
Improvements in Office Devices.
Some Rather Unusual Events.
Humor in the Magazines.
Busy Man's Book Shelf.
Some Men Who Are in the Public Eye.

CARPET TACKS

are such a common every-day necessity that we cannot say a great deal about them.

We want to tell you, though, that our famous **5c. Bank Package** is one of the greatest selling novelties on the market.

People must have tacks, and they will buy them in this attractive package in preference to other form.

ORDER A CASE FROM

THE BAZIN MFG CO.

94 ARACO ST.

QUEBEC, - QUE.

Are You in the 2 in 1 Class?

When you handle 2 in 1 people know for sure that you handle first-class goods. Because people **know** that

2 in 1

is the really up-to-date and satisfactory

SHOE POLISH

The F. F. Dalley Co., Ltd.

Hamilton, Canada, Buffalo, N.Y., U.S.A.

We desire to inform the trade that we have just been appointed agents for a famous French house turning out

CASTILE SOAP 72 Per Cent. BEST

We can quote you lowest prices for direct importation, or ex-warehouse if you desire.

Write us.

SAVONS FRANCAIS

C. Pagnuelo, Manager

Factory: 1653 Notre Dame St. East MONTREAL Offices: 235 Coristine Building

Joint Deposit Accounts

are a special convenience arranged for customers of THE METROPOLITAN BANK. Money can be deposited or withdrawn by husband or wife. Particularly valuable for farmers and town residents.

Money Orders and Drafts sold at lowest rates.
Farmer's Sale Notes collected and advances made thereon.
SAVINGS DEPARTMENT—$1.00 or more opens an account, interest allowed from date of deposit, and compounded FOUR times a year.
You may deposit or withdraw money by mail.

The Metropolitan Bank

Capital Paid Up: $1,000,000
Reserve Fund and Undivided Profits: $1,241,532.26

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
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THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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CAPITAL - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

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Canned

Fruits and Vegetables

Our Triangle Brand will be packed by the Canadian Canners, this means the finest selection and preparation that is possible.

There are many private brands on the market, it will be well to enquire by whom they are packed.

Every tin of Triangle goods guaranteed.

Prices and terms later, wait for them.

James Turner & Co., Limited

Hamilton, Ontario

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The Relations of Canner and Jobber

Address by President of National Canners Association of United States at Recent Convention of United States Wholesale Grocers—Bears on Similar Conditions in Canada.

Among the many points of interest at the recent convention of the National Wholesale Grocers' Association at Atlantic City, referred to at length in these columns last week, perhaps none was of more import than the address by C. S. Crary, president of the National Canners' Association, on "The Relations of the Canner and Jobber and ways in which they can Co-operate to Mutual Advantage."

While neither the canners nor the jobbers are so comprehensively organized as in the United States, conditions here are to a large extent similar to those in existence across the line, and Mr. Crary's address should, accordingly, be of interest to the Canadian trade generally. It is given substantially herewith.

Relations Closely Identified.

"The relations of the canned goods packing industry to the wholesale grocery trade is so close and the interests of the two organizations are so closely identified that a member of either cannot well trust himself to speak in criticism of the other, but would better confine himself to those points of general interest to both.

"It was a good many years before the rivalry in the canning business would permit of a national organization, covering as it does practically all of the fruit and vegetable packers from Maine to California. And it is only of very recent years that the wholesale grocers seemed to find sufficient ground for the bringing about of the splendid organization you have now effected.

"The desire for closer communion between the National Canners' and the National Wholesale Grocers' Associations and to insure as nearly as possible a complete affiliation working for the common interests of both has produced your invitation to me to be with you. The tendency is to a closer relationship in all lines of business, and the jobber and packer should, in no sense, be competitors. Yours is the logical organization which the packer seeks as the natural channel through which to accomplish the distribution of his products, and the packer can better afford to pay you a reasonable profit for this distribution than to attempt it himself. Organization is for the benefit and protection of the individual, and this is true in business as well as in social work. Society and business associations are socialistic in their purposes, and are not organized for individual profit.

Limits Jobbers to Distribution.

"The wholesale grocer has elected to be the important middleman in the distribution of food products between the manufacturer and the consumer. He has constituted himself as the logical clearing house for the packers' products, and the packer, recognizing the benefits of the jobbers' well organized system of distribution, will avail himself of it just so long as the toll charged is a reasonable one, and just so long as the jobber confines himself to the business of distribution and does not enter the field as a competitor of the packer. When a packer has seen his own trade on a given brand of goods dwindle from year to year, finally to be displaced entirely by the jobbers' brand, the reputation of which has been built up by the assurance that it is 'just as good,' he at last awakens to the fact that he should confine his efforts exclusively either to his own brands or that of the jobber, and if he decides to handle his own this means a reorganization of the selling end of his business and the establishment of his own plan for distribution.

"A close relationship between the individual packer and jobber exists only by virtue of their co-operation in the distribution of the packer's brands. Take away that relationship and the packer has lost the incentive for enthusiasm and painstaking effort. When a man identifies himself with any business, if that business is to get the best there is in him, he enters upon it as a life business, and to make it amount to anything must build for himself.

Assurance Better Than Contracts.

"The personality of the seller and his known disposition to meet his contracts fairly are in reality more vital to you than the contract itself. The contract committee from your association which did us a visit in Cincinnati last February was, doubtless, disappointed, because there was not shown a keener disposition on the part of the canners to agree with them on a uniform contract.

"There seemed to be a feeling prevalent among the canners that the matter of contracts was largely a personal one, and for that reason that it would be quite impossible to get together on important points.

"The selling of goods by a packer under his own label and the buying of goods by a jobber unlabeled are two entirely separate and distinct propositions.

"No particular form or contract could be established as a hard and fast rule.

"The packer who puts out a line of fancy goods under his own brand always knows that the quantity of high grade stock he is to harvest is uncertain, and there should certainly be no criticism on the part of the distributor if he cares to handle the packer's goods at all, in taking them on a pro rata contract.

"The question of the lack of good faith in making deliveries under pro rata contracts on packers' brands does not arise as it would if the goods were bought unlabelled, because the buyer knows that the packer will strain every point to the care of his own trade name.

"Now, the jobber wishes to buy goods for his label and naturally he is the one to take the initiative in the transaction. He wants a given quantity of goods, and it is just as much out of reason for the packer to attempt to change this buyer's specifications as to his requirements as it is for the jobber to attempt to dictate to the packer how and under what form of contract he should sell his goods.

"If seller is willing to contract for the delivery of 10,000 cases of standard goods on a contract with 80 per cent. delivery guaranteed, then instead, let the contract be placed for 8,000 cases with a guarantee of full delivery, and make a closed contract of it.

An Easy Way to Consumer.

"We are all seeking, or should seek, the simplest methods of getting from the garden and field to the consumer, and in doing this we are prone to work along lines of elimination that always eliminate the other fellow, always feeling sure of the necessity and usefulness of our own commercial existence.

"While the practice od dealing in futures is being assailed, there will be those who condemn it, but a very large percentage of the business of the country will continue to be done by those who plan for to-morrow and next week and next year, and in doing it they will continue to make and keep their future contracts as usual.

"The strongest reason for organization in the canning industry is that it enables us to work out plans along lines of development, which are always looking to an increased consumption of canned goods.

"Quality itself is the best advertisement and recommendation to the consumer for a repetition of his order. There is no better way in which the wholesale grocer can help this matter along than by continually insisting upon a good quality of product, and the packer, who stands for quality should not be held to compete with those of questioned ability to produce good quality.

Advance Step in Economics.

"The packing of canned goods is an advanced step in economics and brings to the people the advantage of an excellent preservation of fresh goods in all seasons.

"By this method we are enabled to provide ourselves in seasons of plenty against those of insufficient supply that are almost sure to follow.

"The public has been prejudiced in the past by attacks from self-styled food experts, and a few years ago the industry was held up to such scathing criticism, as the result of wholesale condemnation, growing out of altogether insufficient investigation of the general practices of the industry, that besides a monetary loss of millions of dollars, the admission of a man that he was really engaged in the canning business carried with it the accusation of being an undesirable citizen.

"If this test by fire was necessary in order to finally bring about the National Pure Food law, then it was worth the price, and the honest packer may congratulate himself that through it all he has had one staunch and intelligent defender, Dr. H. W. Wiley, of Washington.

A Fixed Grade of Quality.

"It has been suggested that it might be possible to establish a fixed grade of quality, but after all, the production of quality is much like the contract question, and is one in which the personality of the packer enters largely. The wholesale grocer has established his relations and business with a certain packer whom he feels can produce and deliver products of a very satisfactory quality, and while he buys from that packer various quantities of so-called standard goods there are neither rulings nor specifications by which these standards are established.

"It might be well to establish joint committees on standards. To accomplish this let there be three committees, each consisting of three members, one taken from each of the associations of wholesale grocers, canners and brokers, with the headquarters of one committee in New York to pass on eastern standards, one in Baltimore to pass on Baltimore and Maryland standards, and one in Chicago to pass on western standards. Any matters arising in controversy or where arbitration as to quality is required, could be passed up to the particular committee qualified to pass upon the goods and in this way many differences involving serious loss might be amicably and justly settled.

Matters of Mutual Interest.

"There are a great many matters which might be worked out to a better solution in ways that would be of great benefit to both packers and wholesale grocers. A close working arrangement between the transportation committees of the two associations might be particularly advantageous at this time when the country is threatened with an advance in freight rates and classification changes that will involve additional burdens to all lines of business. We, as canners, assure you of our deep concern for all matters that affect your organization as a whole and of our particular concern, and esteem for the co-operative work you extend to us in the distribution of our own brand of goods."

WEDDING BELLS IN THE TRADE.

W. A. Ford, of the office staff of the James Lumbers Co., Toronto, was married on Tuesday, June 16, to Miss Louella May Isaac, daughter of Mr. and Mrs. J. Isaac, of Pearson Avenue, Toronto.

The ceremony was performed by Rev. Dr. Hincks, pastor of the Dunn Avenue Methodist Church, in a bower of greenery and smilax.

A small reception was held after the ceremony by Mrs. Isaac, and later in the afternoon Mr. and Mrs. Ford left to spend their honeymoon in the Thousand Islands. They will live afterwards on Callender Street, Toronto.

Frank Crysdale, only son of Ald. Crysdale, of C. H. Crysdale & Son, retail grocers, Oshawa, was married on the 10th inst. at Fingal, Ont., to Miss Waters, of St. Thomas. The newly-made benedict was a few years ago taken into partnership with his father, and it is only proper that he should take unto himself a life partner.

The Canadian Grocer extends its best wishes to these newly-married couples.

PROVINCIAL ASSOCIATION FOR B.C.

Retail Grocers of the Coast Form Central Organization—Aims to Protect Trade Interests and Prove of General Benefit. . . . .

An important step was taken by representatives of the retail grocers of the coast on Monday, June 8th, when a Provincial Retail Grocers' Association was organized with the idea of promoting trade interests and of benefitting the members generally. The meeting was held in Vancouver, and representatives were present from Victoria, Nanaimo and New Westminster, as well as Vancouver. S. J. Heald, T. Redding, E. B. Jones, E. J. Hall, H. O. Kiergkam, Fred Carne and Thomas S. Futcher, came over from Victoria; W. H. Morton and James Young, from Nanaimo, and C. P. Dean, from New Westminster. From Vancouver there were W. J. Andrews, W. H. Walsh, T. J. Hunter, F. Wright, George Hobson, L. McTaggart, E. Pooke, F. W. Welch, W. Clark, Mr. White and W. J. Hunter, Secretary of the Vancouver Association.

Officers were elected as follows: President, Fred. Carne, Victoria; First Vice-President, F. W. Welch, Vancouver; Second Vice-President, George Adams, New Westminster; Third Vice-President, James Young, Nanaimo; Secretary-Treasurer, T. J. Hunter, Vancouver; Directors, T. Redding and E. J. Wall, Victoria; W. H. Walsh, and E. Pooke, Vancouver, and C. P. Dean, New Westminster. In speaking of the organization, Mr. Hunter stated that the association was formed to foster and maintain a permanent social feeling among the retail grocers of the Province; to obliterate district differences and inspire confidence among the members of the trade; to correct excessive and unmercantile competition; to remove by concert of action such evils and customs as are against sound business principles and good policy, whether it be the cutting of prices, selling of the wholesale houses at retail, improper house to house peddling, the distribution and consumption of adulterated and unwholesome goods, the use of fictitious labels, the use of dishonest weights and measures, or whatsoever the evil may be; to disseminate useful information; to watch and influence legislation towards the better protection of capital; to assist members in collecting delinquent accounts; to encourage the observance of Sabbath and all legal holidays; and to attain the results which experience has proved are not attainable through individual or divided effort.

The new organization will be known as the British Columbia Retail Grocers' Association, and should do a valuable work in raising the standard of the retail trade in the Province.

CHANGES IN TRAVELING STAFF.

As a result of the death of the late W. C. Adams, of the traveling staff of Davidson-Hay, Toronto, several changes in the traveling staff have been made during the last week. Wm. Anderson, who has been doing good work in Eastern Ontario, takes part of Mr. Adams' old territory, including the Parry Sound district and the north shore up to Sudbury. L. Chapman will cover all the Soo branch and the main line west of Sudbury. E. J. Peters, who was formerly with the firm, returns again and will cover Mr. Anderson's territory in Eastern Ontario.

GUILD MEETING IN PROGRESS.

Large Attendance and Interesting Sessions in Historic City.

The annual meeting of the Dominion Wholesale Grocers' Guild, which is being held in Quebec on Wednesday and Thursday of this week, promises to be one of the most successful gatherings the wholesale trade in Canada has ever enjoyed. The attendance is large, the trade in all sections of Canada being represented, and as many of the representatives have their ladies with them, a social as well as a business aspect is given the gathering. Those in attendance, too, are enjoying the natural beauties and historical atmosphere of Canada's old fortress city.

A comprehensive account of the proceedings of the meeting will appear in these pages next week.

WILL REMEDY TRADE ABUSES.

Bill to Amend Inspection and Sale Act Passes House.

The frauds which have been perpetrated in different parts of Canada in contravention of the Fruit Marks Act, particularly during the last season, bid fair to be dealt with more stringently under Hon. Sydney Fisher's bill to amend the Inspection and Sale Act, which came up in the House of Commons on Monday.

The amendment provides, among other things, for more severe penalties for infractions of the fruit marks act, and also in respect to the adulteration of cheese.

Several members suggested that the penalties for violation of the fruit marks act were too severe.

Mr. Fisher said that he was prepared to reduce the penalties so that for a first offense the penalty would not exceed $25 nor be less than $10; for a second offense, not more than $50 nor less than $25, and for a third offense, not exceeding $200 nor less than $50. With these alterations the bill was reported and passed.

"Men Who Sell Things"

How One Traveler Made a Success on a Rush Trip—Sheldon's Method of Esti mating an Employe's Value — The Wheelbarrow Sa lesman and His Two Handles—Enthusiasm an Important Factor.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publi hing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER V.—(Continued.)

Not content with leaning on the broken reed of their own procrastinating methods while others all around them are getting away from them a large share of business easily within their grasp, they try to argue away the chief point adhered to by their more progressive brethren in the face for sales—namely, that "a bird in the hand is worth two in the bush."

Again I must ask the reader's forgiveness in relating a personal experience which seems to fit in right here, and am willing to bear criticism on that point, if my little book prove a help to some in bringing their attention to the necessity of increased energy in the daily routine of their efforts at winning success. My sole purpose in relating this incident is to point out the reason why, in a certain class of salesmen, the negative qualities are outweighed by the positive. In any event, the reader will agree with me that our sins of omission, as well as those of commission, are traceable to our weaknesses, and also that a cure can be effected only through the development of strong qualities.

Our firm had experienced considerable difficulty in drawing business from the West and Northwest through Chicago to the smaller Eastern market in which our house was located. At different times we had employed two or three salesmen in that section without success. On looking the situation over, we concluded that it was necessary for a member of the firm to go out there and do a little missionary work. Having traveled there at an earlier period, I volunteered to make the trip.

A Flying Trip's Incidents.

The time to make an advance trip with fall goods being at hand, I immediately mapped up a flyer for ten days, at the end of which I was to meet our buyers in New York. There was no time to lose and keep the Eastern engagement, so I laid out the trip to make close connections.

The first town on the list was Oshkosh, Wisconsin. I arrived there at 4.30 on a hot June afternoon, and planned to get through and leave, if possible, on the 9.30 train the same night.

The sample-rooms were all taken at the Atherton Hotel, and I had to open my trunks in the billiard room, which was used for that purpose when the place was crowded. I made no attempt at a regular display, but simply arranged the trays to be gotten at handily.

Rushing out of a side entrance to make my first call, I ran into Oley, the Swedish porter, who stopped me long enough to say that two rival salesmen from Chicago had been there all day long winding up their summer business. Noticing my arrival and seeing me unpacking fall goods Oley explained that they had said to him, "He'll have a fine time trying to sell winter goods with the thermometer 93 degrees in the shade. We have a small line of advance goods along with our summer stuff, but haven't tried to do any business. Why! You can't even interest the trade in stuff for present use, to say nothing of goods they'll not need for three months to come. He might as well close up and move on. We've been around sounding the trade, and that's the verdict."

"Give them my regards, Oley," I said. "Perhaps they are right, but I'm going to make a stab at it, anyway. Maybe things are not so bad as they predict."

It was a walk of but two blocks to my first customer's store. A few pleasant greetings over, I explained that I was a little pressed for time, and followed up the remark with an earnest appeal for an immediate engagement.

Possibly the urgency of the whole thing impressed them; at any rate, they were over in my room at 5.30. Being quick buyers, they selected a bill amounting to three hundred and fifty dollars by 6.30.

Snatching a mouthful of supper, I hurried back to the sample-room and selected a few samples of the best selling numbers. These I quickly packed into telescopes and boarded a car for the South Side, across the river. The merchant I wanted to see kept open nights, and I was fortunate in finding him in.

Apologizing for troubling him at that late hour, I began unstrapping my cases, keeping up a running fire of selling talk in the meanwhile. He protested that he didn't want to buy so far in advance of the season. Perhaps if I had had as much time on my hands as my Chicago rivals I would have listened to him, but I kept right on, ignoring his protests as tactfully as possible, and finally caught his eye with an unusually attractive value in the velvet line.

He called a clerk, and together they took a few samples and retired to the rear of the store to compare them. They talked them over so long that I began to get nervous. It was eight o'clock. But an hour and half remained in which to return to the hotel, pack up, and catch the train. I was going to interrupt them, when they started toward me, talking earnestly and nodding their heads.

Something in the manner of the dealer told me that the deal was off. Sure enough. Handing back my samples, he said: "You've got some good values; in fact, I don't mind telling you they are a shade better than the samples sent me by the other houses. I will probably send you an order later on, but I don't want to place it now."

Closing the Sale.

It took me less time to tell him than to write it that I wasn't trying to sell him a cat in a bag; that his own judgment confirmed the quality of my goods, that I had confidence in him, and hoped he had confidence in me; that nothing could be gained by either of us by delay; if he wanted my goods it would be necessary to book his order right there, as I would not guarantee the prices for forty-eight hours.

That brought him around. When I said good-bye, the perspiration was running down my back but I had his order for four hundred and fifty dollars safely tucked away in my inside pocket. That made eight hundred dollars for a few hours' work. It was reassuring, to say the least, when I thought of my two Job's comforters back in the hotel wishing me all kinds of good luck.

I made the train by the small margin of a hair; it was pulling in at the depot when I arrived. There was no time to check baggage. Quickly I ordered the drayman to back right up to the baggage car and dump my trunks in without being checked. The station agent was one of the sort that every traveling salesman carries around a club for. He started right in to veto proceedings, but he was a minute late. The conductor shouted, "All aboard!" I threw a half-dollar to the driver, telling him to hurry and drive off. The train pulled out, and I swung onto the rear platform. I stood there and waved my adieu to the enraged agent, but it was lost in the shuffle, for he was blessing the drayman in three languages.

The conductor let me into the baggage car. Handing the baggageman a cigar, I remarked pleasantly: "I had to break the rules this time, brother. Will you please check these trunks to Green Bay?"

Don't Beat About the Bush.

That was rushing things too much for comfort, but I really believe that some salesmen lose business by having so much time on their hands that they don't know what to do with it. Either they do not make the effort, or they talk their customers all around Robin Hood's barn, until patience ceases to be a virture; the merchants give the orders to the man who attends to his business and then gets away as soon as he can.

Mind you, I haven't said, "Do as I have done, and you will succeed." Not at all; but rather, I have hinted that you should learn by mistakes how to avoid them.

Suppose that with a house of one hundred salesmen we have fifteen that are full of faith in their house and their work, and eighty-five that stand out careless and indifferent. What can such a house do? Only fifteen are able to fight, and there are eighty-five fussy, feeble men to look after! Don't you see why that house can make no inroads on the trade of its competitors? Don't you see why it is that you haven't headed the sales list in your establishme t since you first picked up your grip sack?

My plan is to take a common-sense view of the facts. I like to deal with facts. You can't get around a fact. Theories you can brush out of the way, but when you come to a fact you cannot dig under it, and you cannot jump over it; you have to meet it.

Estimating an Employe's Value.

A. F. Sheldon, founder of the Sheldon School of Scientific Salesmanship, asked the general manager of the largest institution of its kind in the world the question, "How do you measure the value of an employe?"

The answer was, "By the degree of supervision which he requires. The less supervision he needs, no matter what he is doing, the more valuable he becomes."

His next question was, "What is the cause of the need of supervision?"

Again the answer promptly came, "All supervision is caused by two classes of sins; first, sins of omission; second, sins of commission. If the employe in any capacity did not omit to do a thing which he should do, and in doing it committed no errors, then he would need no supervision, and his value would be at the highest."

The manner in which James Keeley, managing editor of The Chicago Tribune, with the assistance of Harry Olsen, effected the capture of Paul O. Stensland, the Chicago bank-wrecker, in Tangier, Morocco, in 1906, exemplifies the sort of enterprise that does things.

Enterprise That Does Things.

It is an admirable lesson in pluck and energy that might well be followed by the class of salesmen who mean well enough, but only partially succeed through puttering around. Intelligent application to instant opportunity is necessary in performing such work. While the detectives were theorizing, the Tribune was working. The information received was indefinite, but investigation proved its probable accuracy, and led Messrs. Keeley and Olsen in tracking Stensland to Tangier, and there arresting him.

Speaking of the incident, the leading daily of another city said:

> "The arrest of Paul O. Stensland is an indication of what the press can do, and also what the Chicago police cannot do. The Chicago Tribune has found the man for whom twenty-two thousand depositors of the Milwaukee Avenue State Bank were looking, and for whom the united police force of the world was supposed to be looking, while the sensational press was 'discovering, him in every nook and corner of the world in various disguises.
>
> "The Tribune was the first to receive something in the nature of a clue to the whereabouts of the missing banker. But the clue was slight, and would have been worthless had it not been followed up with discretion, with patience and a study of the subject of the pursuit and what a fleeing criminal would be likely to do under the circumstances in which Stensland had placed himself. A study of the conditions of the various countries in which he might seek refuge was also to be made. It required that knowledge of human nature that after a time becomes a second nature to the trained reporter.
>
> The Tribune in its pursuit of the criminal did not avail itself of the services of a detective. The trained detectives were looking in an altogether different direction for the fleeing banker. It is not too much to say that had it not been for the Chicago Tribune, in all probability the fraudulent banker would never have been discovered, and might have lived in ease on his ill-gotten gains—money of which he had robbed the poor who had confidence in him."

When Mr. Keeley finally cabled the Tribune that the actual arrest had taken place, the question of getting the prisoner safely back to the United States was attended with all manner of international complications. It was finally decided to send a stenographer from the office of the State's Attorney to Washington to confer with the State Department in an effort to secure the aid of the United States Government for a proper and immediate transfer. His mission was attended with the usual amount of red tape "necessary" to such procedure, causing dangerous delay.

At this interesting juncture the Washington correspondent of the Tribune, Mr. Raymond, comprehending the necessity for vigorous action, entirely without regard to the traditions of international relations, took matters in his own hands and called upon President Roosevelt at his summer home at Oyster Bay. A brief interview was all that was necessary to show him that the President appreciated the urgency of the case, and that he was in hearty sympathy with the victims of the wrecked bank.

With characteristic independence, Mr. Roosevelt did not hesitate to overturn the traditions of musty international law, declaring that he would go to any extent necessary to secure the return and subsequent punishment of the bank-wrecker who had stolen millions, and who was denounced as "one of the most obnoxious types of criminals." The interview finished, without a moment's hesitation the President sent a telegram to the Hon. Robert Bacon, Acting Secretary of State at Washington, instructing him concerning the case, stating that it was his desire to appoint James Keeley and Harry Olsen as official representatives to take Stensland in custody.

Stensland arrived in Chicago in due time in charge of his captors, and was duly prosecuted according to law.

The Fussy newspaper man, like the Fussy Salesman, makes a good stroke now and then, when fortune favors him, but in most cases he fools away his best opportunities of doing something worth while. The sort of enterprise exhibited by Keeley and Raymond in behalf of their paper is the kind that will enable the salesman to win big scoops of business for his house.

(To be Continued.)

WAS OLD TORONTO WHOLESALER

Daniel McIntosh Died Suddenly in Church on Sunday.

While sitting in his pew in Chalmer's Presbyterian Church, Toronto, on Sunday morning, June 14, Daniel McIntosh, one of the elders of the church, suddenly fell over dead. He had walked to church from his home at 135 Beatrice St. and was only in his seat a few minutes when the end came.

Mr. McIntosh was some twenty-five years ago a member of Hill, McIntosh & Innes who conducted a wholesale grocery business for some time on Front St. He was born in Nairn, Scotland, seventy-seven years ago and came to Canada in 1852. A family of nine daughters and sons survive.

EXTRA STEAM BEHIND.

When a heavy train approaches a particularly stiff grade, an additional engine pushing on behind is a great help. The business of a traveling salesman is usually "up-grade" all the time. Anything that will help him keep his old customers and land new accounts is like an additional force pushing on behind. If your house is an advertiser in a trade newspaper it acts as an extra force helping you "up-grade."

Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

St. John Quotes a Drop on Ontario Flour—Halifax is Getting an Abundance of Fruit—New Ideas From Montreal.

MONTREAL.

June 15.—Business has been very good during the past week, especially with the larger dealers. The warm weather has stimulated trade pretty generally. Some of the smaller grocers have experienced a slight falling off from last week, but altogether there is not much cause for complaint.

The Co-operative Grocery Co., whom it was reported had bought the stock of Kingsley Harrison in our last issue, intend to open another store in the near future. A. Girard, Jr., the proprietor of the Co-operative Grocery Co., states that there will be a chain of these stores established throughout the city.

In a local store with an exceptionally bright interior may be seen fly netting put to good use. The entire expanse of shelves are covered with this material, and in this way the stock is kept much cleaner than it would otherwise be.

A query regarding the accessibility of goods elicited the response that the clerks did not find it awkward to get at the stock on the shelves.

G. H. Munroe, of Munroe Bros., is now confining his attention to his principal store at the corner of Mountain and St. Antoine Sts., having disposed of his uptown branch.

Walter Paul, who is attending the General Assembly of the Presbyterian Church in Winnipeg, intends to return via Chicago, and will visit other American cities on his way home.

Sometimes grocers, and in fact all people, are said to be irritable, and are accused of all sorts of disagreeable propensities if they try to keep those in their employ in the right path by giving them good advice, and pointing out their deficiencies. There is a certain grocer in this city who is exceptionally well informed regarding the source of all the commodities which he offers for sale in his store. This man discoursed very volubly on the difficulty which he had in making his clerks take an interest in the business sufficiently to learn the origin of the products which they were handling. Now, perhaps this grocer in question might have been an extremist, but the fact remains that an infinitely greater pleasure can be taken out of the everyday things of life if we know something about their origin. For instance, two baskets of onions may sit side by side at a grocer's door. One basket was raised, perhaps, in our own country, and yet it is being run closely by a product which has found its way from the broad fields of ancient Egypt.

This is only a sample of the many interesting things which may be learned about the products which daily come under the notice of the clerk.

The latest addition to the grocer's comfort, and it is claimed a money maker for him also is a "Remembrancer." This machine is expected to supply what the human memory cannot. Very frequently you may witness a grocer reciting to a customer the various things which he thinks he or she might have forgotten, but even the grocer, familiar as he may be with his stock, will omit the very article which the customer most desires, and which he or she has forgotten. Now, all that the customer has to do is to stand before a machine, which does not look unlike a cash register, and then in rapid succession, on a strip of paper, there passes before the vision all of the products kept in stock by the grocer. Between the subdivisions of the stock into their various groups, advertising notes are seen, printed in red. This machine, it is claimed, pays for itself in a very short time by the extra sales it brings.

R. J. Kyle, of Kyle & Stevenson, grocers, corner Waverly St. and Esplanade Ave., who was drowned in the Laurentian Baths Wednesday night, was buried on Friday afternoon.

There is a back store in a certain grocery in the city which is a model of order. Among the admirable methods employed by this grocer is one worthy of special mention. Frequently when canned goods come in they are stored away, one box on top of the other, and then when one box is wanted the whole stock has to be shifted to get at the right one. This difficulty is very nicely gotten over in the manner adopted by the grocer in question, who has piled the boxes in such a way that a particular box can be located in a minute and the top removed without disturbing any of the other boxes. This is accomplished by piling the boxes on their sides with the tops exposed at the front in a vertical position. In this way any box can be selected and the cover removed easily, as it is the free side of the box which makes the face of the pile. The sides of the box, so to speak, are opposed to the sides of the other boxes in the same way as a brick in a wall would appear if the largest side were exposed. It was explained that this led to the shelves in the store proper being kept in good condition and full, because the stock in the back store was more easily accessible.

E. W. Kingston, Australian agent for Cailler's Swiss Milk Chocolate, was in town last week, calling on W. H. Dunn, the Canadian agent for Cailler's.

SOME PERTINENT QUESTIONS.

Our Guelph correspondent sends in this week the list of questions which appears below and suggests that they be discussed by correspondents and readers of The Grocer. The idea is a good one and we will be glad to hear from grocers and clerks generally in regard to the matters suggested. A thorough discussion of any of these matters will undoubtedly lead to steps being taken which will be of benefit to the trade :

1. How many hours a week should a grocer or his clerk work ?
2. Should a clerk have any holidays ? If so, why ?
3. Should clerks be paid by the hours they serve or by the amount of their sales, or how ?
4. Should every clerk know the cost mark ? If not, why not ?
5. Should all goods be marked in plain figures ?
6. What should consist or be estimated as a good day's sales for a clerk ?

ST. JOHN.

June 15.—Ontario flour declined 20 cents a barrel last week. Cheese is also a little lower and the dealers are now being supplied by the local factories. Business continues quiet, which is probably due to a large extent to the farmers being busy seeding. The outlook for a good crop this year is excellent.

The delegates from the N.B. Grocers' Guild to the meeting of the Dominion Grocers' Guild at Quebec, will leave tomorrow. W. C. Cross, of Hall & Fairweather, will go in place of Geo. E. Barbour. Mr. Cross is on the programme for an address.

Keith & Plummer, general storekeepers, and Franklin Clark, of Hartland, are clearing away the ground preparatory to the erection of large brick buildings, that of the former to be 60x80 feet, that of Mr. Clark to be 30x60 feet. The buildings will form a solid brick block two storeys high, with a concrete basement.

A rather cool game was worked in D. J. Purdy's grocery, Main Street, on Wednesday last when as the result of a telephone message a stranger was enabled to procure some $10 or $12 worth of goods. The message was to the effect that a young man would call at the store for some supplies for a schooner then in port. The man called, got the goods and took them with him, telling the clerk to charge them to the owners of the vessel. A few hours later the man was arrested while trying to dispose of his booty.

Arthur Carlyle, who acted as collector of the Merchants' Protective Association, with an office in Horsfield Street, is reported missing, and a number of merchants who had entrusted accounts to him are anxious for his return. It is said he has gone to New York. No formal charge has been laid against him.

A joint delegation from the common council and board of trade left last week for Ottawa to confer with Hon. Wm.

Pugsley and other members of the Government as to the future development of harbor facilities here.

F. R. Doerhen, a resident of Barbadoes, was in the city last week trying to interest merchants in promoting trade between this port and the West Indies. He said the West Indies are trading altogether too much with the United States. They should be able to buy more advantageously in Canada. Mr. Doerhen left on Thursday for Halifax.

HALIFAX.

June 13.—The market is well stocked with fruit and green truck and trade is quite brisk in all lines. The quantity of fruit imported and consumed here is greater than ever before, and is increasing all the time. Bananas are quoted at $2.50 to $3, pines at $2 per dozen, peaches at $3.50 per crate and cherries at $2.50 per box. American tomatoes are selling at $1.75 per crate of four baskets, cukes at 7 cents each, watermelons at 75 cents each, cabbage per crate at $1.75 and strawberries at 20 cents per box. Jobbers say that business is good all round and that collections are improving.

There has been a heavy decrease in the price of Bermuda onions this week. Boxes containing 45 pounds were sold for $1 each, a drop of nearly $1. The season for them is about over and as the stocks on hand were quite heavy a cut in the price was necessary.

Large stocks of potatoes are still held here, and are quoted at $1.50 per three-bushel bag. Potatoes kept remarkably well during the past winter, and the stocks now on hand are in first-class condition. Parsnips are about done and carrots are becoming scarce.

The price of butter is holding quite firm, notwithstanding the heavy receipts. Small tubs and rolls of dairy butter are coming in in good supply, and the demand for choice stock is about the average for the season. The jobbers complain that the farmers are expecting too much for their butter. They say that the prices asked here are far in advance of those quoted elsewhere. Eggs are in good supply with a fair demand, the price holding firm at eighteen cents.

News From the Coast

Cash System Coming in Vancouver and Saskatoon—Edmonton Trying to Secure Better Freight Rates.

VANCOUVER.

June 13.—Mexican tomatoes are on the market here for the first time, being an outcome of the trade now being established between British Columbia and Mexico. The vegetable is of fine quality, of good shape and size, with a remarkably smooth skin. They seem rather better than the local varieties in both shape and all-round quality, and also in price, being a cent or two cheaper. They job at about 19c when figured down to actual weight per crate, as against about 21c for the hothouse locals.

Richard Hall, of Point Comfort, Mayne Island, midway between Vancouver and Victoria, in the Gulf of Georgia, is the pioneer of the tomato-raising industry in that part of the province. He has two large glass houses erected, each 130 feet long, and expects in a couple of weeks to take off his first crop. Other farmers on the island have followed Mr. Hall's example, but are planting in the open air. The market is a good one close at hand, and the venture should be profitable. The seed was obtained by Mr. Hall from Jersey, England.

Warm weather has started in with a rush this week, and strawberries and other small fruit which require the heat for ripening, are coming along rapidly. Although the season is late, the berries will come along in the natural order of sequence, though with continued heat, the season may be somewhat shortened.

The only adverse report obtained from farmers in the lower part of the Fraser river delta is regarding the potato crop. This will suffer as a result of the large amount of rain which fell in some sections last month. The seed rotted, and there are instances of where a second planting was put in. The acreage devoted to potatoes in the delta this year is the largest yet, but this extra extent will be about offset by the delay to growth. Cherries will be a large crop, in fact everything has set well, with the exception, perhaps, of prunes, which does not promise to be heavy.

E. W. Leeson, wholesaler, of this city, has returned from Prince Rupert, where he went to look for a business opening. If facilities can be acquired there that will permit the handling of fruit and produce, he will open a branch, but it is doubtful if he can secure what he needs. There is only one wharf there, and under present conditions it is not likely that any part of it will be leased by the G.T.P., for the company will need it for its own business.

The cash system of doing business, or at least, the curtailment of credit is fast obtaining in the various lines of trade on the coast. Following the action of the merchants, P. Burns & Co. has announced to their customers that all accounts must be paid by the 20th of the month. This firm has a large number of meat shops in towns of British Columbia, and this rule will go into effect in all of them.

The growing of flax, which is to be undertaken by the Lillooet Flax Company will mark a step forward in British Columbia's industries. This company, the manager of which is A. Bauthier, has secured a large tract of bottom land back of Port Haney, thirty miles from Vancouver, and will reclaim it the operations having already commenced. After the flax is ready, it is proposed to manufacture linen, and the various by-products, such as linseed oil, etc. Mr. Bauthier, who is an experienced hand thinks that nowhere are conditions for flax-growing better than here.

Charles Woodward, head of the Woodward departmental stores, left this week on a trip to Europe to make purchases, He will be accompanied to Montreal by his daughters, Mrs. Fisher and Miss Woodward, where the latter will await his return from England.

The Okanagan Flour Mills Co., at Armstrong, which has been in liquidation, last week ratified an agreement whereby the property and assets of the company are sold to Donald Matheson, Donald Graham, Mark Hill, Thos. Clinton and George Parkinson, for the sum of $35,000. The purchasers assume all obligations, and agree to discharge the outstanding liabilities of the company, both before and after liquidation.

On Tuesday evening a destructive fire took place at the factory of the Empress Manufacturing Company. This company manufactures jam, etc., and has a large trade in the west. The fire started in the engine room, between 6.30 and 7 in the evening, and the extract plant was totally destroyed. The coffee and jam plants escaped. The loss is estimated at $50,000 or $60,000 damage, with $30,000 insurance. The company is to be commended on its enterprise, for the next morning work was commenced and it is expected that only a week or ten days will elapse before business is resumed to meet current demand.

The Commercial Travelers' Convention, which was held in Vancouver last week, will mean much to the Canadian West, both from a commercial and social point of view. Fortunately the weather was ideal and every arrangement was carried out. The visiting drummers were able to see what a commercial centre this city is, and were able to appreciate the hearty reception tendered them by the Canadian people. To the local committee all praise is due, for they spared no effort or expense to make the convention a success, and the visit of the outsiders a pleasant one. That they were thoroughly successful is shown by the enthusiastic way in which the whole affair passed off and the generous entertainment accorded will not be lost.

SASKATOON.

June 12.—The state of the grocery business is very satisfactory at present. There is room for improvement, however, in cutting down goods given on time as payments are slow, but the tendency is towards a cash trade all the time. Two or three of the leading grocers in town who run departmental stores, have schemes on foot by which they give each customer a coupon for each dollar's worth of goods purchased. At a certain time drawings will be held and prizes awarded to the lucky coupon holders. This induces many to pay cash who would otherwise not.

Saskatoon is to have a wholesale distributing warehouse all to itself in a few months' time. Last year the A. Macdonald Co., of Winnipeg, opened a branch warehouse here, and the business handled by it has so increased that the company has decided to erect a large brick and stone building which will meet the needs of the trade for some time to come. A.

Macdonald, president of the company, was in town a few days ago, and purchased a site for the building on First Avenue.

Farmers are now well pleased at the prospects for a bumper crop this year. The rain of the last few days has produced a rapid growth throughout this district. Last year's wheat is being disposed of as rapidly as circumstances will allow, as the market is dropping all the time. The Saskatoon Milling Co. report an average delivery each day.

Freeman & Co. have sold out their grocery business on Twentieth Street, and have gone to Keppel, Sask., where they intend carrying on a similar trade. H. S. Hughes has also disposed of his business.

EDMONTON.

June 15.—W. B. Lanigan, general freight agent for the C.P.R. Western lines, while in the city last week, met a number of the members of the wholesale section of the Board of Trade to discuss with them the question of a reduction in the freight rates prevailing on freight below 100 pounds going out of Edmonton on the C.P.R. Up to the present time this rate has been higher than a freight slightly over 100 pounds. This worked a hardship both on the Edmonton manufacturer or wholesaler and also on the small retailer in the Edmonton district. The Edmonton shippers wished to get the same rate on small freight as on large consignments out of Edmonton. Mr. Lanigan promised to consider the matter and see if something could not be done to improve the freight rates on small shipments.

A factory for the manufacture of candies, aerated waters, vinegar, pickles and sauces may be established in the city this summer by a company of local men if the city council decide to give them reasonable concessions. At the last meeting of the city council J. K. McDonald, on behalf of this company, made application for a site for the factory, and other concessions. He stated that an arrangement whereby the company might lease a site for three years at six per cent., with the option of purchase at the end of that time, would prove satisfactory.

It is expected that the exterior of the new Griffith packing plant will be completed this week, when work on the interior will be pushed with all possible speed. It is understood that several carloads of machinery are now on the way and will reach Edmonton in a few weeks' time. A great many changes have been made in the plans as originally designed, the object of this being to secure a plant of the most modern type possible. It is expected that packing will be begun some time through the fall, probably as early as October.

Interesting Ontario Items

Ottawa is Making Large Preparations for Fall Pure Food Show—Toronto Grocers' Association Planning for Picnic—Strawberries Plentiful Everywhere.

CHATHAM.

June 15.—The rains of Saturday and Sunday meant hundreds, probably thousands, of dollars to strawberry growers in the western peninsula. The outlook for the crop at the opening of the season was excellent, but the continued drought had its inevitable effect upon the vines. Early last week the first home grown berries sold for 20c. a box. On Thursday they were down to 10c. Saturday saw the price, in response to the expected falling off of the crop, rise to 15c. Saturday night brought heavy rain, however, and prices are now down to 10c. again, with a still further fall in prospect. High prices are good for the growers—but not much good when there are no strawberries.

An addition to the Kent Canning works, 1½ storeys high and 40 x 76 feet is to be built shortly.

This week a party of Chathamites leave for the Old Country, among their number being Mr. and Mrs. John McCorvie. They will probably be abroad a month or more.

J. A. Muckle, who has been a member of the staff of the Bradley store here since its inception over a year ago, left to-day for Windsor to accept a position in W. J. Cherney's grocery.

Chatham's second 5, 10, 15-cent store was opened on Saturday. S. H. Knox & Company have followed closely on the heels of Brewster & Co., and keen rivalry is anticipated between the two concerns. The grocery trade is little affected, however.

There was no quorum at the Retail Merchants' meeting last Tuesday evening, the members having apparently failed to recover from the shock of the elections. A special meeting will probably be called in the near future to discuss house numbering, and the city telephone franchise. Merchants strongly realize the assistance which systematic house numbering would mean in the matter of deliveries. The Bell Telephone franchise expires this year, and there is talk of competition from independent lines. The consensus of opinion among retailers is that there is much room for improvement in the local system.

The establishment in this city during the past year of several bottled milk dairies has created a more or less lucrative side line for grocers, particularly those on the side streets. These grocers handle the bottled milk, some of them quite extensively. Many householders do not take ice during the summer months and these prefer to take their milk when they want it from the corner grocer, who keeps it fresh and cool in his refrigerator. Quite a number of customers have left the dairies and are now taking through the grocers. Up till about a year ago milk was usually sold from big cans, but the bottle innovation has proven very popular.

On June 5, the marriage took place at the residence of Mr. and Mrs. Hugh Collins, Raleigh Street, of their eldest daughter, Miss Nettie Collins, to Chas. Gonyou of the Pere Marquette. Miss Collins was formerly a valued member of John McCorvie & Son's grocery staff, and among the many presents were a couple of beautiful oil paintings from that firm.

Mr. Lidden, of Inwood, has purchased Harry Chambers' meat shop, Bothwell.

Peter Mitgis, the peanut vendor, who makes his business home on King St., is the possessor of a new rubber-tired outfit, containing 3 compartments and an engine for roasting.

Ridgetown parties have purchased the hall at Cedar Springs, and intend opening a general store in the near future.

OTTAWA.

One of the busy retail centres in Ontario is Ottawa. Here the grocers have their business on a firm basis and they find time to get a surprising amount of work into their day and yet manage to enjoy themselves after hours. Travelers like to strike Ottawa about as well as any town in Canada, for the grocers there always have a glad hand and a cheery word for the man with the grip. This is not saying that grocers in other towns are not just as cordial—but there are so many good fellows in the Capital that the feeling of good fellowship seems more pronounced.

Just to keep themselves bright, the members of the Ottawa Retail Grocers' Association have undertaken to run a pure food fair in connection with the Central Canada Exhibition, which takes place in September.

That it will be a splendid success is a foregone conclusion. Every man is working for it and their efforts are bound to be crowned with satisfactory results. A splendid, large, newly-completed building at the fair grounds in Lansdowne Park has been placed at their disposal and already more than half the space available has been sold.

The retailers have a good argument to use in talking to possible exhibitors in that the fair always draws thousands of people from all around Ottawa, which swells the attendance at the exhibition wonderfully. Last year fully one hundred thousand people visited Lansdowne Park.

It is more than likely, when all arrangements are made, that the display of food products this fall will be better than anything of the kind ever seen in Ottawa. President W. York, Duncan Bell and H. V. Ellis have been appointed delegates of the association to the convention of the Ontario Retail Merchants' Association, taking place in Galt this week.

J. C. Tully, paper and twines, has removed from Market Square to 14 Nicholas St., where he is in more commodious quarters.

Maclure & Langley, Toronto, who have become over-crowded in their premises at 154 Pearl Street, are removing this week to the offices and warehouse formerly occupied by the Blue Ribbon Tea Co., at 12 Front Street East. The change will place them a good deal nearer the centre of the wholesale section, and will also afford needed additional warehouse space.

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BUSINESS LESSONS FROM A POLITICAL DEFEAT.

The recent election in Ontario is not without its object lesson to business men. The Whitney Administration was on the whole a satisfactory one. It certainly did better than its political opponents had declared it would. But it was not without its faults. No political administration ever was without them.

But the Opposition Party in the Legislature did not take advantage of the opportunities which the faults of the Government created. It did not wake up to the opportunities which even the "last awful week" afforded until after the House had adjourned and some of the newspapers began to stick editorial pins into them.

Possibly they were meditating on the tradition of the Liberal Party and hoped that would carry them through. But great as is the tradition of the Liberal Party, and valuable as has been its service to the country, it is as little likely to carry a party into power as political oratory is to inflate a balloon.

Business is not politics. But business men, as well as politicians, must grasp their opportunities if they are to win. Opportunities, as the ancient Greeks typified in their statues, must be grasped as they appear, not as they disappear. Neither will tradition alone serve. To have a good and a long record in business is not to be scoffed at. But it is the methods of to-day, not the acts of yesterday, that are the determining factors of present success.

The Liberal Party in the Ontario Legislature made the fatal mistake of getting busy at the eleventh hour and when opportunity had turned the corner, whereas it should have got busy immediately after the avalanche of January. 1905. Their opponents, on the other hand, never slept.

Business men should be busy all the time, not in doing things fitfully and without method, but with order, method and continuity.

Eleventh hour conversions may be effectual. But there is not much saving grace in eleventh hour developments of energy in either politics or business.

Trade is at present passing through a period of quietness. It does not follow, however, that business should be allowed to drift. On the contrary, there is every reason why it should be pushed.

If advertising, acumen, industry and up-to-date business methods possess utility for manufacturers, wholesalers and retailers they should certainly possess it when trade lags and needs the impetus which these things are supposed to impart.

Do not wait for a more convenient season or, Micawber-like, until something turns up, but "do it now and do it all the time."

The business men who keep their advertisements, their window displays, and their ideas working continuously will be found far in advance of their competitors when trade wakes up. And it is certainly showing signs of awakening.

THE NEW CANNED GOODS PRICES.

With the somewhat peculiar conditions existing in the canning industry in Canada at present the new prices for 1908 pack goods, which have been expected from the Canadian Canners for several weeks, were awaited with a good deal of interest and in certain quarters even some anxiety has been manifest.

It was practically certain that with the prospects for excellent crops in all lines of fruits and vegetables considerable reduction would be made and this was verified when the new prices came to the trade by means of an advance sheet early in the week. Peas at 75c, with the old price 92½c, corn at 85c, old price 97½c, and tomatoes at 95c, old price 127½c, furnish an idea of the amount of the drop, and this is practically general throughout vegetables, and, with a few exceptions, in fruits.

Considering the prospects for bumper crops, large pack and consequent large business the prices on most lines seem to be fair and about what was expected. Tomatoes, without doubt, furnish the greatest surprise. Taking into account the 10 per cent. trade discount and the freight charges which must be paid by the packer, the price is low, and members of the trade express the idea that very little, if any, money will be made on these goods at this price.

When it is considered that a large part of the pack of the independent canners is tomatoes, this price is regarded in some quarters as a direct slap at the independents. What course they will take as a result is a matter of interesting inquiry.

While the curiosity of the trade is satisfied to some extent by the announcement of the new prices, there yet remains an element of interest as to how the situation will work out. It is said that large stocks of last year's pack are still held in different parts of Canada. The canners will have to provide for covering the difference in prices, and this will be no inconsiderable item.

The situation at present presents opportunities for manipulation which might put the industry in a peculiar position so far as the canners are concerned. It is scarcely likely that these will be taken advantage of, but there is the possibility just the same.

In the meantime the retail trade, and, in most cases, also, the jobbers, looks on and bides its time. So far as can be learned, little buying has as yet been done on the new basis.

AN OBLIGING (?) CUSTOMER.

A retailer in a Western Ontario town was recently pressed for money. He in turn began to press his customers, some of whom were considerably in arrears. One of his customers whom he approached was a wealthy farmer who owed him $80.

"I wish," he said, "that you would pay me the account you owe me. It is owing nearly a year and I am very much in need of money."

"I can't pay it now," replied the farmer.

"Why, you have money in the bank," persisted the retailer.

"Yes, I know I have, but it is earning interest and I can't afford to lose the interest just now. Why don't you borrow? Why, I will lend you money if you want it, at 6 per cent."

The conclusion of the matter was that the farmer lent the retailer $80 at 6 per cent., but would not pay his account. This is surely a new type of high finance.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Your correspondent has been playing hooky for the past two weeks but perhaps your readers have not lost anything thereby for the trip was over nearly 500 miles of territory in the northwestern part of Manitoba and Saskatchewan, and, as seeing is believing, it is possible to speak with authority concerning at least a goodly portion of the crop areas of the West. Anything more beautiful or promising than the country at the present time would be difficult to imagine. One man who has spent 35 years on a western farm remarked that it would be difficult to imagine any day of the present crop season that could have been improved upon. It is not only that the growth has been rapid, but the plants are well stooled and particularly vigorous and healthy.

Estimates of acreage continue to come in from different sources. One of the most carefully prepared is that of Secretary Fowler, of the Northwest Grain Dealers Association. This estimate places the wheat area at 5,767,000, a gain of 15 per cent.; oats at 2,607,000, a gain of 10 per cent.; barley at 855,-650, a gain of 9 per cent; and flax at 123,420, a gain of 2 per cent. There is really only one exception to be taken to these figures and that is, that the area of wheat is too small. The gain is fully 20 per cent. which would run the acreage over the 6,000,000 mark. It is, of course, far too early to begin to estimate yields, but it may not be out of place to remark that the average of the last ten years in the Canadian West had been nearly 19 bushels to the acre and should 1908 mark up to the average it would mean a crop of 114,000,000 bushels. The West may not reap half that amount but one thing is certain, the present will be a hard crop to kill, owing to the extremely favorable conditions under which it has been planted and the fine growing weather that has obtained since seed time.

The wheat market has been materially affected by the promise of bountiful crops, not only in the Canadian West, but also in the winter wheat belts and there has been a serious decline in the past two weeks, with small recoveries from time to time. The lower prices have increased the export trade materially and one or two firms have cleaned up pretty well the last of the low grade wheats and report an improved demand for higher grades, but following the plan of the whole season the moment wheat reacts to high levels there is a falling off in the British demand. There has been the expected increase in receipts now that seeding is over but it is not expected to last and at the outside the crop of 1907 will not run over 67,000,000 bushels, which is, however, some 5,000,-000 better than was at one time expected, and the bulk of this was marketed at profitable prices.

All thought and attention now is turned toward new wheat, but the oat crop of 1907 is still to be heard from and it is expected that there will be some sensational fireworks at the end of June. One house has been trying to work a corner, a large percentage of their holdings have been bought at very high figures and still the oats continue to come and it seemed hardly possible with the present poor consumptive demand that anything but a fiasco can attend the closing of the corner.

There is a marked improvement in the business situation in the city, although money is still tight. The letting of the contract for the new Union Depot and the street improvements that are being rushed by the city before exhibition time are absorbing a number of the unemployed and the whole situation is better than it has been for some weeks.

The fact that the crop has such a good start is encouraging country merchants to make preparations for increased business and this again is reflected in the wholesale houses. Wholesale hardware houses, who felt the tight times more than either grocery or dry goods, report that May business was up to that of the same month last year, which was an exceptionally heavy one. Stocks in the country, for the reasons above, have been allowed to run low and though there is little doing in carlot orders even now there is a steady and increasing trade in less than car lots. Trade, too, is much more on a cash basis in the hardware lines than it was before the stringency occurred and this is certainly a most satisfactory state of things. The fact is, the farmers of the Canadian West have met their obligations in such a way on the short crop of last year that business men have come to realize that there is very considerable accumulated wealth in the older settled districts and it will take something much more disastrous than one partial failure of crop to really cripple the West. The stringency, however, has had the effect of making farmers realize their position and the need of paying up store bills about which they were inclined to be careless when money was plenty and credit good.

June is supposed to be the special property of brides and even wedding presents point which way the wind blows. Chatting with the large stores in Winnipeg the other day it was learned that trade in articles that are looked upon almost exclusively as wedding presents such as silver, cut glass, hammered brass and costly china pieces has been fully 30 per cent. better than it was for June, 1907. Managers report that there has been perhaps a falling off in the number of larger and very expensive presents but an increase in the number of small and choice articles, for example, the cut glass running from $5 to $20, and that this trade has been almost exclusively cash.

So far as Winnipeg is concerned, June has been a month of meetings of all kinds, in fact, there has been a perfect epidemic, the Presbyterian General Assembly with its 400 commissioners, the Methodist Conference for the Province, the Anglican Synod, the Women's Missionary Conventions, and the Grand Lodge of the Masonic order are just a few of the things that have brought visitors to the city in hundreds this month. And truly, the visitors would go far to find a city looking more beautiful than Winnipeg does this year. Boulevards and trees are alike, a riot of green and early as it is the caragena hedges are a mass of yellow bloom and the tree honeysuckle and lilacs are all out in full bloom.

In connection with things to eat in the West a matter of interest is the formation of an association of the B.C. fruit growers that takes in 85 per cent. of all the growers. A determined effort is being made to capture the Winnipeg market for all the fruit they can possibly send and John Coltart has just returned from that province, having been appointed the Winnipeg representative. To him all the fruit of this association will be shipped so that it will be possible for the future to keep better tab on it and note as to the improvements in packing. Hood River strawberries have always been first favorites here and the B.C. people have succeeded in growing the variety in certain parts of that province and have secured one of the packers from Hood River to superintend the packing in B.C. this season. It is expected that 20 cars of B.C. strawberries will reach the Winnipeg market in the course of the next few weeks. The few that have already arrived are of excellent quality and have come forward in good condition. The B.C. fruit is noted for its depth of color as well as for the richness of flavor.

A feature of the present year will be the erection of buildings on farms. There has been a very marked drop in the price of lumber and already farmers who have refrained from building for some years owing to the extreme cost are laying their plans to erect new barns and stables between haying and harvest. The city of Winnipeg is reconsidering its adjustable contract that permitted of the purchase from one firm of not less than 2,000,000 feet and up to 5,000,-000 feet on prices based on the old market. About 2,000,000 has been used on this contract and the city fathers are figuring whether it would not be money in pocket to pay something to forfeit the contract and make a new deal at the new prices.

The whole western situation is one to inspire confidence.—H.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

Montreal, June 17, 1908.

POINTERS—
Sugar—Steady.
Teas—New Japan on spot.
Beans—Very stiff.

SUGAR—Sugar remains steady, the demand during the week being a trifle better than the previous week. The depression is affecting the market, owing to the smaller orders coming from the factories using sugar. The household use of this commodity has not fallen off very appreciably. It is thought that the primary markets will remain fairly constant for some time.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 70
" " 50 lbs	5 80
" 25 lbs	6 00
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 35
No. 1 " bags	4 45

SYRUPS AND MOLASSES—There has been a fair local demand for immediate wants, making the last week brighter for this trade than the previous week. Cables regarding the Barbadoes and Porto Rican product contain no startling intelligence and seem to indicate steadiness in the primary markets.

Barbadoes, in puncheons	0 31 0 35
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30½
Porto Rico	0 40½
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03½
" 3½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

TEAS—Fine Japans are now on the spot. These show good values as they were purchased and shipped before the market advanced. On May 16 heavy frost damaged high grade teas and now lines above 22c and 23c are hard to get. Latest cable reports indicate a rising Japan market. Present quotations are above last year's and there is every indication that it will remain so for some time. Ceylon and gunpowders have been in good demand during past week. No change in prices this week.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 13½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—There has been a steady demand for coffee during the week. Cables from Brazil and Europe indicate no immediate change, except perhaps a slightly easier tendency. Prices have not altered since our last quotations.

Jamaica	0 16 0 20
Java	0 20 0 30
Mocha	0 18 0 25
Rio, No. 7	0 09 0 11
Santos	0 11½
Maracaibo	0 14 0 19

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The past week has been marked by a decided dulness in all lines except currants which have been in very good demand, and sultana raisins. Other lines of raisins have been neglected. Cable reports from Greece indicate a good crop this year, therefore buyers are holding off for lower prices. Prunes have shown no activity during the week due, perhaps, to high prices.

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 06¾
" " in 1-lb cartons	0 07 0 07½
Finest Vostizzas "	0 07 0 08
Amalias "	0 05½ 0 06½
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½ 0 06
Selected, per lb	0 06½
Layers, "	0 06 0 06½
Dates—	
Hallowees, per lb	0 04 0 05
Sairs, per lb	0 03½ 0 04
Packages "	0 05½ 0 06½
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
"Excelsior Windsor Clusters" boxes	5 50
" ½'s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 32
Peaches, "	0 18
Pears, "	0 18

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

RICE AND TAPIOCA—The demand for rice is slightly better this week, which may be owing to the continued warm weather which we are experiencing. Tapioca also is in better demand, owing no doubt to the same reasons. The price remains the same and the primary and local markets are steady.

B rice, in 10 bag lots	$ 20
B rice, less than 10 bags	$ 30
C O rice, in 10 bag lots	$ 00
C O rice in less than 10 bag lots	$ 10
Tapioca, medium pearl	0 06 0 06½

SPICES—The spice market remains the same as at the last quotation. Local dealers report trade fairly good in these lines. There has been no change in prices.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 33
Allspice	0 12	0 18
Nutmegs	0 25	0 60

MAPLE PRODUCTS—The demand for maple products is very slow, practically nothing doing in this market at all. This condition of the market is somewhat extraordinary as the prices are not excessive and the demand under healthy conditions should be better.

Compound maple syrup, per lb	0 15
Pure Townships sugar, per lb	0 5½ 0 6½
Pure syrup, 8½lb. tin	0 60 0 6

BEANS—The high price of beans has stopped large trading partially. At present the west is offering nothing. Austrian beans are being quoted at $2.10 per bushel. Native beans are still very high. There has been no change in the price which has made the demand small.

Choice prime beans	2 0 25

EVAPORATED APPLES—Demand is fairly good in this line and the price remains the same.

Evaporated apples	0 07 0 07½

CANNED GOODS

Prices on 1908 pack goods for Ontario and Quebec issued this week by the Canadian Canners, show, as was generally expected, considerable reduction in almost every line. The prices quoted herewith are taken from an advance sheet, as up to the time of going to press the official printed prices have not been issued. The correctness of the prices given is not vouched for, but so far as can be ascertained up to the time of going to press they may be relied on. The list of prices on 1907 pack goods is also given for purposes of comparison.

PRICES, 1907 PACK.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

VEGETABLES.	Group No. 1	Groups No. 2
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red		1 12½
2's, whole, " "		1 02½
3's, sliced, " "		1 37½
3's, whole, " "		1 27½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob		4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½

Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	0	0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½

Baked Beans—	Per doz.
1's baked beans, plain, 4 doz	$0 50
1's " in tomato sauce, 4 doz	0 50
1's " in Chili sauce, 4 doz	0 50
2's " plain	0 30
2's " in tomatoe sauce	0 80
3's " in Chili sauce	0 80
3's " plain	1 00
3's " in tomato sauce	1 00
3's " in Chili sauce	1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe, Clark's,etc.

Catsup—	
2's tomato catsup, tins, Red Cross	0 75
2's " " Delhi	0 85
Gal. " " Aylmer	5 00
Gals. " " " (screw tops)	5 50
Gal. " " Tiger	4 50
Gal. " kegs (10 gals.), per gal	0 45
Gal. " jugs	3 00
½-pts " Delhi "New Process"	1 00
" " Aylmer, 'Canada First"	1 00
" " Simcoe, "Lynn Valley"	1 00
" " Lalor, "Monarch"	1 00
" " Delhi, "Epicure"	1 20
Pts. " Delhi, "Epicure"	1 90
Pts. " Red Seal	1 50
Qts. " Delhi, "Epicure"	3 00
" " Red Seal	3 00
" " Delhi "New Process"	3 00
" " Aylmer, "Canada First"	2 00
" " Simcoe "Lynn Valley"	00
" " Lalor, "Monarch"	2 00
Tiger	1 75

FRUITS.

Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals, Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted		8 92½
" " not pitted		7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack		7 65
Gals., red, standard		5 40
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard		5 92½
Gals. " solid pack		8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard		6 77½
Gals., solid pack		8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 52½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's		1 42½
3's, " "		1 97½
Pineapple—		
2's, sliced		
2's, grated	2 05	
whole	2 15	
Plums, Damson—		
2's, light syrup	1 35	1 32
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 42
2½'s, heavy syrup	1 85	1 82
3's, heavy syrup	2 15	2 12
Gal., standard	3 65	3 62
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 9
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

NEW PRICES—1908 PACK.

VEGETABLES.

	Per doz. Group 1.	Per doz. Group 2
2's, sliced, br., "Simcoe"		.95
Beets—		
2's, sliced, b.r., Simcoe		.95
2's, whole b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's. No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	,95

FRUITS.

3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red. not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"		1.25
3's, ditto		1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35

2's " heavy syrup ...	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb preserved	2.45	2.40
Gals., rhubarb. preserved ...	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved ...	2.20	2.15
Gals. " standards...	7.05	7.00
Gals. " solid pack.	9.80	9.75

ONTARIO MARKETS.

POINTERS—

Canned Goods—Prices for 1908 pack out.

Sugar—Steady.

Beans—Very firm.

Collections—Fair.

Toronto, June 18, 1908.

Interest in grocery circles this week centres on the Canadian Canners' new prices for 1908 canned goods, a provisional list of which was furnished to a number of the jobbers on Monday. With tomatoes at 95c, corn at 85c and peas at 75c, the prices seem to be about what the trade was expecting after the talk there has been for several weeks concerning the matter. Some surprise is evidenced at the price of tomatoes, but various causes are quoted as contributing to this figure. Jobbers seem to be pretty well satisfied. Local retailers, who might be expected to get busy under the announcement, are generally holding off, and seem to be willing to pursue a waiting policy in the belief that something further may occur before the summer is over.

Business generally continues fair, though none of the wholesale houses have been rushed. The situation, however, seems to be gradually clearing up and the expectation expressed is that the good crops promised everywhere in the country this summer will bring along good business.

SUGAR—The local market is quiet and retailers seem to be pursuing the same hand to mouth policy in buying that is evident in most other commodities.

The general situation has not changed materially during the week, beyond a slight strengthening. The trend of all markets is slowly upwards, and all indications point to a continuance of this.

Heavy rains are reported in Cuba and the crop is practically ended, the remainder to come in sight cannot vary much from 25,000 tons, any additions held on estates should go to local consumption to end of year.

The stock of 177,411 tons in Cuba for the U. S. to draw from for six months to come looks very small and points to large possibilities of sales from Europe and Java.

Paris lumps, in 25-lb. boxes	6 15
" " in 50-lb. boxes	5 95
" " in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 90
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Trade is rather dull this week, with no change in prices.

Syrups—		
Dark		
Medium	0 30	0 35
Bright	0 36	
	Per case.	
2 lb. Tins, 2 doz. in case	2 40	
5 " " " "	2 75	
10 " " ½	2 65	
20 " " ¼ " "	2 60½	
Barrels	0 03½	
Half Barrels	0 03½	
Quarter "	0 03	
Pails, 38½ lbs. each	1 75	
" 25 " "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
½ " 12	4 80	
Quarts, 24 "	4 80	
Pints, 24 "	2 40	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—Business locally continues very quiet, and all buying is of the hand to mouth variety. Little interest is manifest among the jobbers. This statement is born out by a paragraph from Geo. Wilson-Stanton's latest London circular, which says:

"The quantity of Indian and Ceylon tea taken by the United States and Canada from the 1st January to 31st March, shows a considerable reduction, when compared with the corresponding period of last year. This falling off is shared in almost equal proportion by the two countries of production."

The situation in general continues pretty regular, though by last London reports a better tone is noticed in all the finer and more useful liquoring teas. An irregularity here and there is noted in common teas, but, generally, they hold up to regular quotations.

DRIED FRUITS — Currants and prunes are in fairly good demand, otherwise business is only ordinary. There is nothing new to report.

SPICES—Business is fair at steady prices.

Peppers, blk pure ..	0 16	0 20
" white pure	0 25	0 30
" whole, black	....	0 18
" whole, white	....	0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	....	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—The warmer weather is stimulating demand to a slight extent, and this will probably continue. Prices are unchanged.

BEANS—The market here is practically cleaned up, a couple of houses who held some stock having disposed of it during the week. Prices remain at the same level, but it is mighty hard to get beans of any kind.

Beans, hand picked, per bush	2 10	2 15
" prime No. 1 "	2 00	2 10
" Lima, per lb	....	0 07

EVAPORATED APPLES — Demand has been a little better the last week, but there is nothing noteworthy to report.

Evaporated apples	0 08 0 08½

HIDES AND WOOL—Hides are up and the market is stronger; wool is down with market weaker. This about summarises the situation.

Hides, inspected, cows and steers, No. 1	....	0 07½
" " " " No. 2	....	0 06½
Country hides, ...	0 05½	0 06
City Calf skins	....	0 11
Country Calf skins	....	0 10
Dekins	....	0 75
Sheep skins	0 75	0 85
Horse hides, No. 1	....	2 25
Rendered tallow, per lb	0 04½	0 05½
Horse hair, per lb	....	0 25
Wool, unwashed	0 07	0 08
" washed	0 12	0 13
Rejects	....	0 10

PLANNING FOR ANNUAL PICNIC.

Toronto Retail Grocers Complete Arrangements at Their Monthly Meeting.

June 17.—The question of the annual picnic, slated this year for Wednesday, July 15, is taking up most of the attention of the Toronto Retail Grocers' Association just now, and it was principally this outing that was talked about at their regular monthly meeting in their rooms in the Temple Building on Monday night.

And it surely is going to be a big and merry outing. At last meeting a committee was appointed to complete arrangements for the entertainment of the excursionists in Buffalo. This committee, Ben Panter and B. Snow, reported that arrangements were going forward swimmingly. Special rates have been secured for meals at Statler's, the big restaurant, and the Toronto people taking in the excursion will be given an automobile trip through Buffalo's most interesting sections for a small sum beyond the excursion ticket. All around, the day's programme promises to be most enjoyable. Some attractive posters are to be issued shortly, advertising the event, and even a larger crowd than usual is expected. Several of the local wholesale houses have signified their intention of donating souvenirs for the occasion and the probability is that the excursionists will be pretty well tagged by the time they get to Buffalo.

After the business of the picnic was disposed of, trade matters in general were discussed in the jocular way customary to these jolly fellows in the association. Particular reference was made in regard to the new scale of prices issued by the canners and the general opinion expresseh was that they should go light on the buying end to see how matters would develop during the summer. No action, however, was taken. The meeting was even a less informal one than usual on Monday evening and broke up even a little earlier.

Something doing in canned goods this year has been the slogan of a number of the grocer's correspondents, and it has started. Canned corn at 5c. a tin is one special noticed in Guelph and today the prices for the season are out and right now on the start get the brand you want and also see that it is the brand, and no monkey shining.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, June 18, 1908.)

POINTERS—

New prices for 1908 pack tomatoes, corn, beans and peas.
Cornmeal—Advanced.
White Beans—Advancing.
Butter—Local market weak and somewhat demoralized.

The local market is quiet and there are few changes of importance, the chief interest attaching to the announcement of prices of 1908 pack of four different vegetables. In every case these show a marked reduction from prices obtaining for 1907 pack and the indications seem to point to lower prices for most lines of canned vegetables and fruits.

Business is fairly active, but, as has been the case for some months, the trade are still disposed to hold off until the 1908 crop is absolutely assured. Prospects were never brighter at this time of the year, and there is an optimistic spirit abroad which cannot fail very soon to have a quickening effect on business enterprise. Wholesale houses report collections being promptly met in nearly all sections and while business is not overly active, it is in healthy condition.

CANNED GOODS—As noted above, new prices have been announced for the 1908 pack of tomatoes, corn, beans and peas. These will be ready for delivery by October at latest. The trade welcomes a return to lower prices, as the high figures obtaining during the last year have checked consumption. Quotations are :

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 19	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 12½	2 10
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 05	4 00
Rasyberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee,	1 98	1 63

(1908 pack, for delivery about Oct. 1st.)

Tomatoes, per case	2 39	2 34
Corn, "	2 03	1 98
Beans, "	2 03	1 98
Peas, "	1 83	1 78

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 [illegible]
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef 2's per doz.	2 80
" 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's, "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Luncheon tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—

Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 35
" yellow, in bbls	5 00
" " in sacks	4 95
Wallaceburg, in bbls	5 30
" in sacks	5 35
Berlin, granulated in bbls	5 30
" sacks	5 25
B.C. gunnies granulated, 5-18's to bale, per cwt	5 45
" " 5-2's " "	5 45
" hard pressed lump, 25's, per cwt	6 55
" " " half bbls., per cwt	6 90
" icing	6 20
" bar sugar	6 00
Icing sugar in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 50
Powdered sugar, in bbls	5 70
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls	6 35
" " in ½-bbls	6 35
" " in 100-lb cases	6 35

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 70
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" 40 " " 80	2 95
" 20 " " 80	3 00
" 8 " " 80	3 30

CORNMEAL—The price is advancing and local quotations are now as follows :

Cornmeal, per sack	2 95
" per ½ sack	1 05
" per bale (10, 10's)	2 40

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack ; pearl barley, $4.90 per sack, and $2.50 per half-sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows :

Sugar 25 lb. boxes ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" 8 " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 50

FOREIGN DRIED FRUITS—Advices from California indicate a very light prune crop and much higher prices are likely to be asked very soon. Quotations continue as follows :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 10
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	
Wet cleaned " "	

EVAPORATED APPLES—Quoted at 8¾ cents per pound.

THE EGG'S FOOD VALUE.

Apart from its convenience to the housekeeper pressed for time, the egg has a distinctive food value which should make it part of the daily menu for every family. A given weight of egg contains more nourishment than three and a half times its weight in milk and about half its weight in good fat meat.

The yolk of an egg is more nourishing than the white, as it contains much less water and a large percentage of fat, of which the white has none.

While the greatest nourishment is to be had in the raw egg, says the Washington Post, it sometimes proves quite indigestible. Many persons are made bilious by eating eggs in any form. This is sometimes counteracted by mixing the egg with a little acid, as orange juice or lemon when used raw, and by adding the tiniest pinch of soda in cooking.

Many persons who cannot eat a soft boiled egg can digest readily one that is cooked for half an hour, though the usual belief is that this is the most indigestible form.

A light, well made omelet is probably the most easily digested of all cooked eggs, which is unfortunate, as it is about the hardest way to prepare them.

The idea that one cannot eat eggs is often but a notion, as has been proved time and again when an egg and milk diet is ordered. Occasionally they make one quite ill, in which case the prescribing physician can always give a corrective.—New York Commercial.

EFFECTIVE WINDOW DRESSING

Soap Displays in a North Toronto Grocery—The Window as an Advertising Medium.

During the past couple of months grocery stores in Montreal, Toronto, and throughout Ontario and Quebec have been displaying attractive windows more or less similar to the one shown in the engraving on this page. The displays have been well worked up and have illustrated several of the points of ideal window dressing. The windows here illustrated appeared in J. A. Hopkins' store at the corner of Main and Dovercourt Road, one of Toronto's most modern groceries, recently, and attracted a good deal of attention.

W. D. Wilmott, of the MacLaren Cheese Co., Toronto, who dressed this window, and also the others which have been placed in the city, gives the following details as to its construction:

"The window consists of a border of Brownies dancing on a clothes line, which entirely encircles the window. On the bottom of the window is placed a facsimile of the soap wrapper and the background is filled in with cartons representing piles of "Surprise" soap. The prevailing colors are yellow and red, although posters with a yellow, red and blue combination are employed to advantage. Premium books and cut-outs are also used to fill in bare spaces, and the piles of cartons can be varied to suit the requirements and size of the window."

One or two of the best points about these windows, from the standpoint of the window dresser, might be mentioned. In showing one article they leave an impression which would not be made by a number of different articles. It is often advisable to dress a window occasionally with one line of goods, particularly if the goods shown are something special, or something which it is desired to run off quickly. Again, the windows are not crowded. Just enough material has been used to fill the window and to tell the story of the goods without giving an impression of overcrowding. The windows too, with the lithographed posters and border are attractive enough to cause a second glance from a passerby.

ATTRACTIVE WINDOWS FROM A NORTH TORONTO GROCERY.

THE WINDOW DRESSER'S IMAGINATION.

Imagination is a principal ingredient in the successful window dresser's composition. The man who has this gift can cultivate it to a great extent and must do so if he is to be successful in his work.

Imitation, too, comes in to good advantage, for after a man has copied well the efforts of others, and perhaps tried to improve on them, he will find himself able to think out schemes of his own. If you have imagination and a well developed power of imitation, you will be able to always bring out something novel in your trims. The importance of making a complete change every time the window is dressed, and of dressing the windows often, is well known by us all.—Maritime Merchant.

WINDOW DRESSING SUGGESTIONS

The desire for possession is one of the strongest human characteristics. The man or woman who sees a good article tastily put on view, if it is seasonable and suited to their needs, will long to own it. They may purchase it at once, or make a mental note of the store and return later. The man who can exhibit goods so that those who see them want them for their own, is the man who becomes a successful window trimmer and who draws trade to his establishment. Display seasonable goods, for which there is a demand or soon will be. Set your goods in attractive surroundings. A beautiful easy chair, marked with a low price, but shown in the middle of a meadow, would not tempt anyone to buy it. But place the chair, marked with the same price, in a cosy corner, beside a grate fire, with pipe racks on the wall, and a table with magazines, or work-box, close at hand, and that chair will possess attractions on a fall and winter day which many a man or woman will find it impossible to resist.

T. Locke, of Foley, Locke & Larson, Winnipeg, was calling on the trade in Toronto this week.

CHEAP TEAS

"Quality worse than we have seen for years"

Extract from the May Circular of Messrs. Kearley & Tonge Ltd., Colombo—

"The estimated shipments for May are placed at twelve million lbs., most of which will be teas of poor quality, for at the time of issue, arrivals, particularly from the Low-country estates, are worse in quality than we have seen for some years."

Extracts from letters received from Messrs. Rodewald & Heath, Colombo, May 7th.

"Now quality is terrible and we have therefore not bought anything since No. 95."

May 14th—"Quality is again worse, many teas from low and medium elevations being quite sour, and we cannot see our way to recommend anything."

Since these letters were written the market for low grade teas has declined about a ha'penny. Is it any wonder? Since I have been in business I have never had such bad reports from Ceylon.

Now I know that efforts are being made to force as much as possible of this tea into Canada. Samples of this trash are already being shown. I am writing this as a note of warning, so any who are tempted by low prices (and most of us are) will do well to test the teas very carefully, not only from samples but when the teas arrive as these very poor teas which may appear sound on arrival may quickly turn sour and prove a total loss.

Branches:— **TORONTO, 3 Wellington E.**
WINNIPEG, 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.

P.S.—My customers know that every pound of Red Rose Tea in packages and Estabrooks' Blends, both Black and Green, in bulk, are guaranteed fully up to the high standards of quality and are always returnable at full price if in any way unsatisfactory, and it occurs to me that this is worth stating again here as with so much bad tea likely to be on the market many more merchants may wish to avail themselves of our guarantee, and save themselves any worry.

T. H. E.

The Man with the big Coffee business is the Man who sells High-Grade Coffees such as Chase & Sanborn's because Consumers appreciate quality and uniformity in their Coffee probably more than in anything else.

CHASE & SANBORN

Importers MONTREAL

The Lime Juice with a Reputation

The Lime Juice that people ask for and that sells itself.

"MONTSERRAT"

the finest Lime Juice in the world.

"MONTSERRAT'S" sales keep pace with **"MONTSERRAT'S"** reputation. Have you stocked up yet to meet this summer's demand?

CANADIAN AGENTS:

NATIONAL DRUG & CHEMICAL CO., OF CANADA, Limited

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

UNEXCELLED FOR QUALITY

EVERY PACKAGE GUARANTEED

Box Calf Combination For Ladies' and Gents' Box Calf, Vici Kid and all Black Shoes.

Russet Combination For all kinds of Russet and Tan Boots and Shoes.

Ladies' Special For Ladies' and Children's Fine Boots and Shoes.

French Glycerine To retail at 10c. For Ladies' and Children's Shoes.

Black O A Black Liquid and Paste combined to retail at 10c.

Tan O A Tan Liquid and Paste combined to retail at 10c.

Patent Cream For polishing and keeping soft and pliable all kinds of Patent and Enamel Shoes.

Special Paste In Black and Tan for polishing Box Calf, Vici Kid or Russet Shoes of any kind.

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ALL WHOLESALE GROCERS
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L. H. Packard & Co.

Limited

PACKARD BUILDING

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MANUFACTURERS OF
HIGH-CLASS

SHOE DRESSINGS

NEW TEAS

Now in Stock

The famous **"OWL CHOP"** and **"BEAVER"** Brands of Japan Tea, **Crop 1908,** are now in store.

We defy competition on above for ***PRICE AND QUALITY***

We Quote

"Owl Chop,"	Extra	H/C	80 lbs.	- -	***39c.*** lb.
"Owl Chop,"	A1	"	80 "	- -	***37c.*** "
"Owl Chop,"	No. 1	"	80 "	- -	***33c.*** "
"Owl Chop,"	No. 2	"	80 "	- -	***30c.*** "
"Beaver,"	A1	"	80 "	- -	***39c.*** "

5 H/C or more, 1c. lb. less, delivered any railway station in Quebec and Ontario.

These are the best values offered on the Canadian market in Japan Teas. We can prove it. ***Ask for Samples***

1908 CANNED GOODS 1908

We can now quote on **FRUITS, VEGETABLES and MEATS**

Prices Satisfactory ***Quality and Full Delivery Guaranteed***

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L. CHAPUT, FILS & CIE, ***Wholesale Grocers and Importers***

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O'MARA'S HAMS

The English beef, the Welshman goat,
The Scotchman mutton gnaws,
The Esquimo holds walrus fat
Between his greasy paws,
The Frenchmen nibble froggie's legs,
New Yorkers gobble clams,
But Good Canucks, who know what's what,
Stick to O'MARA'S HAMS.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - - ONT.

New Butter

Creamery or Dairy. Supplies are coming in more freely, and prices are lower.

New Cheese

are now on the market—not so good as old cheese, but lower in price.

New Hams and Bacon

Always new, because we keep no old stock.

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Limited
Hamilton, Ont.

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Prepared in Modern Sanitary Factory.
Manufactured and Guaranteed by

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than any other meat on the market. In a nutshell, that's the reason for the great success of

Ryan's SHORT ROLL BACON

It is tasty, tender, delicious! Made only from really carefully fed young hogs in perfect health.

ASK TO-DAY FOR PRICES.

The WM. RYAN CO.
LIMITED
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, June 18.

It was observed some time ago that the consumption of cheese in England was falling off. At first the Canadian shippers were somewhat skeptical regarding such a condition but substantiative evidence has arrived in this country which goes to prove that such is really the condition existing in England.

The Englishman is very constant in his tastes and distates and cheese has always been one of the foundation stones of England's dietetary programme.

Exporters here have been paying, locally, ⅛c to ¼c per lb. more than can be bought in England. With not any too roseate an outlook for the future there is the comforting assurance that the other sources of cheese in England will fall off somewhat before long. Although the demand is not very large at present when a shortage prevails it is expected the Canadian shippers will get a chance if their supply is equal to the demand and they may be in a position to dictate prices. Up to the present time the receipts of cheese have been disappointing which is due primarily to a shortage of the milk supply. By this it must not be taken that each individual cow is not doing its duty, but there is a decided shortage of cows. With all these disadvantages it is fair to say that the yield according to the means available will be ahead of last year. The attractive prices which the Australian and New Zealand houses are offering is diverting attention from the Canadian product. Advices from the Old Country report small stocks. So a little preparation and waiting by Canadian shippers may result. In view of the above outlook, which is rather on the optimistic side, the words of a gentleman recently arrived from England sound decidedly pessimistic when he states that "the glory of the cheese trade in Canada has departed and that it has seen its best days." This gentleman claims that the New Zealand exporters were getting the best of the market owing to closer application to the English requirements. While perhaps this may be a too pessimistic view of the situation it may be said with perfect certainty that the Antipodean exporters would become a very serious menace to the Canadian trade if a certain degree of carelessness of the English requirements which has crept into the Canadian trade were not eliminated. One peculiar incident in the cheese trade may be noted and that is, the loss of 1,800 boxes which were going to the English, without affecting the market in the slightest degree. This fact goes to show that the supplies in England must have been ample and it is also significant that Canada so far has shipped very little, therefore, New Zealand is keeping her so well supplied that large amounts can disappear indiscriminately without affecting the market. This fact certainly contains a warning to the Canadian shippers. Shipments of cheese from Montreal during the last week were 52,881 boxes as compared with 44,555 boxes for the previous week and 73 279 boxes for the corresponding week of last year.

The butter market has been rather featureless during the week with the exception of the fact that a large order from England arrived which immediately advanced the market ¼c to ½c and put the market beyond any export business. This condition of affairs is unfortunate because this immediate stiffening of prices will drive the English buyers off instead of cultivating the English market. Prices range around 22¼c to 22½c. Exports for the last week amounted to 1,874 packages as compared with 1,522 packages for the previous week. Total shipments since May 1, 3,396 packages as compared with 295 packages for corresponding period of last year. The above record certainly compares very favorably with last year and it seems regrettable this record cannot be maintained.

Receipts for the week ending June 13, 1908, were 18,956 packages against 15,424 packages for 1907 for the same week. For the year 1908 up to date, 56,039 packages as compared with 71.-939 packages for corresponding period of last year.

THE PROVISION SITUATION

Toronto, June 17.

There is little new to report in the situation among Canadian packers this week. The British market is holding its own and exhibits no notable features. It still continues well stocked with Danish bacon and consequently offers no lively demand for the Canadian product. Last week Danish shipments aggregated 42,-000, which is about the average weekly deliveries. American shipments, too, were about as usual and in all mounted up to 12,000 boxes.

Under these conditions the Canadian packers have not kept very busy supplying the export demand. Some bacon has been going forward, of course, but the shipments have not been at all large.

Local demand, however, seems to be a little more brisk. Packers state that deliveries have been rather more free during the week under review and when it is known that prices offered are from 20 to 30 cents higher than a week ago, it will be seen that something is offering stimulation. Part of this may be accounted for by the fact that a higher American market is drawing off some of the goods which have been coming to this market. It is said, too, that the opening of the north shore district by means of the new C.P.R. line will mean considerable new business in provisions as heretofore shipping facilities to the districts were poor. This will reflect, of course, particularly to the benefit of Toronto packing houses.

Prices offered for hogs this week are $6.10 f.o.b. and $6.35 off cars at factory.

Conditions prevalent in the American market are summarized in the following paragraph from the New York Journal of Commerce:

"The past week has witnessed quite a change in the speculative market for hog products. Receipts of hogs were a little lighter and prices higher, but not light, except at the centres where floods have blocked railway transportation. Kansas City being practically shut off. But there has been a great deal of bull talk in the air, notwithstanding stocks are still large and not decreasing to any extent and consumption is still small and not increasing. Shorts have been the chief buyers on the advance, after the packers started it, and the latter have been the chief sellers after it began, looking very much as if they have worked up this boom to sell futures, notwithstanding they are predicting lighter run of summer hogs. Cash demand certainly did not come in at the advance and it looks like a speculative movement, started by the packers and as they are the chief holders of the stock the conclusion is natural that they want to sell and they have been unable to do so.

As to the hog supply there is no evidence that it is likely to run lighter than usual, except that the average weight of hogs is falling off and has been for some time past, indicating premature marketing, as prices of hogs are high and should induce feeding. But corn is relatively higher than hogs and has been for months and this may, together with the Government's overestimate of corn back in farmers' hands, be suf-

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Saskatchewan Merchants!!
Get highest **CASH** prices on the
REGINA MARKET
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BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA FRUIT AND PRODUCE CO.,
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Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

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ficient to cause this premature marketing."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market has been more active during the past week and some lines have eased off slightly, among them being hams, while other lines have gone forward a little. Lard in its various forms has advanced from ¼c to ½c per lb. Other lines remain the same as at the last quotations.

Lard, pure tierces		0 12
"	58-lb. tubs	0 13
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 13
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12½
Lard, compound, tierces, per lb	0 09	0 09½
" " tubs	0 08½	0 09½
" " 20-lb. pails, wood	0 09	0 09½
" " 20-lb. pails, tin		0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 10
" " " 5-lb. "	0 08½	0 09½
" " " 3-lb. "	0 08½	0 09½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 00
Canadian short cut clear		21 50
American fat back		23 00
Breakfast bacon, per lb	0 13	0 15
Hams	0 12	0 13
Extra plate beef, per bbl.	13 00	14 50

BUTTER—Butter is arriving freely and the local tendency is firm. The weekly receipts are in excess of the receipts for the corresponding period last year and it may be noted the exports were 1,522 packages against 30 packages for the corresponding period of last year.

Fresh Creamery, solids	0 22½	0 23½
" " prints, lb	0 23	0 23
Dairy, tubs, lb.	0 18	0 20

CHEESE—The price of cheese firmed up a little, going ¼c higher during the week at the country boards. The receipts were considerably heavier during the last week than the week previous but were practically 10,000 boxes less than the corresponding week of last year.

Cheese, old	0 15	0 15½
" new, large	0 11½	0 11½
" " twins	0 11½	0 11⅝

HONEY—This market is very quiet but remains firm. Stocks are very light just at present but are sufficient to meet the feeble demand.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 09	0 11
Clover, strained, bulk	0 10	0 11½

EGGS—Eggs are in good supply, arriving freely, the week's receipts being 11,200 cases against 9,060 cases for the same period last year. New laid eggs are a little stronger in price owing to the amount going into storage. No. 2's remain at 14c to 14½c.

New laid	0 18½	0 19
No. 2 Eggs	0 14	0 14½

TORONTO.

PROVISIONS—A fair business is being done this week and one slightly improved over a week ago, though trading would be better were there a continued spell of warm weather. Fresh meat is now so high that consumption is very light, and provision men expect a demand for bacon lines in consequence, especially as prices compare so favorably with fresh meat lines. Lard has declined a quarter of a cent and hams are slightly firmer.

Long clear bacon, per lb	0 10½	0 10½
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb		0 10½
Light hams, per lb		0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		17
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		22 50
Lard, tierces, per lb		0 11½
" tubs "		0 11½
" pails "		0 11½
" compounds, per lb	0 08½	0 09½
Plate beef, per 200-lb. bbl.	15 00	15 50
Dressed hogs	0 8	0 08½

BUTTER—A speculative demand keeps up the price of all grades of butter, for the supply is more than sufficient to meet present and immediate demands. Last year money was to be made in butter because very little was made and less packed, so that retailers had to pay big prices during the winter and spring. This year the farmer is making butter and the retailer is buying direct and packing—each of them believing there will be just as much money to be made this year as last. The consequence is that butter that should be around 14c is selling for 19c. One thing is pretty certain, and that is, that prices will be lower during the coming winter than during the past.

	Per lb.	
Creamery prints	0 21	0 23
Creamery solids	0 20	0 21
Farmers' separator butter	0 19	0 20
Dairy prints, choice	0 18	0 19
" " ordinary	0 17	0 18
" tubs	0 17	0 18
Bakers' butter	0 15	0 17

EGGS—A continued firm price rules the market this week. The supplies have declined somewhat and the quality is not up to past years. Some packing is being done, but the high prices prevailing are making dealers somewhat afraid. Retailers are not buying eggs direct, as they are butter, preferring to trade with a dealer who candles his eggs. Prices are expected to be easier before another week comes round.

Eggs, new laid	0 17½	0 18

CHEESE—Old lines are a little firmer, but speaking generally the market is rather light. New cheese is slightly easier and the offerings are increasing somewhat.

Cheese, Large, prime old		0 14
" " " new	0 12	0 12½
" twins, new	0 12½	0 12½

POULTRY—A quiet market prevails and until the warm weather is over no great business will be done. Very little dressed fowl are offering, dealers preferring to handle live birds on account of the difficulty in keeping dead fowl. The quotations below are for live weight.

Spring chickens, per lb	0 25	0 30
Hens per lb		0 10
Ducks, per lb	0 12	0 14
Turkeys, per lb	0 11	0 13

WINNIPEG.

BUTTER—The local market is still in very unsatisfactory condition owing to cutting in creamery butter and oversupply of dairy. Produce buyers are offering 17c per lb. for No. 1 and 14c for No. 2 f.o.b. Winnipeg.

EGGS—Produce houses are still paying 15c per dozen f.o.b. Winnipeg.

CHEESE—

Manitoba, per lb		0 12½
Ontario		0 13½

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

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YOUR CUSTOMERS' CONFIDENCE

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the 57 VARIETIES are such good business builders.

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H. J HEINZ COMPANY,

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There is only **one**

BOVRIL

the Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

BOVRIL LTD., have the honour to hold the appointment by special warrant to

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BOVRIL LIMITED, - - - - - - - - **MONTREAL**
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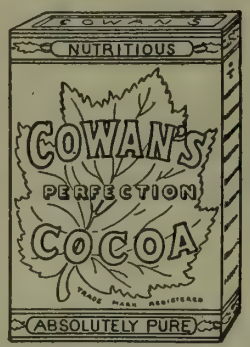
That is why

COWAN'S

Cocoa and Chocolate

is an "all the year, 'round" seller

No flavor equal to Cowan's



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GORDON'S GRANULATED GRAVY

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MOTT'S: No better Chocolate

BUSINESS PROSPECTS ARE GOOD

There will be more money to buy the best of things.

Mott's

"Diamond" and "Elite" brands of

Chocolate

will help to make your trade for this household article better. There is nothing in the chocolate line better or more profitable to sell.

FOR SALE BY ALL JOBBERS.

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Halifax, N.S.

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"It's All in the Shreds"

The original and only "hard times" food is

Shredded Wheat

because it restores confidence and is the only substitute for heavy meats and other expensive foods, furnishing more real nutriment with less tax upon the digestion and the pocket book.

It is a "good times" food for the grocer because it yields a good profit all the year round—in good times and bad times. The cleanest, purest, most nutritious cereal food made in the world. Tell your customers about it.

The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Flour Generally Dull, With No Brighter Outlook—Cereal Business Fair—Lower Prices Allow Larg er Export Business.

Continued large offerings of grain, with little demand have served to keep the markets dull in nearly all lines during the week. Farmers are taking advantage of the fine weather and a time when their summer's work is pressing them a little less heavily and are bringing in large quantities of grain. While prices offered for this are low, they seem quite ready to dispose of what grain they have.

With the light local demand millers generally are not at all active and at present there is apparently no outlook for brisker business. Prices to the retailer in all lines are unchanged from last week.

The one redeeming feature of the situation is that the lower prices of the last couple of weeks are allowing of considerable export business. Shipments of both flour and oatmeal of some quantity have been made to Great Britain this week, and at present prices demand from overseas points is better.

MONTREAL.

FLOUR—The local market is very good, a fair volume of trade passing, which is made up of small-sized orders. Prices remain the same as at the last quotation. Enquiries from the country may be said to have been somewhat brighter during the week. It is thought the volume of trade and prices will remain fairly constant for some time.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 20
Glenora	5 70
Manitoba spring wheat patents	6 10
" strong bakers	5 50
Five Roses	6 10
Harvest Queen	5 50

FEED—the supplies in hand are limited among city dealers, but are sufficient to meet the small demand. Considerable care seems to be exercised in buying ahead, as the present trade passing does not warrant much speculation. Prices remain the same as at last quotation.

Ontario bran	23 00 24 0
Ontario shorts	25 00 27 00
Manitoba shorts	25 00 27 00
" bran	23 00
Mouillie, milled	27 00 31 00
" straight grained	27 00 33 00
Feed flour	1 50 1 60

ROLLED OATS—The market is firm and prices remain the same.

Fine oatmeal, bags	3 27
Standard oatmeal, bags	3 2
Granulated " "	3 20
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 70
Rolled oats, 90-lb. bags	3 00
" 80-lb. bags	2 75 2 80
" bbls	5 85 6 25

TORONTO.

FLOUR—The market is dull, with little local demand and little interest generally. Prices remain on the same basis as a week ago. Local firms have been doing considerable export business during the week.

Manitoba Wheat.

90 per cent. patents	5 30
85 " "	5 02
Strong bakers	4 80

Winter Wheat.

Straight roller	3 90 4 00
Patents	4 60
Blended	5 00

CEREALS—Dealers report local demand as only fair with plenty of grain offering and prices the same as a week ago. Some oatmeal has been shipped to England recently.

Rolled wheat in barrels, 100 lbs	3 00
oats in bags, per bag 90 lbs	2 85
Oatmeal, standard and granulated, in bags 98 lbs.	15

BEST SEASON FOR QUARTER CENTURY.

Large Catches in Nova Scotia Fisheries Aid General Business.

The present season is turning out splendidly for the fisheries of Nova Scotia, as is evidenced in the following letter, which came in this week from a correspondent of The Grocer in Halifax. He says: "The fishermen of the province are reaping a bountiful harvest this season. All along the coast enormous catches are being made of mackerel, and on the Banks the catches of cod and haddock are very large. At some points on the coast the mackerel fishing is unprecedented. The buyers of fresh fish have more than they can handle and they have refused to purchase any more. The fishermen, in consequence, have been obliged to salt the fish down. At Arichat and the fishing settlements along Chebucto Bay, the supply of barrels and salt became exhausted, so large were the catches. During the present week nineteen vessels of the Lunenburg fleet arrived at their home port from the Banks, bringing in over 15,000 quintals of fish, valued at nearly $100,000. The prosperity of the fisheries makes business good all round and the present season so far is the best for a quarter of a century.

HAVE CONFIDENCE IN YOURSELF.

Don't ask for a position as though you were begging in behalf of a church fair. When offering your services to an employer, remember that you are worth as much to him as he is to you. Prove to him that the salary he pays is a safe investment which will yield liberal dividends.

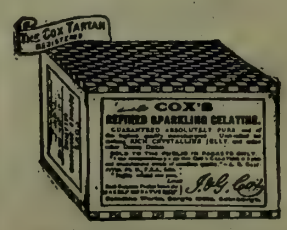
A young man came into my office the other day, and before I really knew what he wanted I had listened to a most pitiful tale about a crippled father, a sickly mother, and seven younger sisters, all of whom, at that very moment, were home crying for bread. The young man would make an excellent beggar, but an exceptionally weak candidate for a position.

In applying for a position use the tactics of every successful salesman. Be tactful and enthusiastic, and, above all things, don't misrepresent your goods.—H. J. Hapgood.

PERFECTION

is hard to attain, but we have attained it in the manufacture of soda biscuits. If this were untrue, we should be open to ridicule for having so often stated it. But the moment you put a piece of Mooney's Perfection Cream Soda into your mouth you realize that it is superior to any soda biscuit you ever tasted before anywhere. Try it—we'll leave it to the goods to prove our statement.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA



GOX'S GELATINE

The leading gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox, as PACKED by them.

PURITY GUARANTEED

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH

A MARKET FOR EAST TORONTO.

Proposal to Form a Co-operative Association and Erect Large Building.

A central market for farmers produce is proposed to be located in East Toronto, and the proposition is being much talked about by the merchants of that town. Mayor McMillan is taking a foremost part in launching the scheme. The plan as proposed is to build a three or four-storey structure in the centre of the town, costing about $10,000. The front of the lower part would be devoted to three stores, while at the back would be accommodation for horses and rigs and all around would be set apart for market purposes. The upper stories of the building would be devoted to hotel purposes, no liquor, however, being allowed to be sold; that is, there would be a large dining-room on one floor, and above that would be sleeping rooms.

The intention is to form a co-operative association composed of merchants and farmers who will subscribe the stock. In fact, those behind the scheme say they have enough money now in hand to make a beginning; have already purchased a lot on Main Street on which to erect the building, and have asked an architect to prepare plans.

The proposition is looked upon favorably by merchants in the centre of the town, but those on the leading thoroughfares away from Main Street do not regard it so favorably as they believe it will to some extent take away their trade.

The promoters of the scheme say that if the plan does not go through as a co-operative association they will form a syndicate and carry out their proposition.

TRADE NOTES.

Mrs. Sarah Thomson, general merchant, Buttonville, is dead.

Alex. Mattar, general merchant, Rockland, is offering to compromise.

The assets of Elz. Ouellet, general merchant, Hebertville, will be sold on June 25.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only

C. H. BINKS & CO., MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

DON'T FAIL

To send for catalog showing our line of

PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

The Ideal Conditions Under which

Ridgways TEA

is grown guarantee its full rich flavor and expert blending insures its uniform high-grade quality. This combination in conjunction with our extensive advertising maintains a large demand.

RIDGWAYS LTD., - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.
John Robertson & Son, Vancouver, B.C.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

Canadian Agents.

AT LAST

NATION'S TON-NIK

LEMONADE POWDER

Non-intoxicating but a "pick me up."

Always Ready in ½ lb. Tins.

Agents: ***GREEN & CO.,*** *25 Front St. E., Toronto*

CARMAN-ESCOTT CO., *141 Bannatyne St., WINNIPEG*

Manufactory—BRISTOL - ENGLAND

THE DOMINION WAFER CO.,

44 St. Vincent Street, MONTREAL

BISCUIT CUPS

A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.

Telephone Main 1310.

WHITE MOSS

has been regarded as the standard cocoanut on the Canadian market for years. This is solely because its many merits, which make it undoubtedly superior to all others.

Send in your order.

Canadian Cocoanut Co., - Montreal

For Summer Trade

You cannot stock up a line which will give your customers greater satisfaction, or yield you a better profit than

MACE'S
Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Popular price. In great demand.

Secure trial lot from

A. H. MACE & CO.

746 Notre Dame St. West, - MONTREAL

MILK IS SCARCE——

Fresh Milk is hard to keep right during the hot season. To save complaints suggest to your customers the use of

Borden's Brands

"Eagle Brand" Condensed Milk & "Peerless Brand" Evaporated Cream

These are the most perfect and hygienically pure of all milk products. Every jobber sells them.

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. *Shallcross, Macauley & Co., Vancouver and Victoria, B.C.*

The man who first tried to catch a fly, did it without

Brown's Fly Coil

and the fly got away. That's why we are bothered with millions of them to-day. BROWN'S FLY COIL is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it. Will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

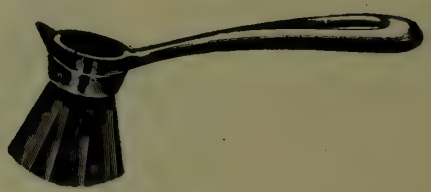
To be obtained from

The National Drug & Chemical Co. of Canada, Ltd. Montreal

The Wingate Chemical Co., Notre Dame St., Montreal

or direct from

The Brown Manufacturing Co., Ltd. Bury, Eng.



May be retailed for

10c.

Our new **BRISTLE SHOE DAUBER** with **tinned metal handle.** Neat in design. Beautifully finished. Every wholesale dealer should handle these. Write for sample and price.

Stevens-Hepner Company LIMITED

PORT ELGIN, ONT.

EARLY SUMMER REQUIREMENTS

Our traveller will be pleased to call upon you to assist in making up your order for early summer needs. Let us know what you will require, that we may ship early.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

TO THE WHOLESALE & RETAIL GROCERS OF CANADA

Gentlemen,—

We hereby tender you our sincere thanks for your patronage and support during the past season, which has been a very successful one. To save disappointment will you kindly take and make use of a suggestion? Order your next season's Strawberry, Raspberry, Black Currant and Cherry Jam early, as last season we had to turn down over 9,000 cases of Strawberry, 2,000 cases of Black Currant and 1,500 of Cherry Jam, all 5 lb. pails which is the equivalent of 250 tons of our Pure Jams. Prices will be lower on most of our Jams, Jellies and Sealed Fruits this coming Season. We are commencing our pack on June 18th which will be a large one.

Having built a new Boiling Room and fitted it up-to-date with all new appliances, we are in a position to turn out the finest quality of Jams, Jellies, Marmalades and Sealed Fruits it is possible to make.

We are, yours truly,
and always at your service,

Wagstaffe Limited
Pure Fruit Preservers
Hamilton, Canada

Canadian Strawberries

are now coming in freely. Can furnish you at lowest market price

Have to arrive this week

3 cars Florida Pineapples
4 cars Cuban Pineapples
5 cars 4 Basket Crate Tomatoes
2 cars California Fruit
Peaches, Plums, Apricots
3 cars late Valencia Oranges
1 car Medit. Sweets
2 cars Watermelons
2 cars Bananas

Also lots of other goods. Send in your orders. They will be well looked after.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

Immense Quantities of Strawberries Offering—New Peaches, Plums and Apricots From California—New and Old Potatoes—Pacific Coast Fish.

The Canadian small fruit season has opened in earnest, and the markets in various sections of the country report great quantities of berries of excellent quality. Toronto and Montreal are receiving Niagara Peninsula berries and those on the north shore will be found on sale in many parts of Ontario before the week is out.

There was a rumor that the crop in Essex County, in the vicinity of the Detroit River and Lake Erie, had been somewhat burnt with too much sun, but reports from other sections say berries are first-class.

California fruit—peaches, plums and apricots—in fancy packages, is arriving and navel oranges have gone.

In the vegetable line, tomatoes continue to hold the strong position. Cabbage is still arriving freely, and new potatoes are much in evidence, though somewhat firmer than a week ago. Old potatoes, too, have firmed up some, the supplies not being so great as a week ago.

Pacific coast fish is now on sale in various parts of the country. The Eastern markets report increased prices in many lines of fish, but in the Western markets the prices are unchanged, and the dried varieties are not offering. Business has been fair and much above the average.

MONTREAL.

GREEN FRUITS—The first car of the season containing apricots, peaches and plums has arrived in the city. Pineapples are stronger this week, having advanced 20c in the minimum, and 10c in the maximum price. Bananas remain steady at $2 to $2.25. Canadian strawberries are now being quoted at 12c to 13c per quart, while Marylands remain at 15c per basket. Other lines remain as at last quotation. The demand has been good during the past week.

Bananas, fine stalk	2 00	2 25
Cocoanuts, new, per bag		4 50
Lemons	1 25	3 00
Navel oranges	4 00	4 50
Florida oranges, box		3 50
Porto Rico oranges, box		2 50
Jamaica oranges bbl		4 00
Valencia oranges	4 00	4 75
Pineapples case	3 00	3 25
Grape fruit box		3 25
Almeria Grapes keg		6 00
Strawberries Maryland, qt		0 15
Strawberries, Canadian	0 12	0 13
Apples	3 75	6 00
Sorrento oranges	2 50	2 75
Apricots, 4 bas. to crate	2 00	2 50
Peaches, " "	2 25	2 50
Plums, " "	2 50	2 75

VEGETABLES—The vegetable market has not presented many new features during the week, everything remaining about the same, with the exception of Boston lettuce, which has gone forward slightly, also new cabbage. Radishes are slightly cheaper. New potatoes have eased off some during the week. Texas tomatoes are now being quoted at $1 and $1.25 in 4-basket flat crates. The demand during the week has been fairly good.

Parsley, per doz. bunches		0 35
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage, bbl	1 75	2 25
Turnips, bag	0 75	0 95
Celery, doz	0 75	1 00
Water cress, large bunches, per doz		0 75
Spinach, bbl	3 00	3 25
Green peppers, crate		3 50
Boston hot house cucumbers, basket	2 50	3 00
California asparagus bunch	1 50	6 00
Potatoes, per bag	1 05	1 10
Sweet Potatoes basket		3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Tomatoes, Florida crate	3 00	3 50
Texas tomatoes 4 basket crate	1 00	1 25
Tomatoes, hot house, per lb		0 31
Spanish onions, small crates	0 70	1 05
" " large crates		3 00
Canadian onions, lb		0 03
Egyptian onions		0 04
Boston lettuce, hot house, per doz		1 20
Radishes, doz		0 35
Canadian parsley, doz	0 25	0 30
Mushrooms, per lb		0 75
Horse radish, per lb		0 15
Beans, green, basket	3 25	4 50
French beans, wax	6 25	6 50
Egg plant, doz		2 50
California cauliflowers, per crate of 16		4 00
New cabbage, crate		2 25
Florida Celery crate	2 75	3 00
New potatoes green mountain bag		1 00

FISH—Fish has advanced in many lines during the last week, with perhaps two exceptions, where there have been declines, one of which is Gaspe salmon, which is arriving freely now, and the price is somewhat easier, having dropped two cents. The other exception is whitefish, which is two cents lower than at last quotation. Haddock, mackerel, B.C. salmon and haddies have advanced from ½c to 2c per lb. Oysters in quart tins also have advanced to 40c. The demand during the last week has been fairly good.

Fresh and Frozen Fish.

Brook trout, lb		0 18
Haddock, per lb		0 05
Fresh halibut	0 09	0 10
Mackerel, "		0 08
Dore, "		0 10
Steak cod		0 07
Pike, lb	0 04	0 05
Whitefish lb	0 05	0 08
Flounders lb		0 08
Shad, each		0 25
Striped Bass, lb		0 12
B.C. salmon, lb		0 12
Qualla Salmon, lb		0 09
Gaspe Salmon		0 16
Smoked and Salted—		
Haddies box s, per lb	0 07	0 08
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 50
Strictly boneless pure cod, boxes	0 08	0 13
Boneless cod, 10 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb. boxes, per lb.		0 04½
English strip cod 30 lb boxes per lb		0 09
Cod bits 3 lb boxes, per lb		0 07
Oysters and Lobsters—		
Malpeques, bbl		5 00
Standards bulk, per imp. gal		1 50
Standards quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl		3 00
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, large lb		0 04
Green cod, 1 lb		0 05
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS — Strawberries, loads of them, are on the market this week. They come generally from the Niagara Peninsula, though some few lots are in from Bronte and the district about Oakville. The Canadian berries

have entirely displaced the imported variety, and such immense quantities are offering that the price has come down greatly—as low as eight cents being quoted—and the quality is first-class.

California apricots, plums and peaches are arriving, the first car coming in from Vacaville, Cal., on Monday last. Navel oranges are off the market, late Valencias taking their place. Pines are a little firmer, and watermelons slightly easier.

Oranges, Valencias, cases	4 50	4 90
" Bahamas	2 00	2 20
" Mediterranean sweets		4 00
" Sorrento, boxes		2 50
" Messina Paterno, half boxes		1 50
" " Ovals, "	2 00	2 25
" Blood, half boxes		2 00
" Blood, California	3.25	4 00
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messinas, new crop	2 50	3 00
Bahamas, 80's, 96's, 112's, box	2 00	2 50
Apples, No. 1 winter fruit, fancy spies		5 00
" " " extra		5 50
" No. 2 "	2 25	3 00
Bananas Jamaicas, eights	1 25	1 65
" Jamaica firsts, per bunch	1 50	2 00
" jumbo bunches	2 00	2 25
Pineapples	2 85	3 50
Strawberries, qts., Canadian and imported	0 08	0 00
Rhubarb, Canadian per doz	0 15	0 25
Cocoanuts, per sack		4 50
Cherries California, box		2 50
Watermelons	0 40	0 50
Limes, per 100	1 25	1 50
Cantaloupes, Mexican crate		8 00
Grape fruit, Bahama, box	2 00	2 50
Apricots, California	2 50	2 75
Plums, "	2 25	2 50
Peaches, "		1 75

VEGETABLES — Tomatoes continue to arrive freely, almost every day a car load of Texas tomatoes reaching Toronto. Texas Bermuda onions are being introduced on the market, and home grown beets are the new vegetable. Lettuce and cucumbers are easier, and old potatoes have firmed up a little on account of easier accumulated stocks.

Celery, Canadian, per doz	0 30	0 40
Lettuce, imported "	1 00	1 25
Lettuce, Canadian, doz	0 30	0 50
Cucumbers, Canadian, per doz	0 75	1 25
Cucumbers imported per hamper	1 50	1 75
Tomatoes, imported, per crate	1 10	1 25
Mushrooms, per lb		0 60
Radishes per doz., Canadian		0 30
Spinach, Canadian, bush	0 50	0 75
Asparagus Canadian, per basket		2 00
Beets, dozen bch	0 75	1 10
Beets, home grown, doz.		0 85
Egg plant case		3 00
Beans, wax, per hamper		2 25
" white "		1 77
" lima, per lb	0 06½	0 07
Peas, new, hamper		1 75
New Brunswick Delawares, per bag		1 00
Potatoes, Canadian, per bag		0 90
" new, bbl., Virginia	4 00	4 50
" new, Texas bush	1 25	1 50
" Bermudas, per bush		3 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 50
" per bag	1 45	1 5
" green, per doz., Canadian		0 15
Onions, Egyptian, per sack	2 40	3 00
Cabbage, new, per crate	1 75	2 00
Carrots, new, imported, per doz. bunches	0 80	1 20
Parsley, per doz	0 20	0 30

FISH—Very good business was done during the week, and both supply and demand has been more than fair. Prices remain unchanged. Pacific Coast fish is beginning to come in, and bloaters in boxes are off the market. Mackerel are increasing in receipts on the market.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 09
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 10
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Halibut, fresh caught		0 10
Shredded cod per doz		0 90
Live lobsters		0 11
Bluefins, small white, per lb		0 07
Haddock, fresh		0 06
Lake Herrings, ½ bbl		3 00
Sturgeon, per lb	0 12	0 18
Sea salmon		0 16
Mackerel, each		0 13

CALIFORNIA

Apricots,
Peaches,
Plums,
Cherries.

Large stock of **Bananas, Pineapples, Oranges** and **Local Fruits** for **the 1st July, Holiday.**

Toronto Fruit Market opens Monday. Direct telephone connection.

WHITE & CO., Limited

Phone Main 6565 **TORONTO, CAN.**

That's Why

You don't find "this" box of St. Nicholas "**Fine**" and "that" box "**Punk**"—they're all "**Fine**"—"that's why" "St. Nicholas" brand is the acknowledged lemon "Standard" in Canada.

It's Persistent Consistency that Counts

W. B. Stringer & Co., Sole Agents, Toronto

FANCY RIPE

Pineapples, all sizes
Bananas, fat fruit

LOWER PRICES THIS WEEK
also
FLORIDA TOMATOES, Fine Quality
CAROLINA STRAWBERRIES, quart boxes

Send us your orders

HUGH WALKER & SON
GUELPH, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

FOR SALE

FOR SALE—Two-horse peddling wagon, used one year, built for general store stock. Box 303, CANADIAN GROCER. (25)

FOR SALE—Grocery business in Cobalt, for cash. Cash turnover $60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont. (27)

ONE GENERAL STORE, consisting of dry goods, groceries, glassware, china, flour and feed, &c., hardware, hay and oats. Stock worth about $3,000. Size of building, 20 ft. by 48; lean-to building, 16 by 20; 6 rooms upstairs over store. Buildings worth between five and six hundred dollars if sold with stock. If buildings are sold separate the cost will be a little extra for buildings and situation. 1 cook stove, 1 coal stove, 1 box and 1 parlor stove. Size of lots, 40 ft. by 150, on Main Street in Tomstown. Three lots and a storehouse 24 by 30 ft. and 2 stables. Post office in connection. Apply Mrs. J. Clark, Tomstown, Ontario.

A BUSINESS FOR SALE in a prosperous town of about 2000 population; two railroads as convenience, one being direct to the Northwest. The town is about 60 miles north of Toronto. The best reasons for selling out. Yearly sales $9000 to $10,000 on a $2,500 stock. All further particulars on application. Address P. O. Box 288, Alliston, Ont. (28)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TO LET.

TO LET—In town of Walkerton, the most up-to-date grocery stand for best family trade. Splendid opening for first class grocer. Address, Box 201. (25)

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf8)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

AN EXCEPTIONAL good opportunity for firms desiring to have their small iron and wooden wares manufactured in Canada. Have factory already started manufacturing patented store fixtures for the retail grocer. Have first class references as to ability and responsibility. Will undertake the manufacture and selling of any article of merit. Box 200, CANADIAN GROCER, Toronto. (25)

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

SITUATIONS WANTED.

UP-TO-DATE GROCER, good salesman, desires a change. First class references. Apply Box 198, GROCER. (25)

WANTED—Young man; well educated; five years experience in the grocery business, desires position as travelling representative with wholesale grocery, coffee or tea house; best of references as to character and ability. Address communications P.O. Box 188, Halifax, N.S.

LOBSTERS GROWING SCARCER.

A correspondent of the Fishing Gazette on the coast of Maine says "that notwithstanding the statistics of production the men in the business know that lobsters are growing scarcer each year. The statistics of the annual catch do not reveal all the facts. Thirty years ago lobster fishing on the Maine coast was confined to the inside grounds, or from three to five miles from shore. Then only rowboats and sailboats were used and no man could tend more than forty pots. For a pot not only must be lifted each day to see if it contains lobsters, but it must be moved around constantly to find the places where lobsters are plentiful. To-day, with gasoline boats, the outer field is used more than the inner field. Some catchers go out as far as fifteen miles and fish in thirty-five fathoms of water. Moreover, a man will tend one hundred pots, owing to the rapid movements of the gasoline boat. Thus the volume of lobsters is kept up by improved methods and increased labor, so the statistics of the annual catch are not proof that the supply is not becoming exhausted."

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1856

Ingersoll - Ontario

California Fruits **Watermelons**

THE DAWSON COMMISSION CO., TORONTO

In daily demand

Sardines

are an almost daily requirement these warm days when the June breezes invite to picnics and outings. Nothing is more enjoyable than a lunch of

"King Oscar" brand
Norwegian Sardines

There is a distinct and appetizing flavor about Norwegian Sardines that has made them preferred to French pack by connoisseurs. Try them.

ASK YOUR JOBBER FOR THEM OR WRITE

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

Rowat's

The name Rowat's associated with

Olives
and
Pickles

has been a guide to every Canadian grocer and consumer. The care that is exercised in the preparation of these goods assures perfect cleanliness, purity, and selling qualities.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Brunswick Brand Unequalled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

Sardines, Clams, Scallops, Herring in Tomato Sauce, Finnan Haddies and Kippered Herring

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

Connors Bros., Limited
Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE:
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday,
at 2 p.m.
Also every morning at eight o'clock during berry season.

FACTS ABOUT GROCERIES

Useful Information for Grocers and Clerks Regarding the Goods They Sell—Something About Cotton Seed Oil and Its Products.

A thousand things pleasing, useful, meritorious and highly prized in the mechanics and arts have within the past thirty years emanated from the frowsy cotton seed, at one time considered practically useless by the cotton growers in the Sunny South. Step by step have these things been attained. Days and months have the chemists toiled to reach the goal of success. Millions of dollars were expended to extract the virtues that were known to exist in the little brown embryo that ignorance wasted and continued blindly wasting until science intervened and turned the river of waste into a sea of gold.

Columbus found cotton in use by the natives when he touched America's shores in 1492. Cortez mentions it as being rudely manufactured into cloth by the Mexican Indians.

The snow-white bolls were found growing wild in Texas and the lower Mississippi Valley as early as 1536. Virginia colonists cultivated it as long ago as 1621. No one dreamed then that it would be a world commodity—no one thought of the value of the seed.

Contrasting the wastefulness of those days with the economies of the present, and the various uses to which the seed and its component parts are put, is the purpose of this article.

The enormity of the sum that is now obtained from a material that thirty years ago was deemed of small consequence, is scarcely comprehensible. Some idea of this can be gained from the fact that one company alone, with a chain of factories in various States, exports annually cotton seed oil and its products to the value of $50,000,000.

From the cotton seed come compound lard, cooking oil, salad oil and soap oil, chemically pure, nourishing and healthful.

The lard is recognized as a mixture of cotton oil and beef stearine, and produces a vegetable product that is unequalled.

Having the indorsement of leading physicians, the cooking oil, which is made strictly without smell or taste, ranks high for the use of persons suffering from indigestion or weak stomachs.

Prior to the enactment of the United States Pure Food Law cotton seed oil was exported in large quantities and returned to America as olive oil, having had 20 per cent. of olive oil mixed with it, and then sold at the price of pure olive oil. The profit to the adulterators on the other side was enormous, as the cotton oil sold for 46 cents a gallon, as against $2 a gallon for olive oil.

Pure cotton seed oil, as obtainable today under the protection of the Pure Food Act, is preferred for salad purposes to olive oil, it being readily assimilated and of lasting benefit to weak stomachs.

Stearine, which comes from the pressing of salad oil under ice, is a natural butter by its consistency and taste. Nearly all of this is sold in Holland to manufacturers of butterine, who ship it to England, where it has a large sale.

Toilet soaps of the highest grade, the use of which imparts to the flesh the softness and smoothness of the babe's cheek, are made of oil from the seed that was thirty years ago looked upon as worthless.

Cotton seed meal with its agreeable nutty flavor, is, from the agriculturist's point of view, the most important, because it has proved the best food for live stock. It enriches the product of the dairy and imparts to the cattle the smooth, sleek, glossy hide so highly prized by dairymen who take pride in the appearance of their stock.

Thousands of tons of cotton seed meal are used annually by tobacco growers and planters in the Connecticut Valley, New England States, Pennsylvania, Virginia and wherever the prized weed is cultivated.

A fine, light-colored leaf that commands the highest price results from the use of the cotton seed meal, and the most successful tobacco growers sow prime cotton seed meal on their land broadcast immediately after ploughing. —New York World.

P. T. Strong, of the Dominion Molasses Co., Halifax, was in Toronto a couple of days last week on a business trip.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
A perfect article. Sell it
Insist upon having McDougall's.
D. McDOUGALL & CO., Glasgow, Scot.

Display a Few Boxes of the
5c. CHAMPLAIN CIGAR 5c.
and watch your sales jump.
The cigar is right. Your profit is right.
The Tercentenary is working for your benefi
JOS. COTE, QUEBEC
Importer
Established 1887

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

WILSON'S FLY PADS

Are fast sellers during the summer months, and pay the retailer from 66 per cent. to 90 per cent., according to the quantity purchased.

ADVERTISED THROUGHOUT CANADA

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Royal Sport and Hogen Mogen

suggest to the fastidious smoker the cigars which are always uniformly excellent. He knows he can depend upon them. That is why it will pay you to stock them.

WE WILL BE PLEASED TO QUOTE PRICES.

The Sherbrooke Cigar Co., Sherbrooke, Que.

It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

WALKER BIN FIXTURES

The manager of a large Western Departmental Store shown above writes:—

"They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them .... We consider the money put into them a splendid investment."

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man. Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

IF DROPPING WATER

Wears away the hardest stone, what are the petty, annoying details of your business doing to you?

ALLISON Coupon Books

eliminate nine-tenths of the cases of friction between you and your customers by removing the cause.

THE PLAN

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere. Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL

Canada

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

BEFORE YOU BUY A COMPUTING SCALE

NO. 70 MODEL

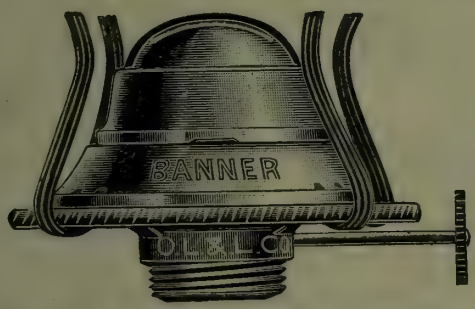
Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

HAVE YOU BOUGHT YOUR AWNING?

The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" *Electrically Driven* Coffee Mill

will save your clerk's time, your customers' time, and advertise your store. Write for catalog describing our various Electric Mills with capacities for granulating from 4 oz. to 9 lbs. of coffee per minute.

The illustration shows our double mill, No. 08712 with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other: at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ h.p. motor for direct current, or ½ h.p. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Self-Measuring Oil Tank, but rather how much it is now costing you to be without one.

You have lost enough money to pay for a Bowser many times over. Write for Catalog B, which tells you why you have lost money and how to stop it.

S. F. BOWSER & CO., Limited

66-68 FRASER AVE. - - TORONTO, ONT.

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

CUT 1—Cellar Tank

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357. Toronto

GET THE RIGHT FITTINGS

at the right price. Let me quote you on Store Fixtures, Counters, etc., specially designed and made to your order! Write or phone, now.

J. HOWELL JAMES

333 Lippincott Street, TORONTO

PHONE COLLEGE 2880

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column; 2 cents per word first insertion, 1 cent per word each subsequent insertion.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 19, 1908

Baking Powder.

W. H. GILLARD & CO

Diamond—

1 lb tins, 2 doz. in case	$2 00
½ lb tins, 3 " "	1 25
¼ lb tins 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-do	12-oz	3 40
½-doz	2½lb	10 50
½-doz	5lb	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz
Royal—Dime	$ 0 95
" ½ lb.	4
" 6 oz.	1 90
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	2 35

Barrels—When packed in barrels one per cent. discount will be allowed

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 95
" ½ lb.	1 35
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 0
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

COCOA

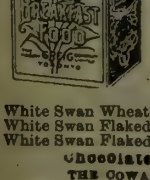
Wheat OS, ½-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19

"Pickaninney" Buck Wheat Flour

doz.	1 00
Pancake Flour, "	1 00
Pastry Flour, "	1 00



THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crispe, per doz., $1
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and C...

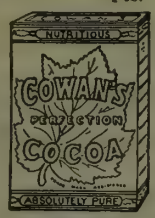
THE COWAN CO., LIMITED

Cocoa—

Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ½-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes per lb	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb	$ 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb	0 33
Vanilla wafers, " "	0 35
" nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Mott's Breakfast Cocoa, for cooking, doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

	Pails.	Tins.	Bbls.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases			Per lb.
1 lb. packages			0 26
lb "			0 27
lb. "			0 28
1 and ½ b. packages assorted			0 26½
½ and ½ b. " "			0 27½
½ lb. packages assorted in 5 lb. boxes			0 28
½ lb. " "			0 29
½ lb. " in 5, 10, 15 lb. cases			0 30
Bulk—			
In 15 boxes.	15 lb. pails	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 15	
Desiccated	0 16	0 14	

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 25	1 35
"Challenge" brand (4 doz)	4 30	1 10
Evaporated Cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

Mocca	$0 32
Damascus	0 28½
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 1 doz, per doz	1 75
10 " " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins	30c. lb.
Mo-Ja, 1-lb. tins	28c. lb.
Mo-Ja, 2-lb. tins	28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $3.0 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box,	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

Books upon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 3½
500 books to 1,000 books	3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
3 " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

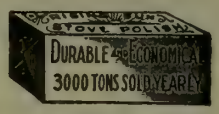
Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

A Customer Pleased

RISING SUN STOVE POLISH IN CAKES



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SUN PASTE STOVE POLISH IN TINS

means a friend for the grocer. It is just as true that the sale of inferior goods in the long run loses friends for the grocer. Then why take chances of losing trade by passing out cheap and inferior stove polishes when the best stove polishes may be sold you at a good profit and help make friends for you every day.

That is a good reason for urging the sale of our very popular RISING SUN Stove Polish in Cakes and SUN PASTE in Tins. Every package is right when you sell it and makes friends for you and for us day in and day out. Just what you want to push. We know you think so.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

...FOR...

Picnics, Camping, Yachting

ETC.

BATGER'S

LIME JUICE CORDIAL

IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED
Montreal and Toronto

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 3 and 2 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

MacLaren Imperial Cheese Co. Limited
GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb . 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars '	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " .	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of 6 doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....per doz.	$1 40	
"	½-lb. tins ..... "	2 50	
	1-lb. tins ..... "	5 00	
Durham	4-lb. jar.....per jar.	0 75	
"	1-lb. jar..... "	0 25	
F. D	½-lb. tins .....per doz.	0 85	
	1-lb. tins..... "	1 45	

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.
½-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

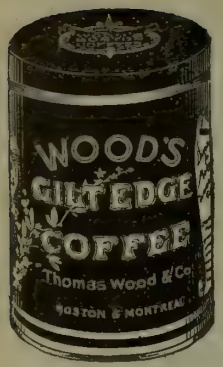
COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 80 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " }		2 75
	{ 60 ½-lb. " }	
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases.....		2 75

"ROOM AT THE TOP"



ESTABLISHED 1879

An excellent motto for every professional or business man.

Innumerable by-paths promise temporary advantage, but they lead nowhere, except perhaps to disaster.

There was a place "at the top" for

WOOD'S COFFEES

and they stay there, because they have not deviated from the path of Purity and Uniformity in all the changes of Coffee production since the first step of their progress.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	18 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No 1 White or blue, 1-lb carton	8
No. 1 " " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel...per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

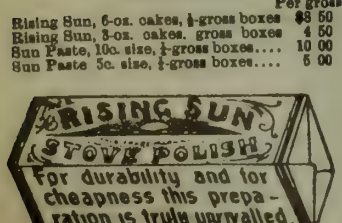
Laundry Starches—	
Canada Laundry, boxes of 40-1b.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 [illegible]
Barrels, 200 lb.	0 07½
Kegs 100 lb.	0 [illegible]
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 6 in case	0 08
6-lb. enameled tin canisters, 6 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs. per ca	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03¾	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lbs	1 25	each
3 " " 38½ lbs	1 75	"

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	per lb.
Kegs, 150 lbs	0 03½	"
2-gal. pails 25 lb	1 25	each
" " 38½ lbs	1 75	"
2-lb. tins, 24 in case, per case	2 40	
5-lb. " 12 " "	2 75	
10-lb. " 6 " "	2 65	
20-lb " 3 " "	2 60	

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1s	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 [illegible]

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs	0 25	
Princess Louise, hf c, 80 lbs	0 19	
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs	0 18	
Duchess, cases 60 lbs	0 19	

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs, ½s	0 30	0 40
" " ¼s		0 32
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

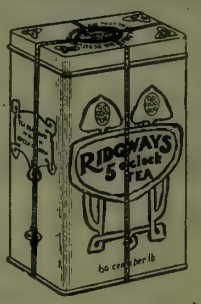
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb. " "	0 21	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label. " 60c	0 42	
Gold Label. " 80c	0 55	

RIDGWAY'S.

Ceylon. London. Vancouver.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s. and 12s.	$0 46
" Amber, 8s and [illegible]	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 44
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 42
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S BAKING SODA

The Canadian housekeeper is wise—

Her demand for

"COW BRAND" BAKING SODA

is based solely upon the fact that her experience with all kinds and brands of baking soda has taught her that purity, strength and uniform quality are the characteristics of "COW BRAND."

The grocer selling "COW BRAND" BAKING SODA sells the Best.

Church & Dwight

MANUFACTURERS

MONTREAL

THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect **all** the items of information appearing in Canadian newspapers about any subject **you** are interested in. Our service is thorough. We don't miss an item. If you want **all the current information** about a pet subject, we can supply it at the lowest cost. By using our service you can **keep posted** on any subject.

Write for our free booklet.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL

10 Front St. East, TORONTO.

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

SALT nothing but **SALT**

Best brands, Best stocks,

Best attention and prompt shipments,

Prices as favorable as any

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have a few spot goods to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's Heavy Syrup
Squash 3's	
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "

Lawton Berries (light syrup) 2's

J. H. WETHEY, LIMITED

ST. CATHARINES, CANADA

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
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Etc.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. WINNIPEG, MAN.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JUNE 26, 1908. NO. 26.

It requires only **one** sale to convince the housekeeper that

KEEN'S OXFORD BLUE

is the safest for her to use in the laundry.

This makes **Keen's Oxford Blue** a profitable line for you to stock.

FOR SALE BY EVERY JOBBER

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal**

Unless good materials are used by the house-keeper in doing her laundry work she will have poor results—

Edwardsburg "Silver Gloss" Starch

is made from the best corn, the manner of its preparation eliminates all chance of linen turning yellow,—a frequent complaint of other starches—

You want the **Best—Sell Edwardsburg "Silver Gloss" Starch**

Every Jobber carries it in stock.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

UPTON'S

PURE

Orange Marmalade

The tonic quality in good Orange Marmalade is recognized by the best medical authorities.

"It's Pure, That's Sure"

"It's Pure, That's Sure"

Upton's Guaranteed Pure Orange Marmalade

12-oz. glass jars, 2 dozen in case, $1.00 per dozen
16-oz. glass jars, 2 dozen in case, $1.40 per dozen
Pint sealers, 1 doz. in case, $2.00 per dozen
2-lb. tins, 2 dozen in case, 7¼c. per pound.
5-lb. tin pails, 8 pails in crate, 7c. per pound
7-lb. tin pails, 9 pails in crate, 7c. per pound
7-lb. wood pails, 6 pails in crate, 7c. per pound
30-lb. wood pails, 6¾c. per pound

Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

Order through your wholesaler and have goods shipped fresh from our factory.

The T. Upton Company, Limited

Hamilton, - Ontario

As Nourishing as Beefsteak

at ½ the cost!!

The nutritive elements contained in certain fish are well known to all professional men but not so well to the general public.

"Thistle" Brand Finnan Haddie

contain the maximum amount of nutrition in Fish, are most readily digested and assimilated and a tin of genuine **"Thistle"** Fish contains one full pound of eatable fish without skin or bone. A tin of Thistle fish at 15c. is cheaper than a dried up cured Haddie at half the price and goes farther and is far more digestible.

NEW PACK are now in the hands of the Trade. **All lined tins. Warranted genuine Haddock.**

Arthur P. Tippet & Co., Sole Agents

MONTREAL and TORONTO

Note—**Beware** of Fish packed to sell at **10c.!** **Genuine Haddock** cannot be sold at the money.

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Manufacturers' and General Commission Agents for
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Agencies Solicited
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WAREHOUSEMEN
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FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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Fish, Oils, Beans, Peas and Produce.
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Representing Morris & Co. Chicago, Pork and Lard.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Phone Bell Main 3938.
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Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE. 322 Notre Dame St E.
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ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
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Address
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G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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Manufacturers' Agents
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WAREHOUSEMEN
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Open for a few more first-class lines

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Medium and Seed
Quotations on Application
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W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

ON THE SPOT
Valencia Raisins
White Beans
LOWEST PRICES
W. H. MILLMAN & SONS
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

(Continued on page 4.)

A word to the wise is—

"Don't place your order for 1908 pack

Canned Goods—

before seeing our travellers"

We have the best proposition on the market.

EBY-BLAIN, LIMITED

Wholesale Grocers - - TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins		Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

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CARMAN, ESCOTT CO.
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GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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Commission Brokers and Manufacturers' Agents
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Correspondence Solicited

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THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
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WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
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Correspondence Solicited

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Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

A PROSPEROUS APPEARANCE
calls for good fixtures, counters, show cases, etc. Let me design and make them to your order! My prices and work will certainly suit you. Write or phone to me.
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CANNING MACHINERY CO.,
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Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
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When writing advertisers kindly mention having seen the advertisement in this paper.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

More About Peas

Some people imagine that Canadian packed Peas are not as good as peas from France. There was never a greater fallacy. French Peas are largely packed from seed grown in Canada. If you will compare the Canadian with the French pack Peas you will notice that the flavor of the imported Peas is killed by the use of green coloring.

A prominent grocer said that he never ate any Peas but the imported. He was asked if he had ever compared the French with the Canadian Peas. He confessed that he never had. A tin of very ordinary Canadian Standard Peas two or three years old was then opened against a tin of French Peas. The French Peas had the Canadian Peas beaten for color, but for flavor the Canadian pack Peas were much superior, and had a flavor that was entirely lacking in the French Peas. In fact the French Peas were quite unpalatable.

The Canadian Canners' Canned Peas are the **finest in the world.** They have the field to themselves as regards **quality.**

Talk Quality in Peas, and educate your customers to buy the better grades. Show them wherein the difference lies. It will pay you well.

The difference in cost is slight, and you can obtain a much larger profit on the better grades.

Try it for **one** week. Talk **Canadian Canners' Sweet Wrinkle Peas at every opportunity,** and note the results.

BRANDS : "Canada First," "Little Chief," "Lynnvalley," "Maple Leaf," "Auto," "Log Cabin," "Kent," "Lyon," "Thistle," "Grand River," "Horseshoe," "White Rose," etc.

NOW-A-DAYS—
It's Purity That Counts!

Which is a very sound reason why you should handle

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables
The Purest of the Pure

The wise grocer doesn't accept a mere statement, but verifies it by comparison. Just compare the contents of an Old Homestead can with a can of any other Brand and you will be confronted with indisputable evidence of Old Homestead superiority.

All the best jobbers handle
OLD HOMESTEAD

The Old Homestead Canning Co.

Picton, Ontario

Poor tea at low prices may win temporary sales

but

Good tea at fair prices makes permanent customers

THE QUALITY IS REMEMBERED AFTER THE COST HAS BEEN FORGOTTEN

The customer who comes back to your store is one of the strongest factors of success in your business. To have had a steadily increasing patronage for sixteen years of thousands of satisfied customers is the record of

"SALADA"

Moral:--To get and hold trade sell "SALADA"

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

Purnell & Panter, Ltd. Bristol,

E. McMichael, - - - St. John, N.B.
H. Haszard, - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, - Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
Bickle & Greening, - Hamilton, Ont.
Carman Escott Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

Many Dollars a Week

are lost by grocers, through disputed items in the statements. By using our simple

"DUPLEX"
COUNTER CHECK BOOK

you can prove your case and get your money every time. No friction, no loss, when our "Duplex" is used.

A POST CARD WILL BRING FULL PARTICULARS.

The Carter-Crume Company Limited,
Toronto, Ontario

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

Wiseman-Ashley Co.,

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

National Licorice Co.

Brooklyn, N.Y.

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Wiseman-Ashley Company.
St. John Sales Agent—
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Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis, - -	Quebec	Carman Escott Co., -	Winnipeg.
C. DeCarteret, - -	Kingston.	R. G. Bedlington & Co., -	Calgary
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Geo. Musson & Co., -	Toronto.	Wilson & McIntosh, -	Vancouver
J. W. Bickle & Greening, -	Hamilton.	C. Leonard Grant, -	P. E. Island
G. H. Gillespie, - -	London		

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited
Montreal and Toronto.

Brand New Goods from a Brand New Plant

THE NIAGARA FALLS CANNING COMPANY LIMITED has just commenced packing fruit in the most sanitary and best equipped plant in Ontario. A processor who is admittedly the best in New York State has also been secured.

New pack strawberries will be ready to offer the trade by June 20th.

ALL GOODS PACKED IN SANITARY ENAMEL-LINED CANS

This in itself is a strong assurance of excellence and purity.

The Niagara Falls Canning Company Limited

NIAGARA FALLS, ONT.

G. P. Boulter, Pres. F. H. Boulter, Gen. Manager
S. E. Boulter, Sec.-Treas.

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

If we could show you

just how and where our vinegar is made, you'd understand why it has won such distinction on both British and Canadian markets.

The best can't be beaten and our

Pure Malt Vinegar

is par excellence the finest product offered. Submitted to any test, domestic, commercial or chemical, it still makes good and retains its high standard. Order now from nearest wholesaler or agent.

AGENTS;

Messrs. Martin & Robertson, Vancouver and Victoria, B.C
" C. & J. Jones, Winnipeg.
" G. Stanway & Co., Toronto.
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White, Cottell & Co.,
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LEA'S

The Pickle with the Home-made Flavor

Remember we positively guarantee all of our Goods. If you have any complaint to make, write us. We will adjust all complaints to your satisfaction. : : : : :

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

WHITE SWAN
PREPARED
COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our ***White Swan*** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

Brooke Bond's Tea.

—o—

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame & Victoria Streets

WINNIPEG, MANITOBA.

—o—

This Packet Tea is sold by 30,000 Agents in Great Britain; 2,000,000 people drink it daily.

This fact is the best proof of its value.

Write for particulars to the address above.

Orsi?

Shirriff's Flavoring Extracts

Lead all others in Strength and Purity; and are away ahead of them all in volume of sales.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

About 3ft. Long

The man who first tried to catch a fly, did it without

Brown's "Fly Coil"

and the fly got away. That's why we are bothered with millions of them to day. BROWN'S "FLY COIL" is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it, and it will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade

To be obtained from

The National Drug & Chemical Co. of Canada, Ltd. Montreal

The Wingate Chemical Co., Notre Dame St., Montreal

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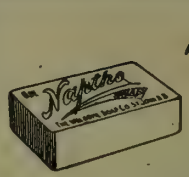
The Brown Manufacturing Co., Ltd. Bury, Eng.



Naptho SOAP

MADE IN CANADA

R U

Selling

NAPTHO SOAP?

If not, it will increase your trade to carry it.

For Quality
Appearance
Price

Naptho is the Best

The Welcome Soap Co.
Limited

St John, - N.B.

JAPAN TEAS

Samples of New Teas at 22c. and over are now on hand, and we will be glad to submit same to Canadian Jobbers.

S. T. NISHIMURA & CO., Sole Agents, - **55 St. Francois Xavier Street, Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

Here Is A Fact—Note It!

A rigid test made by impartial government analysts from samples bought here and there, resulted in the verdict that

E. D. S. Brand Jams and Jellies

are the purest sold in Canada

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

ESTABLISHED 1840.

A High-class trade can only be retained by selling a high-grade article.

NELSON'S

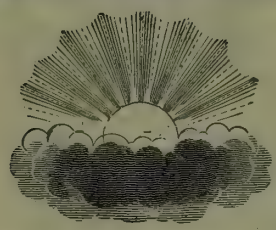
"PANSY BROOM"

will satisfy your most exacting customer.

H. W. NELSON & CO.

LIMITED

TORONTO



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

We have a special offer on

Strawberry Jam, 1 lb. glass

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

How About Soup?

You cannot get anything better than

"CONNOISSEUR" and "GLENCAIRN" Brands

Real Turtle
Mock Turtle
Ox Tail
Tomato
Julienne
Macaroni
Game

20 others

Cock-a-leekie
Hotch Potch
Mulligatawny
Kidney
Chicken Broth
Vermicelli
Giblet

20 others

FINEST QUALITY

Put up in glass and tin

Cunningham & De Fourier Co., Ltd.

LONDON, ENG.

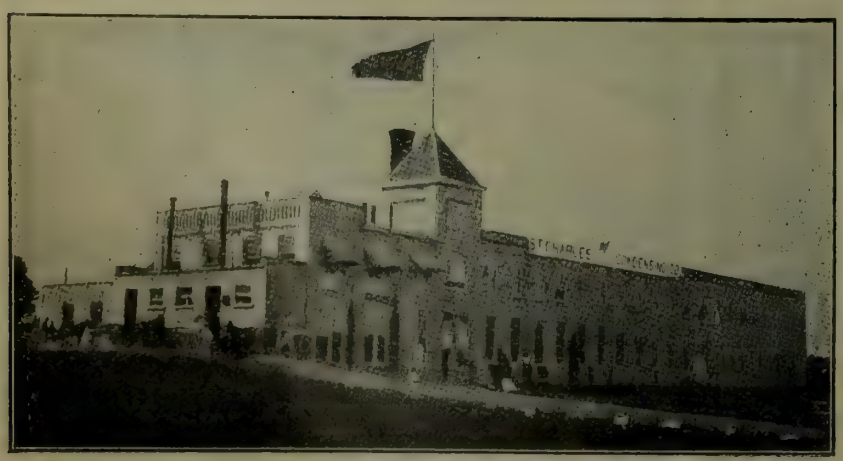
Agents in Canada:
ROSE & LAFLAMME, LIMITED, Montreal

ASK US FOR

BUTTER TUBS
BROOMS
FRUIT JARS
JAR RINGS
PAPER BAGS
TWINES
WRAPPING
PAPERS

WALTER WOODS & CO.

HAMILTON and WINNIPEG



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

"Tilbury Brand"

means the Very Best in Canned Fruits and Vegetables

One of the best-equipped factories on the Continent

AGENTS
C. E. JARVIS & CO., Vancouver, B.C.
RYAN BROS., Winnipeg, Man.
GREEN & CO., Toronto, Ont.
SNOWDEN & EBBITT, Montreal, Que.
W. S. CLAWSON & CO., St. John, N.B.

See samples and get prices before placing your order.

The Tilbury Canning Company, Limited. Tilbury, Ont.

Everybody drinks in hot weather.
Satisfy their thirst with

LYTLE'S LIME FRUIT JUICE

and you will have given your customers a satisfying drink.

Grocers should keep well stocked at this season with Lytle's Lime Fruit Juice and also Raspberry vinegar.

Order direct or through your jobber.

THE T. A. LYTLE CO. LTD
Sterling Road, Toronto, Canada

As Well Known As Any Staple

MATHIEU'S NERVINE POWDERS

have been a household remedy for 10 years or more. They are as well known, and in one way or another in as constant demand as any staple. Their sales this year are larger than ever. Look over your stock and send us your order.

No need to tell you that the demand for Mathieu's Syrup of Tar and Cod Liver Oil doesn't cease with winter.

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

NICHOLSON

D H BAIN

CODES
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON, WINNIPEG.
CALGARY,
EDMONTON

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

When You are Selling

CEYLON TEA

It is Absolutely Necessary that You Should Lay Particular Stress on the Fact That it

Must Be Judged By Cup Quality

And You Should Show Customers

How To Prepare It

So as to Fairly Test This

The Tea's appearance won't especially commend it; nor will a poorly made infusion.

CORKS AND CAPSULES

Manufacturers, much depends upon the quality of the corks you use. If they are of poor quality and break when pulled the customer is apt to form a poor opinion of your product. By ordering only EWING'S CORKS and CAPSULES you are assured of having the best on the market.

WRITE FOR PRICES

S. H. EWING & SONS MONTREAL and TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Cures Varicose Veins, Varicocele Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency
313 New York Life Building - MONTREAL

CANNED GOODS for Fall

HAVE MADE OUR PRICES AT ROCK BOTTOM COST.
Our Travellers have prices. Book without delay!

Tartan

BRAND

SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars Phone 596. Free to buyers.
Preference given to all orders booked prior to 30th June

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Purity Is Assured

If you stock only maple syrup put up in packages like those illustrated. They contain

Pride of Canada

Maple Syrup and that is the purest and truest offered the trade to-day.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

Your Vinegar Trade is Important to You

Your customers demand the best for table use and pickling purposes.

Imperial White Wine Vinegar

HAS NO EQUAL

Order now for later requirements, and make sure of the best.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The Canada Sugar Refining Co., Limited

MONTREAL

QUAKER SALMON

TRADE MARK

M

SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the Pacific Coast. The yield will be small this year without a doubt.

To ensure your customers securing salmon that will be absolutely first class, order **Quaker Brand.** Highest grade Sockeye Salmon from Frazer and Skeena Rivers. The package is the finest on the Canadian market.

OUR PRICES:

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

ORDER AT ONCE

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

We are now booking orders for New Season's

Balmoral Rgd.

Jams and Jellies

Write for full particulars and prices

J. W. WINDSOR

MONTREAL

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - - 75 Front Street East, TORONTO

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY—EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS

Dirty Canvas Shoes!

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S ELITE
BOX CALF
VICI KID AND ALL KINDS IN FINE BLACK DRY LEATHERS

"BABY ELITE" Combination

10c. size per gross .

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. **Largest quantity; finest quality.** Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES. **WHITTEMORE BROS. & CO.,** 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

VINEGAR

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

ENGLAND'S MOST POPULAR SAUCE

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H. P. Canadian Advertising is creating a demand for YOU to supply.

The name H.P. signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd , Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep **SWEET, CLEAR** and **SPARKLING** in any climate,

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED

BRIDGETOWN, - NOVA SCOTIA

I AM ABLE TO QUOTE

very sharp c i.f. prices on

Med and Seed Prl and Flake Taploca

For prompt and future shipment.
The market is in your favor ; BUY NOW.

ANDREW WATSON
91 Place d'Youville
Tel. Main 4409 **Montreal**

CAPSTAN Brand
High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

Lacquer-Lined or Inside-Enamelled Cans

for strongly acid or highly colored fruits.

Standard cans, coated on the inside with a neutral vegetable lacquer baked on at high heats, which can be used in the packing house without change of machines.

Order now against the berry season.

THE

Norton Manufacturing Co.

HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.

NIAGARA FALLS, - ONTARIO

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

There's one thing certain about the selling of Condensed Milk and that is, it has to be **PERFECTLY PURE** and like fresh cow's milk—

Borden's Brands

"Eagle Brand" Condensed Milk and
"Peerless Brand" Evaporated Cream are perfect Milk—

(Unsweetened)

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. *Shallcross, Macauley & Co., Vancouver and Victoria, B.C.*

In The Matter Of Canned Goods

it will pay you to pin your faith to

RIVERDALE BRAND

the brand which never varies in high quality. Buy Riverdale Brand and your shelves won't be lumbered up with unsalable goods.

The Lakeside Canning Co., Ltd. - Wellington, Ont.

NATION'S

SIMPLY DELICIOUS

In Packets and 4-oz., 8-oz. & 16-oz. Tins.

Agents: ***GREEN & CO.,*** *25 Front St., E. Toronto*
CARMAN-ESCOTT CO., *141 Bannatyne St. WINNIPEG*
Manufactory—BRISTOL - ENGLAND

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

A Bright Magazine

IS AN EXCELLENT COMPANION

On a holiday trip, a journey to a summer resort, or while spending a few days at some delightful retreat, you can not add to your enjoyment more easily than by taking along with you a copy of the

JULY NUMBER OF BUSY MAN'S

¶ It is the leading periodical and its contents are always bright, racy and instructive.

¶ In the July issue, now out, the following conveys some conception of the splendid things in store for the reader.

Business and Industries.

The Message of the Flour Barrel.
The Advantages of Branch Banks.
Some Settlers Canada Can Do Without.
What Profit Sharing Has Done.
The German in Canada.
Courtesy as an Element in Business.

Entertaining Short Stories.

A Marriage by Capture.
Just Escaped and No More.
The Way of Musette.
My Supreme Devotion to Silence.

Political and Commercial Affairs.

Training Boys for Colonial Life.
A Leader Who Stands for High Ideals.
How His Dream Was Realized.
Has Served Under Four Premiers.
Stand for Something.

Science and Invention.

What Will the World Do When the Coal is Gone?
The Waste of Daylight.

Ask for Busy Man's, "the Magazine with the red cover."

¶ On Sale at all news - stands.

20c. a copy
$2.00 per year

The Busy Man's Magazine
10 Front St. E.,
TORONTO, - ONT.

Articles for the Workers.

Some Delights of Camping Out.
Worth While to Win in the Game.
The Girl That is Down.
Why Some Men Become Bosses.
As the Working Girl Sees It.
Have Women Less Conscience Than Men?

Travel and Description.

Irrigation in the World's Pantry.
The Greatness of Our Common Heritage.
In the Baby's Ward of the Hospital.
The Biggest News Scoop in Canada.

Other Bright Features.

Some Fashions for Busy Men.
Contents of the July Magazines.
Improvements in Office Devices.
Some Rather Unusual Events.
Humor in the Magazines.
Busy Man's Book Shelf.
Some Men Who Are in the Public Eye.

Leading Grocers Cutting Out 25c. Tea

After experimenting with bulk and package teas that LOOKED all right to sell for 25c. and which they THOUGHT would suit their customers just as well, several leading grocers that we know of have decided to cut out 25c. tea. These grocers were shrewd enough to notice that they were not selling as much tea as they formerly were, which is the only true test, as

Your Customers don't have to tell you if they don't like your tea, it's easier to try another store.

Because you have sold a 25c. tea for years is no reason why you should continue to do so now when tea at this price has advanced over 5c. per lb. A number of grocers have written me and told my travellers they were surprised that their customers accepted the change so readily, which proves **it's easier to cut out 25c. tea than you think it is.**

Why not start right now and sell good teas that you know will make satisfied customers ?

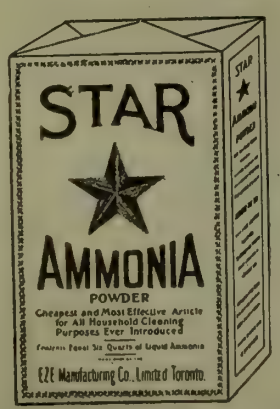
Red Rose Tea in Package and Estabrook's Blended Tea in Bulk

will please your customers ; and remember, you don't have to try to find a match for each order, as these teas are guaranteed absolutely uniform in quality all the year round.

Write to-day for an order or further particulars.

Branches :— TORONTO, 3 Wellington E.
WINNIPEG, 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto.

Star Ammonia softens the hardest water it washes perfectly everything washable. A delight to the housewife.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Triangle Canned Goods

We advise placing orders for fall now.

Our travellers have full particulars of prices and terms on the entire range.

If they don't call, write or wire us.

Triangle Goods will, as always, be unsurpassed in quality by any brand on the market.

Our labels are bright, attractive and assist in selling the goods.

Every tin guaranteed.

James Turner & Co., Limited

Hamilton, Ontario

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Canada Wholesale Grocers' Exchange

Report of the Proceedings of the Annual Meeting Held in Quebec on Wednesday and Thursday, June 17 and 18—The "Guild" is no more and Organization Rejoices in New Name—Visitors Royally Entertained by Quebec Members of Trade—Next Meeting at Winnipeg or Victoria—Some of the Addresses.

In quaint old Quebec, the scene of many an historic meeting between the white man and the red, where the pipe of peace has been smoked in token of good fellowship between the aborigines and the early settlers, the newly-christened Canada Wholesale Grocers' Exchange held its annual meeting on Wednesday and Thursday, June 17 and 18.

It was fitting that in this year of Quebec's jubilee, when the eyes of Canadians, Englishmen and the people of the United States are directed towards the historic spot where Wolfe and Montcalm blended their hearts' blood in a struggle for the cause of their respective sovereigns, and in their heroic deaths laid the foundation of an empire whose political, religious and commercial unification on lines of justice and equity is the marvel of the world, that the commercial interests of such a large branch of trade as the grocery field should be deliberated upon. And so the wise men of the Maritime Provinces joined hands across the continent, and with their intermediate friends in Quebec, Ontario, Manitoba, Calgary and Alberta, met in friendly discussion on matters of trade vitally interesting not only to themselves, but also to the trade generally. That these annual deliberations are bearing fruit and bettering the conditions of the grocery trade in its entirety from the manufacturer, through the jobber, retailer and consumer, those who have noticed the improved conditions during the past ten or fifteen years must admit. It is an acknowledged impossibility for men in even the same lines of trade to see eye to eye on every question affecting their interests, but it is also a true axiom that only by discussion and comparison of mutual interests can harmony and justice be secured. That the Dominion Wholesale Grocers' Guild or now the Canada Wholesale Grocers' Exchange, has by its annual deliberations and its desire to eliminate certain serious objections to trade that have been detrimental to everyone interested, the manufacturer, jobber, retailer and consumer, been doing good work and the fact that the Retail Merchants' Association of Canada is recognizing the influence of the Canada Grocers' Exchange is evidenced by their harmonious co-operation in vital trade matters, is wortny of recognition by all.

The "Guild" is No More.

The Dominion Wholesale Grocers' Guild is no more, and in its place is the Canada Wholesale Grocers' Exchange. It was a grand meeting, and most successful in every respect. The attendance was splendid, members being present from all parts of Canada, from the Atlantic to the Pacific.

As Percy Wollaston, Jr., Victoria, remarked when he was introduced to H. G. Bauld, Halifax, it was "hands across the continent."

And was there a good time? Never better. Quebecers are magnificent entertainers, and they did everything to make the stay of the visiting wholesalers as pleasant a one as possible. There was not a dull moment from the time the boat left Montreal until it arrived there on its return trip.

At the convention there were thirty-nine wholesale grocers, besides the secretaries of the Canada Wholesale Grocers' Exchange and the Nova Scotia Guild, and several manufacturers and brokers, making the entire attendance about fifty.

The contingent from Victoria, Winnipeg, Hamilton, London, Brantford, Toronto, Kingston, Joliette and Montreal, met in Montreal and went down Tuesday evening on the magnificent R. & O. steamer "Montreal," returning Thursday evening by the "Quebec." Those coming from Halifax, New Glasgow, Fredericton and St. John arrived in Quebec on Tuesday.

Quebec in the Public Eye.

Certainly Quebec is occupying a very prominent place these days. Always before has it been in the minds of the public as a city of historic interest, and a centre where one was always treated in princely fashion, but this year Quebec is discussed every day.

First and greatest of all, the ancient city will hold the wonderful tercentenary celebrations, which will draw people from all over the civilized world, over an hundred thousand. Great preparations are being made, and hundreds of thousands of dollars are being spent in this connection. Then there is the almost assured prospect that Quebec will have the honor of possessing Canada's National Park—the battlefields of the Plains of Abraham.

There is the Laval celebration also, which drew thousands to the city on the occasion of the unveiling of the monument erected in memory of that noble dignitary and historic character, Monsignor Laval.

And last, but not by any means least, has not the city been honored with the presence of half a hundred wholesale grocers, members of the Canada Wholesale Grocers' Exchange, assembled there in annual convention?

But nobody will say that Quebec and those who reside there, do not deserve all they are receiving, however much they may envy them.

An Excellent Programme.

It was an excellent business meeting, the programme drawn up containing most interesting subjects for discussion, such as the desired new Bill of Lading; Settlement of Claims for Loss or Damage of Goods by Railways, and Methods of Handling Goods at Flag Stations. Besides there were a number of most interesting papers read, which dealt in an able manner with matters of vital importance to the grocery trade of the country. These papers are reproduced on the following pages.

It is a toss-up where the next meeting will be. A jaunt to Western Canada is assured, for either Victoria or Winnipeg will be the honored city. Victoria was chosen, with Winnipeg as an alternative, in case it was found impossible to secure a good attendance for a convention in Victoria. Next year's gathering will be some time in June.

L. E. Geoffrion, of L. Chaput, Fils & Cie., Montreal, is the new president, succeeding that able officer, H. C. Beckett, of W. H. Gillard & Co., Hamilton.

The Opening Session.

President Beckett called the meeting to order in the Auditorium, St. John Street, on Wednesday morning at ten o'clock. L. A. Carrier, M.P., the president of the Quebec Province Guild, extended a hearty welcome to the visitors, as follows:

ADDRESS OF WELCOME.

By L. A. Carrier, M.P. for Levis County, of A. Carrier & Fils, Levis.

Mr. President and Members of the Dominion Grocers' Guild of Canada:

As President of the Quebec Guild, I take great pleasure in tendering you today a most hearty welcome. We are happy to have you amongst us, and visiting our quaint, historic old city, when she is looking at her best, and at a season of the year when nature seems to embellish all that makes this favored spot so attractive to the eye and mind with its glorious and tender memories of the past.

Yes, gentlemen, you are now on sacred ground, you are in the city which for three centuries has made the history of this beautiful country, Canada, read as a novel, and from where modern writers of fiction are taking their heroes who have in our past history performed deeds of gallantry and valor.

A Patriotic Aside.

We are meeting to-day, gentlemen, to attend to matters pertaining to the wholesale grocery trade it is true, and in the interest of the Dominion Grocers' Guild we will have two days for discussing the various subjects contained in the excellent programme laid before us. We will discuss our private mutual interests, commercialism, and, I might add, the almighty dollar, but allow me this digression if I introduce some side issue and a little poetry to this meeting. With your permission I will read part of an article which I cut out of the London

Daily Mail of May 25th last, which will confirm my statement that you are here on sacred ground:

"The sword that raged round the feudal walls of Quebec is buried under the stately column of Wolfe and Montcalm—the heroes of Britain and France. Valor gave them a common death; history a common fame; posterity a common monument. The spirit of the Province is enshrined in this noble epitaph and in the flag—white, sewn with fleurs de lys, the emblem of the past, and with maple the emblem of the present. And beneath the Imperial crown the device, "Je me souveins." French-Canadians remember that old Catholic France placed them on the banks of the St. Lawrence. Therefore they speak the Norman tongue and hold the faith of France. They remember, too, that Britain gave them liberty and a share in the Empire. Therefore they are proud to live under her flag. 'Our hearts may be French, but our heads are English,' and it is the head that wins."

I have just returned from the Old Country, and it was my good fortune to attend and witness the reception in London on the 25th of May last of the President of the French Republic, M. Fallieres. I was profoundly impressed by the sincerity and earnestness of the English nation in greeting the representative of that other great nation. France now on such friendly terms with themselves, and with your permission, I will again read the editorial of another London paper, on the day of this reception and entitled, "London's Welcome":

"M. Fallieres landed yesterday under the grey skies of our broken and belated summer. The welcome that awaited him lacked nothing in warmth and spontaneity. Whether he looked to the Ministers who awaited him at Victoria or to the crowds which greeted him outside, he must have realized that the people of this country hail in him the worthy and popular head of our best friend in Europe. The entente cordiale was from the first a popular movement. The statesmen in both countries who gave it shape did but obey an impulse from the popular mind. Based broadly on such foundations, the entente has grown into a bond lighter and more spontaneous than any alliance, but not a whit less binding. No formal treaty could have created of itself the good-will and the sympathy which exists to-day between the two nations. We can conceive of no probable strain which could break this concord, and no demand on our loyalty from which we should shrink. Such friendships are possible only between peoples who enjoy like institutions, and view the world's affairs from a common standpoint. England and France have been leaders in European movement towards liberty. Their mutual influence in literature, in politics and in science was never closer than it is to-day. In the person of M. Fallieres, kindly, dignified, and essentially modest, we honor a republic that stands in Europe for the principles of peace and democracy, which are the guiding stars of all that is best in our own strivings."

You are here, gentlemen, in French Canada, in a city where nine-tenths of the population are French-Canadians, and where the majority of the members of the Guild are also French-Canadians and these are also our sentiments, which we wish to extend to you as descendants

L. A. CARRIER, M.P.
Of A. Carrier & Fils, Levis.

of the great Anglo-Saxon race, and to state that we are earnestly striving to work with you towards making this, our country of adoption, great and prosperous, and the pride of the Imperial family.

President Beckett then replied in the following address :

The cordial welcome of the Quebec Guild to the wholesale grocers of the Dominion—the delightful hospitality of competitors in business—the good wishes that our visit may be pleasant—the hope expressed that the result of our deliberations may be profitable—the holding of our annual meeting in the most attractive and historical spot in Canada—are all factors that should have a good influence in making this meeting a record to be proud of.

Your having placed me in this honorable position a little over a year ago made me conscious of the fact that my duty to the members of the Guild (as well as my own firm), was to do all possible to advance the interests of the grocery trade along sound, fair, honest, businesslike lines so much needed for our present and future welfare.

Suffering From Government Indifference.

In some respects a little progress has been made during the past year but unfortunately, on the whole, the trade has seriously suffered by reason of the attitude of the Ontario and Federal Governments in showing such supreme indifference to the commercial needs of our country. The merchants of Canada must surely realize sooner or later the seriousness of the situation. Dishonest business methods have been encouraged by reason of the fact that any effort the trade has made to bring about a better condition than at present exists, had been met by ignorant vicious attacks and charges of combine, conspiracy restriction of trade and so on the effect of which has been to frighten merchants and manufacturers into the belief that they have absolutely no right to safeguard their interests. A question for you to consider is how shall we proceed to bring to the attention of the government a proper realization of its duty to the mercantile interests of this country?

You have all been kept informed by pamphlet and circular letters of various matters of vital interest to the trade.

Relations With Manufacturers.

Our relations with manufacturers are cordial and gradually improving. By slow degrees the manufacturer is realizing more than ever the value of the wholesaler as the cheapest mdium of distribution. The evil and dishonest results consequent upon quantity price is gradually dawning upon him, and the practice of selling a small percentage of retailers at special prices is receiving the attention of the retail trade by a refusal on their part to handle proprietary lines under such conditions.

Unfortunately our healthy progress has been marred by jobbers who refuse to join us in our efforts to raise the trade to a higher standard. They have stood aloof under the belief that we entered into agreements with each other, binding ourselves to sell goods at certain prices, when, as a matter of fact, no such efforts are even seriously discussed at our meetings. It is legally recognized that the manufacturer has the right to sell to whom he pleases, and under any conditions or restrictions as to resale he may deem expedient and necessary to impose. Such right is manifestly necessary, otherwise his business might be ruined.

The manufacturer in marketing his goods has the right to choose whatever medium of distribution may seem to him the most economical. It can be entirely through members of the Guild, or entirely through wholesalers who are not members of the Guild, or it can be direct to the retail trade, or it can be direct to the consumer. He has his

choice, and we respect his right, but the members of the Guild do not quite appreciate the situation or they would exercise their rights as individuals and decline to buy from any manufacturer who would not give them a satisfactory guarantee of good faith.

No member of the Guild objects to a manufacturer selling to five per cent. of the retail trade at wholesale prices, as long as he, the manufacturer, sells the other ninety-five per cent. of the retail trade as cheaply.

Notwithstanding misguided belief to the contrary, the Guild, if rightly understood, is a protection to both the retailer and manufacturer.

The principles of the Guild are founded on absolute fairness to manufacturer, wholesaler and retailer, and the few houses and their travelers who try to find favor with the retail merchant by boasting that they belong to no combine, that they belong to no Guild, or association, are admitting their ignorance on such matters and unwittingly insulting the intelligence of the retail merchant.

Greater Knowledge Needed.

What is needed is a greater knowledge on the part of travelers as to the advantages and necessity of trade associations. It is no credit to a man to be so far behind the changed conditions of a trade that he should brag about it. Encouragement and intelligent discussion with the retail man will make for the betterment of the retail grocery trade, and no body of men are in a better position to prove a medium for good and help to the retailer than the commercial traveler. Each province should have a strong committee to preach the gospel of business fairness to every manufacturer. Such committee should be well informed in the principles for which the Guild stands, should be strong and consistent in their attitude towards manufacturers, and should report regularly to the members the result of their interviews.

Manufacturers should be reminded that neither they nor society has any claim upon the wholesale grocer to perform the function of distributing groceries at cost or less than cost. It should be clearly pointed out to the manufacturer that price cutting on proprietary lines destroys all interest on the part of the jobber and salesmen and works for the manufacturer's final destruction.

If the wholesale grocers of the Dominion have the machinery, representing as it does an investment of over $20,000 000 of capital, and the manufacturer wants the benefit of such an enormous investment he should be prepared to pay reasonably for such valuable service. The trouble is we have not displayed the courage, patience and resolution necessary to take hold of this matter as its importance warrants. In theory we believe in the effectiveness and benefit of united action. Then why not work out this theory instead of struggling for an existence because of the apathy and indifference of those who want to plough their lonely furrow or paddle their own canoe?

The New Bill of Lading.

With regard to the proposed new bill of lading to be based on lines of fairness to both shipper and carrier. Substantial progress is now being made. A shippers' committee has been appointed by the shipping interests to work out a bill of lading that will meet with the approval and endorsation of the Railway Board. This same committee will also bring before the Railway Board flag station difficulties and settlement of claims for loss, damage and pilferage. The work is laborious and will take some time and many meetings, but it has assumed practical shape, thanks to the businesslike methods and suggestions of the Railway Commission for Canada.

Tobacco Profits.

Considerable work has been done, and you have been kept informed by letter of the efforts put forth to secure at least a margin sufficient to cover the cost of selling. With united and enthusiastic assistance there is hope that an improvement can be shown on this line, but it needs your hearty co-operation to bring it about.

H. C. BECKETT

Of W. H. Gillard & Co., Hamilton, the Retiring President.

Private Labels and Trade Marks.

Full particulars have been sent you as to the result of the efforts put forth to prevent unfair legislation, and our success in this respect is due to the interest taken in the matter by Guild members writing their Parliamentary representatives, and to the kindly offices of Mr. Adam Zimmerman, M.P. for Hamilton.

A Great Educational Work.

The Guild has a great educational work before it and it is important to the success of the grocery trade that members take a deeper interest than ever in an effort to inspire greater confidence in each other.

Our troubles are largely due to the fact that a strong effort is ever present to find the weak spot in a traveler's make-up, and by suggestion and innuendo convince him that his firm is being regularly undersold by a competitor. The confidence and respect the house and the traveler have in their customer makes the situation difficult to unravel. The seed of doubt and suspicion is planted and all too readily takes root. At present the crop of suspicion is a stumbling block to our progress, a pitfall we should avoid, and a trap to catch the unwary.

Wise counsels should prevail in dealing with a matter so absolutely vital to the prosperity of the trade with which we are identified.

Experience, close study of the situation, and hours of careful thought must convince us all that the way to remedy evils which exist in business is not to throw up the sponge and acknowledge defeat in a righteous cause, but to consistently and persistently pursue a course along lines creditable to our intelligence as business men.

We are not in business for the sake of making sales at cost and less than cost, as so frequently happens on many lines we handle. The cost of doing business is apt to be lost sight of, and this matter is worthy of careful consideration. In the grocery trade we skate on very thin ice and our efforts should be to choose a safe course. The thoughtful student of our difficulties, the man who remembers the danger spot should be listened to if we wish to land without costly experiment.

Importance of Annual Meetings.

These annual meetings are of such importance and of such value to us that we should place greater value upon them, and feel it our duty to take the time necessary to bring about satisfactory results. The business of this meeting you all have before you, but in addition there are other matters in which we have a common interest, and which might also be profitably taken up.

I would suggest that in our discussions we confine ourselves as exclusively as possible to the subject in hand, and that all resolutions submitted to this meeting be properly written out, with the names of the mover and seconder appearing on the paper. This will expedite matters and avoid confusion.

Let us not be weary of well doing, for in due season we shall reap if we faint not. We only meet once a year, so make up your minds to clean up all the business in hand even if it takes a day longer. Don't begrudge the time; it is worth more to you than an absence of a week or two from the office or sample room. We will get better acquainted, think more kindly of each other, and feel better satisfied.

In conclusion I tender my sincere thanks for your kind attention, for the consideration and help you have so

kindly given to the carrying on of the good work of the Guild, and bespeak for my successor your hearty support and assistance.

It is to be hoped that wise and sensible counsels will prevail at this meeting, that discussions will be in the true spirit of friendliness, having due regard to each other's opinions.

The Suit Again Discussed.

Almost the first matter discussed after President Beckett had read his interesting opening address was the suit against the Exchange, which is still hanging fire. It was felt that the government was acting in a most unjust manner. As Mr. Hugh Blain explained, they do not seem to understand the real importance of the matter. The case was to have been tried in June, but it had been postponed until September, when it was hoped the matter would be fought out for once and for all.

President Beckett stated that in Ontario the Provincial Guild had a legislation committee, composed of influential business men interested in politics. Such a committee might be formed in connection with the Exchange. This was apropos of a suggestion made by W. G. Craig, Kingston President, Ontario Guild, that a delegation be sent to interview the Federal Government regarding the suit. L. A. Carrier, who sits in the House of Commons for Levis, advised early action in this matter and it was finally decided to appoint a legislation committee, the members of which will be : Messrs. Geoffrion, Turner, Mackenzie, Blain and Bauld, with L. A. Carrier as chairman. This committee will interview the government if they deem it necessary, and through the secretary keep the members posted. It was pointed out that each member should impress upon his local representative, the importance of bringing this matter to a termination.

Splendid Financial Standing.

A most satisfactory financial statement was read, showing the Exchange to be in a good position financially.

The New Bill of Lading.

There was an interesting discussion on the proposed new Bill of Lading. It developed that President Beckett was at the meeting of shippers in Toronto in May, when these men, representing all lines of business in Canada, took up the matter in earnest. Mr. Beckett was appointed a member of the shippers' committee, formed at that time, and this committee is working for a clean bill of lading. They are endeavoring to arrange matters so that the railway will be responsible for goods after they leave the warehouse. In any case a modified and improved bill of lading is expected to be the result of the actions of the committee.

Difficulty in Collecting Claims.

H. G. Bauld, Halifax, opened a fertile field for discussion when he brought up the matter of collecting claims for damaged goods from the railways. He stated that frequently it was found impossible to collect claims for twelve or fifteen months after they had been granted. Most everybody present had experienced similar difficulty. Mr. Bauld instanced a test case which took place down east some years ago. It was shown that owners of ships carrying goods from Liverpool to Halifax were responsible for the safe delivery of the goods to the consignee, from the time they were delivered to the ship until they were delivered by the shipping concern at their destination.

President Beckett, replying to this instance, stated that the Bill of Lading being dealt with at present by the Railway Commission, is that of railways, as they had not the power to interfere with the Bill of Lading of a steamship company, which was regarded as more or less foreign to Canada.

Much difficulty was experienced in collecting claims because one could not be established without witnesses, and it was not always possible to bring on witnesses, owing to the smallness of the claim. The Hamilton Board of Trade had suggested that claims under $200 be disposed of by affiidavit, being tried before a Division Court judge. The Railway Commission, however, has not

PERCY WOLLASTON, Jr.
Of Wilson Bros., Victoria.

the power to make any such ruling. It is a matter for parliament.

The proper way to put the matter before the government for decisive action was for the members to give the president figures, showing how thousands of dollars were lost annually to grocery firms alone through uncollected claims. Then something would be done.

The matter of flag stations is being dealt with by the Railway Commission.

Percy Wollaston, jr., of Wilson Bros., Victoria then read one of the most interesting papers heard for a long time, entitled "The Cost of Doing Business."

THE COST OF DOING BUSINESS.

By Percy Wollaston, Jr., of Wilson Bros., Victoria, B.C.

This is a large subject, and one may well hesitate before addressing such a representative body of business men as I see before me to-day, but when it is remembered that the cost of operating is the most important question with which we have to deal; and as it is correctly computed and consistently acted up to, so is a business a success or the reverse; I think we may well spend a little time in its consideration, and I will endeavor as briefly as possible to bring to your attention some phases of the question which may possibly have escaped your notice.

A Fault in Every System.

In my experience, which has been varied, I have found many different methods of computing this cost, from the most hap-hazard way to the most elaborate system of calculation, and in all of these there is the same fault to be found, and that is, the great danger of minimizing the percentage which the carrying on of the business demands should be set aside before it is possible to talk of making a profit.

I believe I am right in saying that many houses in business, in fact, the majority, do not attempt to figure the cost of doing business until the end of the year when stock is taken; then after the balance sheet is made up and the profit calculated, just as a matter of curiosity, the relation which the cost of carrying on a business bears to the gross profits is figured out, and it is found that for that particular year the cost of doing business was 4¾ or 5 or 6 per cent. as the case may be; then another year is entered upon and although the percentage may look high no regular effort is made to discover why it is so high or how it may be reduced.

The item of cost of doing business is a thing which must on no account be overlooked, as if this is, sooner or later the business must go to the wall, and I cannot impress upon you too strongly the advisability of getting at this cost at least once a month, oftener would in many cases be better, as unless this is done it is impossible to keep proper check on the results in the way of profit accruing to the business from each department.

Considering the Travelers.

A great many of us are apt to send our travelers out and on occasionally looking over their sales say to them that their profits are not sufficiently large and that better prices must be obtained, a thing all very good in itself, but whilst we are doing this we are perhaps overlooking items of expense in connection with the internal economy of the business, which go to make up the cost of doing business and which are such a serious drain on the profit and loss account.

In saying this I take it for granted that the sales of each traveler, or from each section of the country, are dealt with separately, the gross profits earned by each man being computed at least monthly, and it is just here that the value of knowing, to a fraction, the cost of doing business comes in. As an illustration I will take the case of a traveler who is doing a large business for his house and who makes an application for a raise of salary. In considering this the one question that presents itself to the

house is, can we afford it? Is Mr. A. earning a sufficient profit to permit of an increase in salary? Mr. A. having the question put before him in this form at once says: "Why look at the amount of business I am doing. I am making a profit of about 9 per cent. on an average, of course you can afford it," but when the following figures are shown him, Mr. A. is not so sure that he is making quite as much money as he thought he was.

Total sales for the month		$10 566.93
Total cost	$9,719.86	
Less claims for over-charges, etc.	31.23	
		9,751.09
Gross profit		$ 815.84
Salary	$125.00	
Traveling expenses	139.95	
Cost of doing business 4½ per cent. ..	475.47	
		740.42
Net profit for the month		$75.42

Gross profit on sales, 8.40 per cent.

This is not an extreme case.

Of course the percentage of cost is mainly influenced by the volume of business done, and it is here again that the system of regularly tabulating the results of each month's business is shown to be of such value; as should the cost of operating be 3½ per cent. on a turnover of one hundred thousand per month and the business of the firm should suddenly drop off to say seventy-five thousand dollars, the increase in the percentage of cost of doing business would be so marked that those in authority could not help noticing it and would be certain to take such measures as were possible to curtail expenses and so guard against an undue charge for running expenses.

A Western View Point.

In considering this cost of doing business you must remember that I am looking at it from a Westerner's view point, and it is possible that the items of expense which press so heavily upon those of us who are engaged in business on the Pacific Coast, are not so apparent in the East. I refer particularly to the enormous cost of having the country thoroughly patroled by our travelers. In British Columbia, where I reside, population is sparse and towns widely distant from each other; railways are few and far between, and it is frequently necessary to drive from one town to another; in fact, there are some parts of British Columbia which are covered by our travelers through which it is necessary to drive for days at a time, the charge for a team being in many cases $10 per day. Then the amount spent in railway fares as compared with the East is something enormous, distances are great, rates of transportation are high, and whilst a British Columbia traveler is spending twelve or fifteen hours in reaching a small town where he may perhaps succeed in securing one small order, his brother in the East has in the same time been able to make two or perhaps three towns, selling several customers in each town.

What the Term Covers.

What is the cost of doing business? To my mind this term covers all salaries, with the exception of those paid to travelers; rent, insurance, taxes, cartage. In fact, everything paid out in connection with the running of the business, with the exception of travelers' salaries, travelers' expense account and interest. I omit travelers' salaries as it is my custom to treat each traveler as a separate branch of the business, charging his salary against the profits made on the sales credited to his account, and I omit interest as I do not consider that this is a legitimate charge as part of the cost of operating. If it is found that there is not sufficient capital with which to run the business, and it becomes necessary to borrow, then this interest is what may be termed an extraordinary expenditure which must be taken account of independently of the regular charges, and should be a charge against the net profit shown after deducting running expenses. In this way it will be readily seen whether the result obtained warrants the borrowing of money or whether it would not perhaps be better to curtail operations and so avoid the necessity for seeking accommodation.

In computing the cost of doing business every item which enters into the make-up of a wholesale grocers' establishment must be taken account of, and if these items are carefully gone over and considered separately it will be surprising, to the man who is not in the habit of getting down to the details of his business, what a formidable array of charges there is to contend with and how with a little care and management some of them may be curtailed, whilst others may be done away with altogether.

Some Troublesome Items.

Just a few remarks as to some of the items which help to swell the cost of doing business:

Broken Packages—This is a fruitful source of increased cost and is a question which should receive the careful consideration of the trade. Formerly the request by a customer for less than a case lot was comparatively rare, but with the multiplication of retail establishments, and the vast increase in the number of articles of different brands which go to make up an average stock, as well as the fierceness of competition, it has now become almost the rule rather than the exception to sell less than a case, and in orders which are shipped to outside points the number of repacked cases is something astonishing. All these cases cost money and not only that, the labor and material for packing, excelsior, straw or whatever may be used, is no small item in the expense account, whereas in the vast majority of sales no provision is made in the way of an increased price for a less than case lot.

Advertising—It is so easy to give a page advertisement to a trade paper for a special edition, or go into some new idea in advertising, which from the solicitor's description looks most attractive, but does it pay a house which keeps its territory thoroughly covered by high-class and expensive salesmen to say to its customers through the medium of a paper just what their travelers are telling them from day to day by word of mouth.

Travelers' Expense Account—Here is another place where the cost of operating is often unduly increased, and it is an item which calls for serious thought and for vigorous action, both on the part of the merchant and the travelers.

The present condition of things, and here I would again remind you I am speaking from a Westerner's point of view, not knowing anything of conditions as they are in the East, seems to be a survival of the early pioneer habits when it was the custom to treat on every occasion no matter how trivial, and business of any kind was begun and ended with an invitation to "have something."

The custom of treating I am glad to say is rapidly dying out, but the tendency of the traveler to think that it is incumbent on him to spend something on his customer, and, so to speak, buy his trade, dies hard. How frequently do we find orders coming in with "a box of candy for Mrs. Brown; no charge," or "put in a box of cigars for Mr. Robinson, the buyer," small items in themselves, but when added up at the end of the year, a serious item in the expense account.

The Subscription Nuisance.

The subscription list is another thing which is a heavy drain on the wholesale grocer's expense account, the call for subscriptions to celebrations of one kind and another, agricultural fairs, grocers' picnics and what not being ever present. These are all very good and worthy objects in themselves, but has it never occurred to you that the custom of obtaining subscriptions from the wholesale trade for things of this nature is being rather overdone? Should not these fairs, celebrations, etc., be made more of a civic or provincial nature than is the case at present? The entertainment is for the good of the people at large, and it is not fair to saddle the business man with an overdue proportion of the expense involved. In considering this matter of subscription lists I say nothing whatever about donations to charitable objects, subscriptions to these being regarded by me in the light of a gift of a part of the profits which a man has already made, not as a charge against that which he is engaged in making, or hopes to make in future.

Room for Supervision.

In the matter of allowance for overcharges, goods short delivered, damage in transit, etc., there is ample room for the strictest possible supervision, as there is no doubt that if this department be not well kept in hand unscrupulous customers will take advantage of the situation and many items will be paid for by the wholesaler which really should be borne by the buyer.

In dealing with this subject you will note that I have carefully avoided any

reference to the rate of gross profit which it is necessary for the house to earn in order to have something left over after paying its way, as I am engaged in considering only the expense of obtaining that profit.

Kenneth Mackenzie and Hugh Blain moved and seconded that Mr. Wollaston's paper be printed and distributed among travelers, as well as published in the minutes. There was an interesting half-hour's discussion of the paper participated in by Hugh Blain, Wm. Logan, Thos. Kinnear, H. G. Bauld, Albert Hebert, H. C. Beckett, W. C. Cross, L. A. Carrier, K. Mackenzie and Fred. T. Smye.

There was some discussion on the progress which has been made by the National Wholesale Grocers' Association of the United States, in securing increased cash discounts from manufacturers, and the possibility of Canadian wholesalers proceeding along similar lines.

The meeting then adjourned for lunch.

The Afternoon Session.

W. C. Cross of Hall & Fairweather, St. John, opened the afternoon session by reading a splendid paper on "The Credit Man and His Work."

THE CREDIT MAN AND HIS WORK.

(By W. C. Cross, of Hall & Fairweather, Ltd., St. John, N.B.)

Credit has been defined as the name given to that business operation by which the delivery of money, merchandise or other consideration is made on the promise of future payment. Credit is based on confidence, confidence in a man's resources and in his ability to pay, in his character and integrity ; confidence in the stability of the locality in which he conducts his business, in the country itself ; confidence in the strength of its Government and the soundness of its finances. Tangible assets are the chief basis for the extension of credits, but the foundation stone on which the system of credit is built is character—thus a man having the elements most essential for success—honesty, ability, good habits, industry, economy and care in the conduct of his business, even though he be financially weak, is more worthy of credit than he who having large resources is of doubtful honesty ; in fact, in the great majority of cases if the credit man is absolutely sure of his customers' honesty and integrity many other considerations may safely be eliminated, at the same time the importance of a certain amount of capital in any business venture must not be underestimated.

Facts Regarding Failures.

The prodigality with which credit has been granted in the past to irresponsible persons who have had absolutely nothing to lose in case of failure is as serious a reflection on the foresight of the mercantile houses of the country who granted the credit as on the lack of honor on the part of the bankrupts whose very inefficiency was enhanced because they knew from the start there was nothing for them to lose in their business venture. The careless and indiscriminate manner that has characterized the granting of credit in the past is borne out by the following facts and figures, which I have been able to procure and tabulate by means of data furnished through the courtesy of the Bradstreet Company.

In the Dominion of Canada, Newfoundland, St. Pierre and Miquelon for the year 1907 there were reported 1,365 commercial failures, with liabilities $11,735,272. and assets $5,276,698, showing a nominal shrinkage of $6,458,574. It is true that conditions prevailing last year were very adverse owing to the financial crisis through which we passed, but the above figures are only slightly in excess of the average. For four years from 1904 to 1907 inclusive, the average failures per annum in Canada amounted to 1,302. The average liabilities were $11,271,094, and assets $5,075,846, showing a nominal shrinkage of $6,195,248. The figures quoted do not include failures of professional men, farmers, stock brokers and real estate

WM. C. CROSS.
Of Hall & Fairweather, St. John.

dealers, but are confined to mercantile houses, banks and other strictly financial institutions. This enormous loss to the business men of the country is due to certain causes which may be grouped as follows :

A.—DUE TO FAULTS OF THOSE FAILING.

1. Lack of capital.
2. Incompetence.
3. Fraudulence.
4. Inexperience.
5. Neglect of business.
6. Speculation.
7. Unwise granting of credits.
8. Personal extravagance.

B.—NOT DUE TO FAULTS OF THOSE FAILING.

1. Specific conditions, (disaster, etc.)
2. Failure of others.
3. Competition.

In Canada during the past four years lack of capital and incompetence, both faults of those failing in business, were responsible for 71.1 per cent. of the number of failures, and 71.5 per cent. of the liabilities. Specific conditions, the third cause in order—one, however, beyond control of the individual, accounted for 9.7 per cent. of the number, and 7.7 per cent. of the liabilities—this cause is closely followed by fraud, through which 8.2 per cent. have failed since 1904 with 6.8 per cent. of liabilities chargeable to this same fault.

The Casual Percentage.

The causes assigned to the failures in Canada during 1904, 1905, 1906 and 1907 show the following average percentage, both as to number and to liability :

A.	No.		LIA.	
1. Lack of capital ...	55.2		53.3	
2. Incompetence	15.9		18.2	
3. Fraud	8.2		6.8	
4. Inexperience	3.4		5.1	
5. Neglect	3.8		2.8	
6. Speculation	.8		2.1	
7. Unwise credits ..	.8		1.	
8. Extravagance	.7	88.8	.4	89.7
B.				
1. Specific conditions	9.7		7.7	
2. Failure of others	1.		2.4	
3. Competition	.5	11.2	.2	10.3
		100.		100.

Must Exercise More Care.

A mere casual perusal of the facts just presented reveals the necessity for more care than has apparently been exercised heretofore in granting credit—that the average loss in the Dominion through failures among mercantile and financial houses is over six million dollars annually demands a prompt and effective line of action to prevent, if possible, the squandering of so large a sum of money and the key to the situation is largely in the hands of the men who have the granting of credit at their disposal. It is true that certain chances must be taken, but it is equally true that when 55.3 per cent. of the failures in Canada result from lack of capital, and 53.3 per cent. of the cash lost through these failures is a result of the same cause, that sufficient care in the past has not been exercised in granting credit to persons with practically no financial responsibility. It is evident that too strong a desire for expansion has induced manufacturers and merchants to take long chances which have resulted in subsequent annoyance and loss.

The credit man's ideal is to fill a maximum number of orders with a minimum percentage of loss ; volume of sales comes through taking chances, as does losses, and he is fortunate indeed who knows where to draw the line so as to prevent his accounts from getting beyond the point of safety.

The Ideal Credit Man.

The ideal credit man should possess a variety of accomplishments. He should be a good scholar, an apt correspondent, a fair lawyer, a practiced accountant, a good collector, a man of sound judgment, quick to decide and possessing strong intuitive faculties. He should be a man of unremitting persistence, yet not unable to show sympathy under certain conditions. He must be tactful and polite, a man of civility gaining the friendship and confidence of his customers ; in short, he should seek to create the impression with each customer with whom he has to deal that his friendship

and advice will produce a condition of things resulting in mutual benefit.

Debtor and creditor are dependent on each other more than either may very often realize and a hearty and frank co-operation is of great assistance in aiding both to success. Every business man takes a certain amount of pride and justly so, in the success of his customers, to help them while helping himself should be his aim. No better advertisement is possible than the knowledge that one's success has contributed to the success of one's customers.

The credit man's work should be constructive, not destructive. He ought always to maintain the appearance of a calm and equable temperament; for a credit man to become excited would be as incongruous as for a judge on the bench to display passion or temper.

Fair treatment, wisely and cheerfully administered, will create a loyalty on the part of the customers and build up a business; even when necessary to turn a man down it can be done in a tactful way that will arouse no spirit of antagonism.

A Reasonable Credit Policy.

The great majority to whom we sell have for their principal capital only experience and energy and more or less ability. Their success is contingent upon times and circumstances which they cannot altogether control and with this class the credit man's work should prove most efficient; a wisely administered policy sufficiently liberal in its credit-making will result in the healthy growth and the popularity of a house. To be popular is next to being successful—in fact, the most successful houses are the most popular in very many cases. But a liberal policy in credits need not be an easy-going policy; credit should be given readily, but with due discrimination. Once, however, an account matures, prompt settlement should be expected and effected. To collect a bill that is past due without giving any offence and to retain the good-will of the delinquent is a problem every credit man is called upon to solve. The man whose feelings have been hurt through some injudicious letter or remark may possibly come back, but in the majority of cases the account is lost and the antagonism that follows may have a far more lasting effect than might be thought possible. A man who feels that he has been treated unjustly in many cases will go out of his way to get square and put all the obstacles he can in the path of the firm who has shown so little tact as to incur his ill will.

When the debtor asks a favor such as the renewal of a note or the extension of time on a bill of goods it becomes his duty to satisfy his creditor on the score of his responsibility and solvency. If he breaks faith it may cause action that would precipitate his ruin. A heart-to-heart talk may help both debtor and creditor in solving the difficulty and in planning for the future successful issue of their business relations.

How to Treat Slow Pays.

If due care in granting credit is exercised the bills that have not matured will give the credit man little concern and involve no loss of sleep. It is the past due accounts that make heavy demands on his nervous system. Past due accounts include the careless, the chronically-slow, the temporarily-hard-up and the insolvent debtors, and in dealing with these the credit man's tact and good judgment find scope for almost unlimited development. Because an account is not paid promptly when due does not signify that the debtor is no longer to be trusted, carelessness is very aggravating, but the fault is not incurable by any means. The slow-paying customer is practically in the same class as the careless one, yet both may become a source of income to any house if carefully watched and followed up by the credit man. Harsh treatment is the worst possible thing to give a customer who through various causes may have become hard-up. A special study of his case may reveal extenuating circumstances and call forth a little forbearance and leniency which may prevent a crash and develop a satisfactory and loyal account, and a kindness of this sort is not always forgotten.

In all failures except fraudulent ones it always happens that payments are made long after the debtor's insolvency, who, being ignorant of his real condition, continues to satisfy his claimants as long as he can, with the hope that he may pull through. The vigilance of the credit man who learns of such a case will enable him to reduce his claim to a minimum before suspension of payment takes place. Probably the most annoying problem the credit man has to face at the present time is the despicable habit of so many retail dealers in returning drafts with no word of explanation or some flimsy reason that bears the lie on its face. The time has come for some concerted action to abolish this evil and his name will be handed down to posterity as a public benefactor who can effect its cure.

A Black List Necessary.

He who habitually neglects to pay any attention to a draft or who allows acceptances and notes to be dishonored without any request for renewal or extension or other arrangement ought to be put on a black list and kept there until he sees the error of his ways and gives good evidence of his intention to provide for his bills at maturity. When money is due it belongs to the house and not to the customer and any extension of time should be held by the patron as well as by the house, to be a special dispensation granted as a favor and not by obligation.

To sum up—the credit man is a necessity because of competition and over-anxiety to sell goods on the part of the creditor and lack of capital, incompetence, fraud and other faults we have noted on the part of the debtor. His qualifications, briefly stated, are a knowledge of commercial law, vigilance, promptness, good judgment, common sense and tact. His work is to get every dollar due his house by holding all good customers firmly in line, by coaxing and prodding the laggards to step with the prompt ones and by keeping the worthless ones out of the ranks altogether.

This paper gave rise to a great deal of talk on terms, drafts and other matters treated of in the address. L. E. Geoffrion thought that if short terms were adopted there would be no use for the services of the credit man. W. G. Craig was impressed with the importance of the returned draft question with which every jobber had to contend. One can often sympathize with the man who returns a draft, knowing he may be hard up at times, or in peculiar circumstances, but it does not do for the retailer to return drafts time after time, with no explanation, as is often the case.

Messrs. Blain, Mackenzie, Carrier, Smye, Hebert, Logan and Humphreys also discussed the question raised in the address. It was decided that this paper also should be printed and distributed.

This did not settle the subject, however, for there was much more discussion. It was stated that many people went into business with little or no capital, to the detriment of those retailers who had capital and experience, to the injury of the latter class, for, not knowing anything about the business, and having no money, they almost invariably made a mess of things.

Fred Smye suggested the establishment of a clearing house, such as there is at present in Winnipeg. This was of great assistance. Mr. Wollaston said there had been one in British Columbia a few years ago, but it was not successful.

In the matter of returned drafts it was thought that the banks were responsible in many instances.

Great interest was displayed in the discussion on terms. It was shown that in Quebec terms were uniform, and everybody was quite satisfied, but in the other provinces conditions were not quite so good.

J. A. Beaudry, treasurer of the Retail Merchants Association read a pleasing paper on "The Relations Between the Manufacturer, Wholesaler, Retailer and Consumer," which was listened to with attention.

PAPER BY J. A. BEAUDRY.

The Relations Between the Manufacturer, Wholesaler, Retailer and Consumer.

By appearing before you I fully realize the difficulty of my mission, and I hope that the remarks that I have to make will be received in good part, as, in no way, I wish to make any personal insinuation or statement. I wish to deal with this subject from the broadest possible standpoint, having only in view the improvement of our conditions and the comfort and welfare of the public at large.

You have met with the object of uplifting the standard of morality as applied to the distribution of goods, and I sincerely congratulate you upon it. Through the want of proper trade legislation, the lack of practical organization on the part of business men, the deficiency of commercial relations between the manufacturer, the wholesaler and the retailer, trade conditions have drifted into a chaos, so that it is nearly impossible for any man to offer suggestions that would relieve the situation. Various arguments can be offered either in favor of or against the present system, according to individual, selfish standpoint. The public, the consumer, is interested in one thing only, and that is

to buy his requirements at the lowest possible cost. He does not in any way realize or appreciate the services which are rendered to him by the manufacturer, the wholesaler and the retailer. Generally, he views with dissatisfaction, and sometimes with suspicion, the different trade organizations. His impression seems to be that such bodies are being formed only with selfish motives, and with the object of increasing the prices of his requirements. We must admit that nothing has yet been done to change his opinion on the matter. The manufacturer and the wholesaler, not being in contact with the consumer, make it practically impossible for the former to educate the latter on this point, and, unfortunately, the retailer, who could discharge this duty, is at first inclined to share the opinion of the public, as his education on this point has also been somewhat neglected. Through the only information available to the public, it seems at first that the manufacturers are being organized with the object of protecting themselves from the wholesaler, to prevent him from intruding into the manufacturing business, and also to pet that troublesome child—the tariff; that the wholesalers are being organized to protect themselves from the manufacturer, and to prevent the retailer from getting his supply direct from the manufacturer; that the retailers are being organized with the only object of preventing the wholesaler from intruding into his domain by selling directly to the consumer. Such are generally the contentions of the consumer—and has there been any practical attempt made to change that opinion? If not, are we not by that fact accepting that opinion as being accurate? Further, if we realize the difficulties that have beset the grocery trade, either wholesale or retail, should we not question and try to ascertain if every one engaged in it is doing his duty and all his duty? Are the members individually strictly following the decisions of the association, and is there not the source of a great many difficulties? This point will be taken up later.

The Mission of the Classes.

The public has a general notion that there should be in existence a manufacturer, a wholesaler and a retailer, but very few realize their mission or their usefulness.

Man's tastes and needs have evolved and kept pace with the march of civilization. Science under its various forms, invention and new industries following, made the conditions such that vegetation and material in its natural form were no more sufficient for the requirements of man. Then was organized the process of manufacturing, which has developed to its present excellence. No one ever denied the usefulness or the actual necessity of the manufacturer; no one ever denied the impossibility or impracticability of every individual manufacturing for his personal use. On the contrary, the faculty of man is so arranged that to become an expert, he has to concentrate all his brain and energy upon one subject and make a specialty of it. Therefore if he enters the manufacturing field, he must do nothing else and endeavor to manufacture one article for as many people as he can reach. Then the problem of distribution was originated. Was it practical and economical for the manufacturer to sell directly to the consumer who needs daily but a very small supply? Certainly not. Was it practical and economical for a manufacturer to sell his goods directly to the retail dealer, which means thousands of small distributions every day? Certainly not. But the system of selling to the wholesaler who buys large quantities from different manufacturers, saving on transportation and handling, and who assort these different kinds and qualities of goods and reship them so assorted in quantities required by the retailer is of great service. The same argument will apply in the case of the retailer. The retail stores are the public warehouses placed in locations most conveniently situated for the benefit of the public. The retail stores are conducted mostly by men who have lived for years in the one locality and who have devoted their life to their business, and whose knowledge is the only safeguard of the public. Their profits are small, as is evidenced by the fact that very few ever retired except with the aid of the bailiff or by death. The wholesaler and the retailer are surely not remunerated according to the value of the services which they render to the consumers, therefore, I claim that the present system—the manufacturer, the wholesaler and the retailer—is the natural channel of trade. I claim that this system has never been established for the benefit of any one class or individual or with any selfish motive, but that it is the natural result of practical experience in commercial economy.

Some Grievances.

Having established the laws which govern the present system of distribution I will endeavor to show the cause of grievances that the manufacturers, wholesalers and retailers have to contend with.

If the manufacturer, the wholesaler and the retailer would make it a point to remain each in his field of operations, as prescribed by the natural laws of trade and commerce, they would all reap the reward attached to their obedience to that law, and each would conduct his business with satisfaction and gratification, but as the opposite is in harmony with the facts which are taking place daily, we execute upon ourselves the punishment attached to our disobedience, and we have to contend with all the difficulties and grievances of which we are complaining.

It is a recognized fact that the manufacturer is not always in a position to know the services which are being rendered to him by the wholesaler. While he may be very competent in his business, he may not be well posted on the cost of distribution and the value of the work which is being done for him by the wholesaler.

On the other hand, we also see the wholesaler intruding into the domain of the retailer by trying to secure the accounts of all consumers of any importance. This action forces the retailer to retaliate under the form of trying to obtain his supply from the source of production so as to be in a position to meet the unfair competition of the wholesaler, and while this performance is going on, the consumer is laid under the impression that he has been taken advantage of, and is trying to devise some new systems by which the middleman may be eliminated. And this fact is evidenced by the efforts which have been put forward in favor of the Co-operative Bill which is now before the Senate.

A Remedy Suggested.

Now that the relations between the manufacturer, the wholesaler, the retailer and the consumer have not been carried on according to the natural laws of trade and commerce that each party is suffering from the course of action adopted by the other parties interested, we are every day inflicting upon ourselves the punishment attached to disobedience of that commercial law. The question is, "What can we do to overcome the present difficulties." The only remedy I can offer to the present situation is, "Let us determine each one our field of operation; let us concentrate our efforts and endeavors to wipe out of the statute books of the land the classes which brand our concerted actions in trade as criminal offence; let our different organizations produce their best results in spreading business education amongst the public, amongst our members, and principally amongst our politicians; let us give the best there is in us to promulgate and perpetuate the principles of loyalty; let us urge our members to be loyal to their organization and support it morally and financially."

W. H. Seyler, business manager of The Canadian Grocer, addressed the meeting on the good work being done by that paper for the trade in general.

D. Marshall, M.P., who happened to be present also said a few words. This concluded the business for the first day.

The Second Day's Programme.

Business was rapidly being cleared up. The matter of giving Christmas boxes was mentioned, but this is a question which is left to each province to deal with. Since the dropping of the custom, however, there has been great satisfaction on the whole, on the part of both the wholesaler and the retailer.

It was decided to print the minutes of the meeting on similar paper and same form to that used by the Ontario Guild.

President Beckett read an appropriate address on "The Importance and Value of Trade Associations and Their Relations with the Government," which is reproduced herewith:

VALUE OF TRADE ASSOCIATIONS.

By H. C. Beckett, Retiring President, of W. H. Gillard & Co., Hamilton.

In submitting for your consideration and discussion a subject of vital interest, viz., "The importance and value of trade associations and their relations with the Government," it is with the firm conviction and a feeling of confidence that the time is coming when the difficulties under which the trade and commerce of this country have labored in the past, will be largely minimized by progressive, intelligent measures so much needed in view of the changed conditions of trade.

In dealing with a matter so important any might we not profitably consider the reasons for our many difficulties?

Briefly then, trade associations, their value and importance as a factor in promoting and bettering trade conditions have not been thoroughly understood or appreciated by the average merchant, the press, the public generally, and particularly by our Federal and Provincial Governments.

Associations Not Understood.

Trade associations have been misrepresented, have been regarded with suspicion, have been looked upon as combinations pure and simple. It has not been fully realized, and is not yet fully realized, that trade associations are absolutely necessary to promote healthy and honorable trade conditions. Without them how can we successfully wrestle with the complex problems that confront every business man and every business community? If there are evils in business, united effort is the only practical remedy. Individual effort is barely noticed. Organized effort means power and will be noticed sooner or later.

When a great many concerns or units are engaged in the manufacture and sale of goods of similar character, order, system, and recognized business customs are necessary to prevent confusion and disaster. The reasonable, sensible, businesslike and only practical way to deal with all problems that confront and endanger any line of trade is through an association.

The Keynote of Progress.

The keynote of progress is clearly and unmistakably organization and unity of effort, and the things so far accomplished by trade associations, in spite of hasty and narrow-gauged opposition, are too pronounced to be doubted.

Take our own business, to those who will study the grocery trade on broad lines, and remember what has been accomplished in the past. You must admit that it would be fatal to halt in the march of advance. No matter how imperfect we appear in each other's eyes it must be clear to you that the work should progress until we reach that state when retailer, wholesaler and manufacturer will realize the benefits of co-operation on lines of mutual fair dealing. It should not be assumed that these three interests are antagonistic, but it should be our constant effort to work out lines along which the three classes can harmonize.

If education is necessary for the young, is it not equally necessary in business? Have we not dishonesty to contend with in business? Should dishonest travelers and dishonest merchants be permitted to pursue their nefarious and demoralizing methods unchecked and unhindered? What will the next generation of business men be like? Things have come to a pretty pass when honest men, and men with honest inclinations, are to be discouraged in any efforts they may make to put the merchandizing and manufacturing of goods on a higher scale than has existed recently.

That progress in association work has been slow is largely due to blind self interest, prejudice, suspicion and jealousy of a competitor. It has perhaps not occurred to all that a remedy for the evils which exist in business should, and must, sooner or later, be exercised in accordance with honest, sound principles, and under Government regulation.

Some Peculiar Ideas.

Sometimes we find people in business with peculiar ideas. They imagine they can continue selling goods that cost them 107 for 105, and still pay their creditors. Such people are a menace to the trade, as they are damaging to the manufacturers, and their license to do harm is not in the interests of healthy trade conditions. To such we should turn our attention and be able by reasonable methods to prevent the spread of this disease.

To anyone familiar with present day conditions it seems incomprehensible that there are men in business who belittle and underestimate the value and importance of trade associations. But there are such people, and to them can, in a great measure, be attributed present day evils. They are mean enough to take advantage of what others have done for their benefit, but, either through fear or meanness of heart, will take no part in the work themselves.

There must be some recognized, legally-sanctioned security in business to prevent serious conditions with respect to the investment of capital. Failure in legitimate business is not desirable, and any effort to bring about a better condition than at present exists among merchants and manufacturers should be encouraged and intelligently investigated.

The Government's Antagonistic Attitude.

Now what has been the attitude of both our Federal and Provincial Governments in respect to trade associations? In a word—antagonistic. And why this antagonism? A prominent Canadian banker quite recently gave a reason which I am firmly convinced is true, viz., an irresponsible press. If a country is honeycombed with agitators who are opposed to capital and to corporations or associations generally, why do politicians and cabinet ministers listen to and heed the false ans erroneous statements which so frequently appear in an irresponsible press and stand ready to shape their course by what they foolishly imagine to be a popular cry? The answer is easy—it is a question of votes. Thousands of dollars are spent annually to maintain a labor bureau, to catch the labor vote, and it is to the credit of the labor unions that they have succeeded in impressing the Governments with their numerical importance, even if they are in the minority. Will the long-suffering merchants and manufacturers of the Dominion have to show their power at the ballot to get a proper recognition at the hands of indifferent cabinet ministers?

It is deplorable that more thought and attention is not given by those who are placed in authority, to find out the actual commercial needs of our country. Those who would give careful attention would see signs of the times which ought to be heeded. That evolution is in progress in the conditions of trade cannot be denied by any thoughtful and intelligent representatives of the people. The wonder is that the necessity for safeguarding the commercial interests of Canada is treated so lightly and indifferently, and that practically the only attention given to trade associations is to regard them as a menace to the commercial prosperity of our country, rather than a medium for good and all that stands for honor in business.

Should Look to Business Men.

It is to business men as a whole, those who are engaged in the great service of carrying on the operations of trade throughout the length of this great Dominion, that a government should look for opinion and advice to bear upon legislation affecting business interests which are interlaced with the interests of all. Let the voice of business men be heard and a wise government will adopt progressive measures.

Agitation is an aid to redress and the more the importance of trade associations is discussed, the more thought will be applied to them, the more attention will be given to them, so that ultimately trade opinion will evolve a plan that will minimize, if it does not completely cure, the unsatisfactory conditions which at present prevail.

Should Protect Legitimate Business.

In the interests of good government there should reside somewhere the power to protect the legitimate merchants and manufacturers of the country against waste and wrong. Such power should reside with the government if trade associations cannot be trusted to stop at the proper limit. Personal interest may not yet have acquired the necessary intelligence and sensitiveness to stop at the point where it begins to invade people's rights, and as good government should protect the people's rights, trade associations should be recognized. Although suggestions were made to the Ottawa authorities months ago, and promises made that enquiry would be instituted with a view to progressive measures, nothing has been done. It has already been suggested that the trade and commerce department should wake up and enquire into the commercial needs of our country; it has been suggested that a Bureau of Internal Trade and Commerce be established with power to pass upon agreements between merchants and manufacturers, and to perform such other work as would safeguard the interests of the people. Our neighbors across the line have received the promise of their president that something must be done to prevent the senseless and vindictive

attacks upon necessary business methods. Why should the trade of our fair country be persecuted and intimidated? Is there any sensible reason that can be given for it? The importance of the matter requires immediate attention. Promises so long delayed look like insincerity. It is not a position to inspire confidence. Can merchants and manufacturers expect anything for the future? Let us hope so.

It should be the law of the land that no legislation be enacted, affecting the trade of the country, without first getting the opinion of trade associations through such associations' accredited representatives. No man with a fad should be allowed to quietly get the ear of parliament and then railroad through some legislation hurtful to the interests of sound business, as has been done in the past. The things our legislature do to hurt business frequently indicate a complete lack of knowledge and grasp of the subject dealt with. What may have taken years to build up is destroyed in a night. At present there is no government method to safeguard the business man, and it is necessary and desirable that there should be.

Suggestions Regarding Methods.

In the first place, a complete and accurate record of the names and the officers of every trade association should be on file with the Department of Trade and Commerce. This record would be of benefit in enabling the governments to get in touch with the trade of this country. The trade should be consulted. The governments should get at what would be best for the general good, based on sound business. They should consult business associations, not individuals, on questions concerning the business welfare of this country. No bill should be allowed to pass its second reading without first sending a copy of it to the accredited representatives of every trade association in Canada. Under the present system no provision is made to keep the trade informed of what is going on. It is only after it is too late that the trade discovers some new regulation seriously damaging business without being of any benefit to the consumer. Thousands of dollars are spent annually in huge deputations to Ottawa protesting against unfair legislation. The business men of this country are put to enormous expense when this might be avoided if reasonable and businesslike methods and regulations were adopted.

I would suggest that steps be taken by this Guild to bring the attention of parliament to the present unsatisfactory and out-of-date methods with a view to the adoption of progressive measures so much needed under the changed business conditions.

The prejudice against associations must gradually but surely disappear. We must join in a cry for higher standards of ethics in the conduct of business. The change will not only be beneficial to the business men of to-day, but will have a good and necessary influence on the thought and conduct of the young generation soon to share the commercial future of our nation.

A Change of Name.

An important move was made when it was suggested that the name of the association be changed. Many names were suggested, and finally it was moved by Percy Wollaston seconded by Robert Murray, New Glasgow, that the body in future be known as the Canada Wholesale Grocers' Exchange.

Albert Hebert suggested similar changes be made in the name of the local guilds, but this is a matter for them to decide individually.

The nominating committee, which was appointed the previous afternoon, and which consisted of Chairman Sloan and Messrs. Cross, Carrier and Beckett, now announced the result of their meeting held the evening before.

JOS. WINFIELD.
Hon. Sec. Quebec City Guild.

The Newly-Elected Officers.

The new officers, all elected by acclamation, are: President, L. E. Geoffrion, Montreal; vice-presidents, for Quebec, L. A. Carrier, M.P.. for Ontario; Hugh Blain, Toronto; for Manitoba, Kenneth Mackenzie, Winnipeg; for Alberta, E. H. Telfer, Calgary; for British Columbia, Percy Wollaston, Victoria; for Nova Scotia, H. G. Bauld, Halifax; for New Brunswick, W. C. Cross, St. John; for Prince Edward Island, W. H. Atkin Charlottetown.

When it came to deciding upon the place where the annual meeting would be held next year Percy Wollaston was up like a shot proposing Victoria. He was seconded by Mr. Mackenzie, who later was anxious that the decision should be in favor of Winnipeg. There was much discussion, and several centres were mentioned, but the choice finally fell to Victoria, with Winnipeg as an alternative.

Just before the adjournment of the meeting President Geoffrion stated that by a regrettable oversight Colonel MacLean, publisher and proprietor of The Canadian Grocer, had not been invited to attend the meeting. He suggested that a resolution be passed expressing their regret that such an oversight had occurred, since the gentleman in question had always been one of the warmest friends of the grocery trade and its interests. This was done.

This concluded the business proceedings.

Luncheon at Kent House.

The members were promptly escorted to a special car and conveyed to Montmorency Falls, seven miles away, where they were entertained at luncheon by the members of the Quebec City Guild.

President Carrier of the local guild, presided, with Madame Carrier in the vice-chair.

Afterwards the visitors were shown around the beautiful grounds, around historic Kent House and a few pleasant hours were passed, after which they returned to the city.

The Delegates Present.

The various towns and cities of Canada were represented as follows:

Victoria—Percy Wollaston, Wilson Bros.

Winnipeg—Kenneth Mackenzie.

London—A. McPherson, Elliott, Marr & Co.

Brantford—A. G. Olive and O. E. Truesdale, Geo. Foster & Sons, Ltd.

Hamilton—H. C. Beckett, W. H. Gillard & Co.; Fred T. Smye, Balfour, Smye & Co.; Samuel Vila, James Turner & Co.; Jas. Gow, Macpherson, Glassco & Co.; Hugh D. Marshall, M.P., R. L. Innes, of the Canadian Canners.

Toronto—Hugh Blain, Eby-Blain Ltd.; Thos. Kinnear; F. W. Humphrey; Jno. Sloan, Jno. Sloan & Co.; Wm Logan, Davidson & Hay, Ltd.; W. H. Seyler, business manager Canadian Grocer.

Montreal—Albert Hebert, Hudon, Hebert & Co., Ltd.; L. E. Geoffrion, L. Chaput, Fils & Cie.; Jos. Ethier, Laporte, Martin & Cie., Limited; Arthur Desroches, Lalonde and Desroches; A. Robitaille, Jr., A. Robitaille & Co.; J. Stanley Cook, secretary Canada Wholesale Grocers' Exchange; J. A. Beaudry, treasurer Retail Merchants' Association; A. P. Murray, sales manager Edwardsburg Starch Co.; J. J. Gallagher, Montreal editor Canadian Grocer.

Kingston—W. G. Craig, president Ontario Wholesale Grocers' Guild; R. J. Carson; M. S. Sutherland, Fenwick, Hendry & Co.

Joliette—W. Pouliot, Chevalier, Pouliot & Cie.

Quebec—Arch. Miller, Whitehead & Turner; Chas. Pettigrew, N. Rioux & Cie.; J. S. Royer, J. B. Renaud & Cie.; C. A. Langlois, Langlois & Paradis; Jos. Picard, Drouin Freres & Cie.; Phil. J. Bazin, Naz. Turcotte & Cie.; J. B. E. Letellier, Hon. Richard Turner, Whitehead & Turner; Jos. Winfield, Hon. Secty. Quebec City Guild.

St. John, N.B.—W. C. Cross, Hall & Fairweather; A. P. Patterson, Baird & Peters; Andrew Malcolm.

Levis—L. A. Carrier, M.P., A. Carrier & Fils.

Fredericton—R. F. Randolph, A. F. Randolph & Sons.

New Glasgow—Robert Murray, R. McGregor & Sons.

Halifax—S. O. Hogg, A. W. Smith & Co.; H. G. Bauld, Bauld Bros., Ltd.; Arthur C. Pyke, secretary N. S. Guild.

HEARD ON 'CHANGE.

Members of the Exchange found it frequently necessary to descend to the basement of the Chateau to get their shoes shined.

* * *

Those Quebec wholesalers are princely entertainers.

* * *

It was a great idea to have the ladies present at the luncheon. As President Carrier of the Quebec City Exchange remarked, "They will keep us in the straight and narrow path."

* * *

A dollar apiece was easy money on the boat going down. Only three got caught; but Harry Beckett was one of them. To the rest that was worth five dollars

* * *

The sugar plantations of the south were well represented going down.

* * *

Puzzle: What was the dark object in the smoking room on the "Montreal"? Do not all answer at once.

* * *

H. G. Bauld, the man from Halifax, was responsible for the luncheon table being stripped of its pretty floral decorations. He wanted a buttoniere—and got it, but so did everybody else.

* * *

A. P. Murray: "The wholesalers are pretty bad, but not quite so black as they are painted."

* * *

Percy Wollaston and Kenneth Mackenzie are a credit to the west. They wanted the convention in their country next year and won their point.

* * *

Which will it be—Victoria or Winnipeg?

* * *

C. C. What does that stand for?

* * *

Roses at a dollar apiece are expensive at this time of year, but they sold well.

* * *

The person who first guesses what C. C. stands for will be awarded a prize by the Canada Wholesale Grocers' Exchange.

* * *

$4,00?

* * *

The only "falls" were at Montmorency.

* * *

President Beckett suggested that the association be called the Merry Widow Outfit.

* * *

Percy Wollaston, accompanied by Mrs. Wollaston, sailed for England on Friday. First holiday in 33 years.

* * *

When H. G. Bauld, Halifax, was asked if he was the objector to some measure before the meeting, he promptly replied: "No, I am the p-r-o-jector."

"Let us make progress," was Ex-President Beckett's slogan, and it is a good one.

* * *

Senator Turner, of Whitehead & Turner, Quebec, graced the meeting with his presence Thursday norning. In a little address he made he said that while he was a senator, they had not succeeded in "shelving" him yet.

* * *

The motion of thanks tendered the Quebec Wholesale Grocers' Guild was: "Resolved—That the thanks of the visiting representatives be, and are hereby, tendered to the Quebec Wholesale Grocers' Exchange for the complete and satisfactory arrangements made for the holding of the annual meeting of this Exchange, and for the hospitality so kindly extended to them by the Quebec Exchange."

* * *

Senator Turner paid a pleasing tribute to the late C. P. Hebert, who had

ARCH. MILLER.
Of Whitehead & Turner, Quebec.

always been a prominent figure at their conventions and took great interest in Guild matters.

* * *

L. A. Carrier just returned from England in time for the convention.

The Brantford contingent, Messrs. Oliver and Truesdale, like true friends, were here, there and everywhere together.

* * *

In Montreal, John Anderson, of Chase & Sanborn, honored Messrs. Olive and Truesdale and The Grocer representative with a drive around the city. The Senator was unfortunately attending to his parliamentary duties at Ottawa.

* * *

What a perfect vice-chairman Mrs. L. A. Carrier made. That end of the table was a particularly happy one.

* * *

Arch. Miller was na' swinging the besom, but he war a gran' man an' a beesy ain a' the same. It's no only at the roarin' game that Archie stands oot, he's a gran' man whare'er ye put him.

* * *

Fred. Smye, he of Hamilton fame, took an active part in the deliberations. His knowledge and experience of the trade is a valuable asset to the Exchange.

* * *

Sam Vila and The Grocer representative lost "one of the best times of their lives." Never mind. We'll get square in Victoria or Winnipeg.

* * *

A. P. Murray, sales manager Edwards-Starch Co., met a lot of old friends and made a host of new ones.

* * *

Mr. Wollaston's heretical remarks re advertising are charitably overlooked. A first-class grocer and a good business man and a thorough gentleman, we fear his education along publicity lines has been sadly neglected. Look out for circulars and pamphlets, friend Wollaston.

* * *

Kenneth Mackenzie, Winnipeg, is a familiar and welcome personality at the meetings of the Exchange. We'll meet in Winnipeg (or Victoria) next year.

* * *

London, Ont., was represented by A. McPherson, of Elliott, Marr & Co.

* * *

The Kingston trade was well represented by President W. G. Craig, of the Ontario W. G. Guild; R. J. Carson and M. S. Sutherland, of Fenwick, Hendry & Co.

* * *

Albert Hebert, of Hudon, Hebert & Co., Montreal brought his business experience and quick decisions to bear on several important matters.

* * *

The kindly reference of Senator Turner to the late C. P. Hebert was a thoughtful act of courtesy to the memory of a good man and a true friend to the Exchange.

* * *

The Quebec (city) representatives were most attentive to their visitors. Messrs. Bazin, of Naz. Turcotte & Cie; J. B. E. Letellier and Arch. Miller all doing nobly to make everyone at home.

* * *

The trip to Montmorency Falls and the historic Duke of Kent's house was a fine idea on the part of the Quebec entertainment committee, and the journey thoroughly enjoyed by all. Mr. Carrier's little sketch of the famous hostlery at the luncheon was instructive and timely.

* * *

J. A. Beaudry's genial countenance and friendliness were rays of sunshine and encouragement. His interesting address was much appreciated.

* * *

Pres.-Elect L. E. Geoffrion's experience in grocery matters and as a harbor commissioner of Montreal, should make him a good presiding officier. His remarks were most loyal on the adoption of the word Canada in the new title of the association.

Jos. Ethier, president Montreal Wholesale Grocers' Guild and managing director of Laporte, Martin & Cie, was a popular figure at the convention, and a close participant in the deliberations.

* * *

Toronto's contingent, H. Blain, Major John Sloan, F. W. Humphrey, T. Kinnear and Wm. Logan were a powerful debating force and all took an active and effective interest in the work of the convention.

* * *

Arthur Desroches, of Lalonde & Desroches, Montreal, made many friends by his cheerful disposition and attention to discussions. A good companion and a worker.

* * *

The Maritime Province delegates were right in line with their good ideas and suggestions and showed them in many respects ahead of their western confreres.

* * *

Sam Screaton, jr., of the "Home-made Flavor," was a genial and welcome guest, and got into line with nearly every one present.

* * *

Secretary J. Stanley Cook is thoroughly posted and has everything at his fingers' ends. He's the right man in the right place, and will prove a valuable assistant to the new president.

* * *

T. Kinnear is always looked to for important suggestions and many of his opinions have been acknowledged invaluable.

* * *

One of the most genial and popular delegates was James Gow, of Macpherson, Glassco & Co., Hamilton.

* * *

Wonder what Messrs. Beckett and Innes wanted in Mr. Gow's stateroom?

* * *

Socially Mr. Gow stood out unique in that he kept Messrs. Beckett and Innes guessing as to the correct procedure in advancing and locating one's stateroom.

* * *

Mr. Beaudry made an efficient guide and treasurer for the party endeavoring to locate the plains of Abraham. The sunrise view from the Citadel is always an inspiring one. We know, for we have seen and learned.

* * *

A. P. Murray on behalf of the Canada Starch Co., representing the Edwardsburgh Starch Co. and the Brantford Starch Co., accompanied the members from Montreal to Quebec.

* * *

"It is pleasant to dwell together in unity."—Notice R. J. Carson and M. S. Sutherland, of Kingston, and A. G. Olive and O. E. Truesdale, of Brantford, happy and inseparable.

The last The Grocer representative saw of Messrs. Carson and Sutherland was in Montreal. They were admiring the four colossal statues on the new Royal Bank of Canada Building on St. James St.

LARGE LOBSTER PACK IN NOVA SCOTIA.

Season Promises to be the Best for Years.

The lobster fishing in Nova Scotia this season promises to be the best for years, says a Halifax correspondent. All along the shore from Halifax to Digby the fishing was never better. Notwithstanding the bad weather at times and the scarcity of bait at some places, the catches of lobsters have been very large. From Halifax to Canso the fishing has not been quite so good as in former years, but it is expected to improve before the close of the season.

The total pack for the season will be very large, some of the canneries already having hundreds of cases more packed than they did at the same time last year. Two weeks still remain before the close of the season. One factory on the western shore has packed two thousand cases to date.

Some of the exporters of live lobsters lost heavily in the recent slump in Boston, but the market is now much improved.

TORONTO'S FINE FACTORIES.

English Visitor Speaks Highly of City's Appearance.

A visitor from England, Arthur Spurgeon, managing-director of Cassel & Co., of London, Eng., who was in Toronto last week, spoke most enthusiastically of the fine impression made by the city's industrial establishments. "The factories in Toronto," said Mr. Spurgeon, "in nowise ever suggest that it is a manufacturing centre. I was here fifteen years ago," he continued, "and I see many progressive changes. There are, for instance, your big factories such as Massey-Harris, E. W. Gillette Co., Limited, and others, which are really handsome and palatial in appearance. Elsewhere factories are dingy, ugly buildings and one can easily tell whether a town is a manufacturing city or not.

Mr. Spurgeon was continually saying nice things about Toronto and was full of enthusiasm for Canada and Canadians.

MUST PAY GROCERY BILL.

Judgment was handed out on Friday by Justice Latchford in favor of Medland Bros., wholesale grocers, Toronto, against Wills & Co., H. B. Wills and R. E. Kemerer, for $7,238.78 for a bill of groceries. The facts of the case are that the last named member of the firm, R. E. Kemerer, posed as a broker, buying the goods for a railway contractor on the T. & N.O. Railway at McDougall's Chutes. The goods were furnished him on agreement of the company with which he was connected to pay the account. This was never done, and action was taken, resulting as above.

HOW A STOCK ORDER WAS SCOOPED.

Here is a true story which illustrates the value of "doing it now." The facts related, according to System, can be verified absolutely; the name of the town is a substitute name. The main events happened in Chicago.

At 10.30 o'clock, Wednesday morning, March 13, 1907, the sales manager of a Chicago wholesale grocery house received a tip from a friend in Wheaton that a stock order was to be had by quick action at that place.

The nearest salesman of the house was twenty miles away. At 10.45 o'clock a telegram was on the way to him, instructing him to go to Wheaton and get the stock order.

At 1.30 p.m. of the same day the salesman had his chief on the telephone, had given him the preliminary stock order for the opening day, with the assurance of completing the entire order on Friday. At 2.45 p.m. of that day the merchant's rating had been passed by the credit department, the goods packed and shipped, and on the following morning, when the salesman of the competing house arrived on the scene, the goods were in the store and clerks were arranging them.

Without system, co-operation and instant action such a record could not have been made. The transaction involved all the principal machinery of a house which does a business of several million a year, yet not a cog slipped.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, are expecting their third shipment of "Choice" and "Fancy" Barbadoes molasses, and are now booking orders for this lot. They are also securing a large share of the canned goods business, since the new prices, (25 to 30 per cent. lower than last year) have been out. They guarantee buyers against a decline if orders are placed before July 1. They report good sales of their "Soleil" brand canned goods.

Jos. Cote, wholesale tobacconist, Quebec, makes a generous offer to all trade visitors, who may come to the city for the Tercentary Celebrations. Being anxious that one and all should visit his establishment, he offers to transmit without charge the parcels which visitors purchase here and there throughout the city to their respective home addresses. Of course, Mr. Cote hopes and expects that the visitors will make some purchases from him as well, so that he may be able to enclose the parcels in a shipment of his goods.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address:

Macpubco, Toronto. Atabek, London, Eng.

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Telephone Main 1255

TORONTO - - - 10 Front Street East
Telephone Main 7324
W. H. Seyler, Manager

WINNIPEG - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER - - - R. Bruce Bennett
1737 Haro St.

ST. JOHN, N.B. - - - W. E. Hopper

UNITED STATES—

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J. Roland Kay

NEW YORK - - - 544 West 145th St.
R. B. Huestis
Telephone 2430 Audubon

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J. Meredith McKim

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Published every Friday.

ASSOCIATION NEEDS REORGANIZATION.

The report of the proceedings at the annual convention of the Ontario Retail Merchants' Association at Galt last week makes interesting reading and gives much food for thought.

One important point that is brought prominently before the reader is the seeming lack of appreciation of merchants generally, and members of the association particularly, of the work that has been accomplished for them by this organization. Here is an association of merchants united for mutual protection and for the advancement of the retailer generally, and yet out of the five thousand odd members, but seventeen hundred have this year paid the small annual fee imposed.

Surely all members recognize the fact that the Retail Merchants' Association has during the time of its existence done splendid work for the retail trade. Take the matter of legislation alone, is there one merchant in the whole country who has not been well repaid for the small annual fee he is asked to pay? A moment's consideration will bring but one answer.

One good thing will come of the very free discussion which took place on the financial position of the association, and that is the re-organization of the association that is bound to come. The members of the association long ago should have taken the interest they now manifest in the affairs of the organization. Is it not too much to expect two men to carry along unaided the work of an organization which represents perhaps the greatest body of workers in the country? Besides placing the association on a sound financial basis, it should be the aim and duty of the special committee appointed to look into the affairs at the head office to devise a scheme for carrying on the work in a businesslike way, for the association cannot be regarded as other than an organization of business men, which must be conducted on sound business principles.

EVIDENCE OF IMPROVING CONDITIONS.

"I am pleased to tell you that business is improving very nicely with us, and with a magnificient crop in sight such as the country shows at the present time, business cannot help but improve, and if the crop is harvested in good shape we can look for 1909 to be one of the best years Canada has ever seen."

The above is from a letter received by a friend in Toronto from a former president of the Canadian Manufacturers' Association and the head of one of the big paint and varnish concerns. It is the best evidence of improving business conditions. Paints and varnishes are to some extent luxuries. A business man, a farmer or mechanic, does not paint and touch up his buildings or his fences when times are bad, money scarce and the outlook blue. It is a sign of returning prosperity. Advantage should be taken of it by business men to collect their accounts promptly in order to pay the wholesale merchant and he to pay the manufacturer. The manufacturer has need of the money for extensions of his plant and purchase of machinery. With manufacturers busy, more mechanics will obtain employment and the money will pour back into the hands of the merchants.

PLAN FOR A HOLIDAY.

The businessman who sticks to regular duties all through the year without taking the relaxation of a holiday makes a serious mistake. Everyone engaged in active business should plan for some sort of a change or an outing sometime during the year, and the summer, when business in most departments of trade naturally slackens up a little, seems the best time to have it.

Some men get most benefit from a complete change of scene and conditions and want to get out into the woods and on the water. Others travel to other towns, look over businesses similar to their own and pick up new ideas.

While both of these ideas are good ones, the former is much the more valuable from the fact that it provides relaxation from business worry and the constant planning that is part of every well-organized business. Though such a holiday looks at first like a waste of time and money it will pay handsome returns in the end, for in ninety-nine cases out of a hundred, and particularly if such an outing is planned with a view to escaping usual conditions, the returns from improved mental and physical condition will more than make up for any financial loss, and the business man will return with a new zest and new capabilities for business. No matter what seems to be in the way plan to take a holiday during the present summer.

CANADA AGAIN TO THE FORE.

New York shipping interests have awakened to the fact that Montreal is cutting into their grain freighting business seriously.

Various arguments are advanced regarding this condition of affairs. The chief one seems to be that the lake freighting companies are cutting prices so that the grain is being diverted toward Montreal. This may be so, but those advancing this reason omit to state that Montreal has natural advantages over New York, and some other American ports, which is also a large factor in the present situation. The freight rates from Buffalo to New York have risen in the last five or six years from 2½c to 5½c, which latter rate is almost prohibitive.

From Duluth to New York the rate on grain is 7 4-10c delivered free on board the boat. From Duluth to Montreal the rate is 4¼c. From Toledo to Montreal the rate is 3¾c. The Trunk Line Association and the Marine Association of the United States are taking steps to divert this trade back into its old channels. The railway companies can accomplish the necessary remedy by making their rates equal to the Canadian rates. American railroads have not been celebrated in the past for their patriotic sacrifices, so it appears as though Canada would continue to hold the trade, especially in view of the fact that, other things being equal, she possesses superior natural advantages over New York.

OPPORTUNITIES IN JAPAN.

With the position Japan is assuming in the commercial world to-day and with the large trade that is being done with that country by European and United States business houses, the question arises as to what markets Canada may develop with advantage to have a part in this rapidly-extending business. In a recent report from Alexander Maclean, Canadian trade commissioner in Japan, the subject is treated very fully, and it is shown that large opportunities exist for the development of Canadian export trade with this country.

The principal item of export at present seems to be flour, but as yet the possibilities of this business are only touched on. During January and February of this year $14 586 worth of flour was sent over, and this, it is encouraging to note, was about $5,000 in advance of the business done in the same period in 1907.

Japanese importers speak very highly of sample shipments of bacon and also of cheese, and Canadian butter has already gained some hold on the market, though through some injudicious shipping in 1906 its reputation was somewhat injured.

The commissioner's report indicates that business in all these lines could be largely developed, as well as that in certain classes of paper and in some lines of machinery.

The reason why trade with Japan up to this time has not developed more rapidly seems to be that Canadian shippers even with the superior natural facilities afforded here, cannot compete in price with European and American houses. The fact is also in evidence that Canadian business methods are not altogether suited to customers in the Orient and that our shipping facilities are not of the best.

WHERE CONTINUITY COUNTS.

Every advertisement does not catch the eye of every customer, any more than one blow of a hammer drives a nail home.

Continuous advertising is the secret of successful advertising. It is almost sure to meet the eye of every customer or probable customer in time.

A Canadian manufacturer whose products are known on both sides of the boundary line, uses space regularly in one of the New York dailies as well as in Canadian trade and daily newspapers. He was recently told by one of his friends that although he occasionally reads the daily paper in question that he never saw his advertisement.

"Am not surprised at that," he replied, "but some day you will see it; and the oftener you see it the greater will be the impression it will make upon you. That is why I advertise continuously."

The success of this manufacturer dates from the day he began to advertise. And his faith in advertising is based on experience.

CHANGES IN TOBACCO.

The significant feature of the grocery markets this week was the announcement of a change in the styles and prices of Macdonald's tobaccos, which comes as a result of the imposition of the new duties at the first of the month. The change in duties and excise, which are explained in detail elsewhere, work out to give a tax of 47c cents on manufactured tobacco, against 39c as formerly, with an additional duty of 16c on blending material used in the plug.

To meet this, the manufacturer has reduced the weight of plugs, now making nine to the pound, instead of eight as formerly, and has also raised the price on the various lines from 10 to 11 cents a pound. The change in sizes has been made so that the retailer could still sell 10-cent plugs. The selling terms have also been changed and now no discount is allowed.

The change will be of little interest to the jobber; though he makes a slightly better margin under the new arrangement. The retailer, however, will be under some little handicap, in that he has to sell nine plugs for the same or less profit as he formerly made on eight.

The direct reflect will fall, however, on the consumer, who will get a smaller plug, and it is thought that this will have some effect in increasing the consumption of the cheaper grades of tobacco.

As yet, Sir Wm. Macdonald is the only manufacturer to announce a change. It is expected, however, that the other companies operating in Canada will be forced to follow suit.

A FORWARD STEP IN B.C.

The announcement of the formation of a provincial retail grocers' association in British Columbia, noted elsewhere in this issue, marks a forward step in the position of the retail trade in that province, and shows also how successful the smaller local organizations have proved themselves. The several towns and cities represented at the organization meeting in Vancouver have live local organizations and the value of these has become so apparent that the advantages of a central organization were appreciated.

British Columbia is ahead of the older provinces in this respect and is following the movement for central organization which has been working for several years among the retail trade in the United States. Across the line not only local and state organizations are doing good service, but a national association has been in existence for several years. The strength to which this has attained and the prestige it holds among the trade was evidenced very materially at the recent convention of the association in Boston.

British Columbia grocers are to be congratulated on being the first in the Dominion to organize such an association. The step taken is one which The Grocer has advocated for some of the other provinces for some time and it is hoped that now the path has been laid this example may be followed by the other provinces and that in reasonable time a Dominion retail grocers' association may be formulated. The importance of such an organization as an aid to the retailer and as a means of uplifting the trade generally cannot be over estimated.

The aims of the British Columbia organization, as outlined at the first meeting are exceedingly comprehensive and if the policy is carried out the association will indeed be a blessing to the grocers of the province. They propose to foster social feeling, to obliterate district differences and inspire confidence among the members of the trade, to correct excessive and unmercantile opposition, such as price-cutting, jobbers selling at retail, peddling, adulteration of goods, the use of fictitious labels and dishonest weights and measures. The association will also watch and influence legislation toward the better protection of capital, will assist in collecting accounts, aid in enforcing Sabbath observance and will also look after interests which individual effort cannot accomplish.

ONTARIO'S FISHERIES.

The yield of Ontario's fisheries during the past year aggregated $1,935,024-90. This is $200,000 more than the catch of 1906, and establishes a record. The Provincial Fish and Game Department find it impossible to enforce the fishery regulations owing to the action of the Dominion Department in abolishing the close season for whitefish in Lakes Erie and Huron. The superintendent recommended the appointment of special inspectors to prevent the illegal catching and shipping of immature and under-sized fish.

Retail Merchants in Convention

Annual Meeting Held in Galt Wednesday and Thursday, June 17 and 18—Discussion of Numerous Resolutions—Delegates Well Entertained.

The ninth annual convention of the Ontario Provincial Board of Retail Merchants' Association of Canada was held in Galt on Wednesday and Thursday, June 17 and 18, and was pronounced the most successful convention in the history of the organization.

The first day's proceedings began at ten o'clock on Wednesday morning. President H. C. Ellis, Ottawa, took the chair and called the meeting to order. A committee composed of Adam Ballantyne, B. W. Ziemann and M. Moyer, Toronto was elected to nominate committees to take up the resolutions presented at the convention, and the meeting adjourned until the afternoon, Geo. T. Hamilton, Galt, being deputed registrar.

At the opening of the afternoon session Mayor Patterson, on behalf of the town of Galt, welcomed the retail merchants to "the Manchester of Canada."

After a number of other appreciative addresses regarding the work of the association and the town's welcome, Secretary Trowern read a list of resolutions which were referred to committees for consideration.

Getting Down to Business.

When the secretary's report was called for E. M. Trowern made a few preliminary remarks regarding transient traders' legislation, the Division Court Act, bread inspection and parcels post, was about to read a typewritten article when the chairman on a point of order, said the secretary was not keeping exactly to what was wanted. "What was required," said Mr. Ellis, "was a written report of the business of the past year." C. W. Kelly, Guelph, backed up the president and as Mr. Trowern had no such written report to offer the convention went on to the next item.

No Treasurer's Report.

Shortly after the treasurer's report was called for. Mr. Moyer began by discussing details of organization. C. W. Kelly, Guelph, interposed, asking if the treasurer had no report to offer. Mr. Moyer replied that he had no written report.

It was a queer thing, said Mr. Kelly, if neither the secretary or treasurer had a written statement to present. He asked in what position was the organization financially?

The Association's Position.

The treasurer stated that during the past year, although the membership numbered 5,233, but 1,789 members had paid the yearly fee of $2. There were replies yet to come in though, said Mr. Moyer, from various parts of the province.

Mr. Kelly asked if the treasurer could not submit a statement showing the receipts and expenditures for the past year, and also inquired if the association had no auditor. He did not in the least reflect on any officer of the association. He knew, and every member knew, that both the secretary and treasurer were working hard for the interests of the association, but the treasurer, for his own protection, should insist on an auditor. He suggested that a special committee be appointed to deal with the treasurer's statement and Mr. Moyer asked that one be named at once. Geo. T. Hamilton, Galt; F. Watters, Guelph; Fred C. Higgins, Toronto; H. C. Ellis Ottawa; W. H. Davis, Brockville; A. Ballantyne, Hamilton; with the treasurer and secretary were named and were asked to report with the committees on resolutions.

At the resumption at 7.30 F. Watters, Guelph, chairman of the special finance committee, reported that they were unable to make a report and recommended the appointment of three members to go to Toronto to look over the books, make a report, and try to put the association on a sound, financial basis.

On a question as to the financial standing of the association, the treasurer said the association was about $2,000 in debt, but very probably things would not be so bad as this.

Mr. Moyer told of the hard work Mr. Trowern had done for the association with little and often no remuneration.

Mr. Kelly said it was the first time he heard that things were as they were. He had no doubt at all that the officers had done their work well, but the fact was that they had too much to do. "We are not bankrupt," he said, "but financially embarrassed. We owe $2,000, but we do not know to whom we owe this, nor how the debt is made up. This organization can and should be placed on a firm foundation."

An Incorporated Body.

T. A. Rutherford here asked: "Is this association an incorporated body or is it one of Mr. Trowern's own organization."

E. M. Trowern said he was glad of this opportunity to enter the debate. He was glad of this opportunity to enter the debate. He did not explain in the afternoon the reason why he did not present a written report. Would it have looked well if the statement was presented that of 5,000 members, but 1,700 had paid their fees? Would it have looked well if the report showed the association was $2,000 in debt? "Why, we have been $5,000 behind, and how many knew it," he said, "and yet we came out all right. Now that you know the state of affairs, I know you will help on by individual effort the work of the association."

Answering the question as to "Trowern's own organization," Mr. Trowern gave a short resume of the history of the the association.

It is a properly incorporated body under the laws of the Province.

"As to the payment of officers," said Mr. Trowern, "it was arranged that I should get a salary, but there was for a time no money to pay a salary, and I was asked to work on a commission basis. The money owing me, $1,500, I voluntarily relinquish—I wiped out the debt, because I knew that some day we would be over the hill, and because I had confidence that the boys would stay behind the association.

"Now, as to the money spent. It has cost us thousands of dollars in legislation—in amending the Criminal Code; in opposing the Co-operative Bill and other matters. Hundreds of dollars have been spent in sending deputations to Ottawa. As to immediate relief, you must get more members, and get the back dues. The trouble is you do not know what a good thing you have got."

Appointing an Auditor.

A. Ballantyne said all knew now how overworked both the secretary and treasurer had been, and thought an auditor should look over the books and be ready to present some statement when the committee met in Toronto.

The President thought that for the future it should be understood that all reports from officers of the association should be presented in writing.

A. L. Green said the constitution covered the point, and believed the special committee would render great assistance to the executive officers.

W. Farrar moved that an auditor be appointed and that the committee meet in Toronto at the time the Dominion Board convenes, Sept. 8 and 9, but though the convention sympathized with the motion, no member seconded the suggestion.

F. Waters then moved, seconded by T. A. Rutherford, that "three members be appointed to audit the books and devise ways and means to put the association on a good financial basis." At the suggestion of a number of members, an amendment was made that "six names be added to this committee." On the motion and amendment being put, they were carried unanimously.

The members of this committee are R. W. Dockeray, Toronto; C. W. Kelly, Guelph; Fred. C. Higgins, Toronto; T. A. Rutherford, Galt; J. F. Halloway,

Toronto; W. Farrar, Hamilton; A. Ballantyne, Hamilton; B. W. Ziemann, Preston; and H. C. Ellis, Ottawa, with the Secretary and Treasurer.

Thus ended a very warm and wordy, though earnest discussion, which will, no doubt, make for the best interests of the organization.

Some Resolutions.

The convention then took up the resolutions submitted by the various committees, regarding the Co-operative Societies Bill, the Short Weight on Car Lots of Coal, the Bad Pay Reporting lists, the amendment to the Gold and Silver Marking Act, endorsing the Master Bakers' amendment to inspect bread in factories, in opposition to the tax on proprietary medicines, regarding educating the press to pay more attention to retail merchants, against any parcels post system, recommending the advisability of forming a Chamber of Commerce, regarding amendment of the criminal code to give merchants and manufacturers the same rights as those enjoyed by organized labor.

All these resolutions carried, and at the committee's request the following telegram was sent to the Secretary of State, Senator Scott :

"That the retail merchants of the Province of Ontario, assembled in convention at Galt, again strongly protest against the passing of the Co-operative Act now before the Dominion Senate."

A resolution on "the injury to local trade by the suburban service to cities and towns" was not considered, it being held that no one can tell at present whether or not such service would be injurious.

The report of the committee as amended was then adopted.

Committee Resolutions.

W. Farrar, chairman of the legislation committee, presented the following resolutions, which the committee had concurred in :

That the rate charged retail coal dealers under the Assessment Act should be reduced ; that the Government's attention should be called to the unworkable condition of the present Peddlars' and Transient Traders' Act, and it should be amended ; that the proposed amendment to the Municipal Act allowing municipalities to prevent merchants from displaying signs, etc., be opposed ; that action should be taken to prevent amendment to the Shops Regulation Act which would affect the hours of female clerks ; that the amendment to the Milk Inspection Act be endorsed ; that the proposed amendment to the Pharmacy Act be endorsed ; that the Government be impressed with the necessity of amending the Division Court Act so that small debts can be collected more cheaply.

"This last resolution," Mr. Trowern said, "was to place the retailer in the same position as the laborer and the mechanic. The Provincial Government promised consideration of a reduction of fees, but the bailiffs had come before the Legislature 800 strong and the Government took cold feet and deferred introducing a relief measure. What retailers wanted was, at least, a reduction of fees."

With regard to the hawkers' and peddlars' license resolution, Mr. Trowern said it would be well to concentrate on some one matter at a time instead of trying to force all the measures. The association should try to see if the law governing peddlars could not be amended at the next session of the Legislature.

The subject of free school books was given considerable attention at the Thursday morning's session and a resolution referred to the executive for a report from the stationers' section.

For a Standard Potato Bag.

At the instance of A. Ballantyne, a resolution that the Dominion Board should attempt to have the act regarding the weight of a bag of potatoes amended to 90 pounds, was changed to read "75 pounds." Mr. Ballantyne said that at the present time there is a standard weight of 60 pounds to the bushel, but no standard for a bag of potatoes. In Quebec there is a standard of 80 pounds to a bag of potatoes, and in the Dominion there is a standard of 50 pounds for onions.

T. A. Rutherford opposed this on behalf of the drygoodsmen, saying all knew that potato bags received the greatest wear and tear, and that were the standard changed from 90 to 75 lbs. so that old sugar bags could be used, many drygoodsmen would have useless stock left on their hands.

F. C. Higgins, Toronto, said this was no selfish question at all. He quite agreed with Mr. Ballantyne, and at any rate some standard should be set for the protection both of the merchant and the public.

The resolution as amended then carried.

R. W. Dockeray then presented the following resolutions from the committee on general trade :

That the association is in favor of the public control of general utilities ; that the action of the Coal Dealers' Association in requesting a removal of duty of 53 cents per ton on vessel fuel in Ontario be endorsed ; that a card be prepared to be placed in stores dealing with the question of advertising solicitors for local functions.

All these resolutions carried. The latter one was recommended because it is already adopted by some of the branches of the R.M.A.

To Strengthen the Association.

The following resolution was strongly recommended as it had special significance for the Toronto Retail Grocers' Association, and reference also to the Hardwaremen's Association:

"That the officers of single line associations not connected with the R.M.A. be interviewed with the object of securing their assistance, co-operation and membership."

A belated resolution as to whether the weekly half-holiday should be supported by the Provincial Association was, after discussion, left for the various branch associations.

The New Officers.

This concluded the business of the convention and nominations were called for the various officers of the association. The elections resulted as follows: President, B. W. Ziemann, Preston; 1st Vice-President, Adam Ballantyne, Hamilton; 2nd Vice-President, C. W. Kelly, Guelph; Treasurer, M. Moyer, Toronto; Secretary, E. M. Trowern, Toronto; Auditor, R. W. Dockeray, Toronto.

B. W. Ziemann, Adam Ballantyne, H. C. Ellis, M. Moyer and E. M. Trowern were appointed to represent the Provincial Association on the Dominion Board.

H. C. Ellis, on calling Mr. Ziemann to the chair, thanked all the officers and delegates for the help they had rendered him in the past; and Mr. Geen led off with "He's a Jolly Good Fellow," when a vote of thanks was tendered the retiring president.

Votes of thanks were tendered the local members for their assistance in looking after the delegates; to the Galt Horse Show Association and the manager of the opera house for the invitations extended them; to the Mayor of Galt, and to the manufacturers, who extended invitations to visit their plants.

Next Meeting in Brockville.

W. H. Davis, on behalf of Brockville, invited the R. M. A. to meet in the Thousand Isles city next year, and C. N. Greenwood and P. J. Kelly presented the claims of Stratford. The convention thought the east should get a turn next year, so the R.M.A. will meet in Brockville on June 18 and 19, 1909.

Entertained by Local Branch.

On Thursday afternoon the delegates were treated to a drive about town by the members of the Galt branch. The drive led to Victoria Park, and on to the show grounds, where the Galt Horse Show Association took them in tow, and showed them some of the finest horse flesh exhibited in Canada.

The local Reception Committee, who looked after the welfare of the visitors, were: A. Deans (chairman), F. H. Chapple, N. L. Moore, A. M. Edwards, W. W. Wilkinson, Geo. T. Hamilton and T. A. Rutherford.

WHOLESALERS MEET IN HAMILTON.

Discuss Trade Questions in Friendly Way on Tuesday.

An informal meeting of the wholesale grocers of Western Ontario was held at Hamilton on Tuesday, with a view to discussing trade conditions generally, and in a fraternal way.

Members of the trade were present from Toronto, Hamilton, London, Brantford and Guelph.

Several of the matters discussed at the meeting of the Canada Exchange at Quebec last week were considered, and the present situation in sugar, canned goods, fruits and other lines was discussed. No action of any kind was taken, the meeting being of a fraternal rather than a social nature. After the meeting the visiting members of the trade were entertained at luncheon by the Hamilton wholesalers at the Hamilton club.

The Toronto Grocery Clerks' Association are arranging a picnic in High Park for July 1st. All grocery clerks in the city are invited.

THE SITUATION IN THE WEST

Heavy Rains During the Week Cause Apprehension in Some Districts—Export Wheat in Demand—Winnipeg's New Station Begun—a Good Week in General.

The Western Viewpoint, by our Special Winnipeg Correspondent.

The week has been one of heavy rains and dark weather, and there has been a slight feeling of uneasiness for fear the crop is getting too much rain, and a number of inquiries have come from the East regarding this. There has been too much rain in isolated spots all over Manitoba and Saskatchewan and large sections of Alberta south, but there has been none too much in the wheat belt generally, and where they are suffering from rain in Alberta there is comparatively little crop. There has, however, been quite sufficient rain for all requirements, and the Western farmer would like a hot sun and light winds without any more rain for a couple of weeks, at least, and as we are wearing well on to the end of June no doubt we will get these conditions. June is our rainy month by all traditions, and if we do not get June rains we are very liable to have to go without rain altogether. The years in the past when the whole Canadian West has suffered from too much rain are very few, and there are long gaps between.

The wheat market has been rather an interesting one for the week, as there has been quite a trade developed in Winnipeg October for export. There has been no excitement and no great rush, but a quiet, steady working of a few loads every day. The representative of one of the largest Canadian exporting houses said the other day that all signs pointed to a very large and very early demand for Canadian wheat for export. His explanation was that Old Country stocks had been allowed to run abnormally low owing to the high price of the last crop, and that British millers had hoped to fill up on hard winter wheat. The damage to the winter wheat crop has now assumed definite and serious proportions, so that supplies from that source will neither be so early or so liberal as at first anticipated, and hence the demand for our wheat. More October has been sold for export this season to date than up to the end of June last year.

The oat corner mentioned last week seems to be progressing. The man who holds the oats reports large sales and shipments to the East during the past week at prices that will net him 44c afloat, Fort William, and this makes the Winnipeg price look like a legitimate one. There are some big shorts on this market, and there will no doubt be some squealing before the deal is closed out. The end of the month is anticipated with a good deal of fun by those not in the oat deal, and a good deal of apprehension by those who are.

The live stock market has been dull and without feature for the week, the receipts being small and not of extra good quality. The coming week, however, an improvement is looked for, both as to better weather and the quality of the receipts. Cook, of Newdale, the first man in Manitoba to give a practical demonstration of winter feeding in the open in Manitoba, is shipping in the last bunch of his winter's feeding and it is expected there will be a rush among dealers for this lot.

One of the signs of the times in the West is the gigantic enterprise of bringing the steamer Alberta by water from Prince Albert to Winnipeg. In the good old days there used to be much talk of a permanent water route of this kind, but it has never been found feasible and probably never will be for regular traffic. The steamer Alberta, however, had been built for Saskatchewan trade and found unsuitable or the expected trade never developed. Any way, it was found by the owners that they had no use for her at Prince Albert, and could make good use of her on the Red River at Winnipeg, where the demand for excursion steamers is steadily developing, and which will increase still more rapidly once the St. Andrew's locks are ready for use. The bold scheme of bringing her down the Saskatchewan River, running the Grand Rapids and crossing Lake Winnipeg, was devised, and has now been satisfactorily accomplished. This is the first big steamer to ever run those rapids, and even she did not manage it without some damage, which, however, was quickly repaired and on Friday, June 19th, she arrived at Winnipeg where she is being overhauled and thoroughly refitted for river excursion traffic.

One of the events of the week was the arrival in Winnipeg of John D. Matheson, the civil engineer, representing Warren & Wetmore, the architects for the great union depot of the C. N. R. and the G.T.P. Mr. Matheson is taking up his permanent residence in Winnipeg until such time as the depot is completed. The driving of the piles started on Saturday, June 20th, and as soon as that is done work on the masonry will commence and a very large gang of men be employed. Mr. Matheson states that it is the expectation to have the roof on before snow flies this fall.

All the offices for the working staff have been completed and the storage building for cement and other materials is now finished and full. It is no light matter to get ready to fill a $1,000,000 contract and evidently the men in charge have realized the need of getting everything to hand before the actual work of construction begins. The piles are to be of cement, a steel case being driven down, the core removed and the space filled with cement.

Real estate dealers state that though there is really no activity in city property there is quite steady demand for inside stuff and an equally steady demand for farms. The latter is expected to increase with the influx of American home seekers.

Wholesale trade is fairly active and one of the signs of expanding business is the remodelling of the big dry goods house of Gault Bros., Limited. At the time they erected their block, a few years ago, a little less than one-half of it was leased to a stationery house, Clark Bros. Now the growing demands of their business have caused them to dismiss their tenants and take the whole of this space, 50x120, and three storeys, into their business. The place is now being prepared for the reception of their fall stock.

During the week the first C.P.R. train over what is known as the Kirkella branch, ran into the town of Saskatoon on the banks of the Saskatchewan. The Board of Trade of that enterprising town made this the occasion of an excursion, to which the wholesale men of Winnipeg were invited and to which many of them went. It was a liberal education for some of those who remember this section in the old days when the only means of reaching Saskatoon was over the Long Lake Prince Albert line as it was called. The thing that first gave Saskatoon its boost was the disembarking of the Barr Colony at that point five years ago. From that day to the present it has gone ahead by leaps and bounds, and to-day has some of the finest retail stores in the West. It is situated in a splendid country and now has two railways running in to it and is only a few miles from Warman, on the main line of the C.N.R., so that it practically has communication over three roads. The excursion and the banquet which followed was the Board of Trade's idea of the best way to advertise the town.

Boards of Trade all over the Canadian West are realizing the need of publicity, and are devising ways and means of bringing the special merits of their various sections before the public, but this is, perhaps, the most effective and practical one that has yet been tried.

The week summed up has been a good one for the West, full of movement of business and of hope that has its foundations in solid fact. H. .

TRADE NOTES.

A. Samuel, general merchant, Brownhill, Ont., has assigned.

E. Budd, lately of the Bothwell Grocery, has opened a store on his own account in Barrie.

G. R. Small, of the Canada Maple Exchange, Montreal, has left on a business trip to Winnipeg, Calgary and other western points, where he will be present at the various exhibitions.

S. Draper, Elmvale, whose grocery store was destroyed by fire a year ago, together with his stock, has completed his new building on the old site and will open with a new stock of groceries and confectionery in a few days.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

Montreal, June 25.

POINTERS—

Butter—Advanced.
Eggs—Declined.
Cheese—Advanced.
Fish—Decline in some lines, advance in others.
Strawberries—Declined.

The past week has been a good one. This fact may be due to the fine natural conditions which have prevailed. We have had fine, bright days and a little rain, which combined, helped the crops ahead nicely and it seems this spirit of progress in the crops has stimulated business. Government statistics are out and show that the land will do its share toward greater commercial activity. The products of the country—butter, cheese and eggs—are arriving in good quantities and exports in some lines have been rather better. Beans still remain high, and uncertainty prevails about their movements. Maple products are very dull. Fish and fruit have had their usual fluctuations. Honey remains quiet and stocks are small. Refined sugar is dull and depressed, and the primary markets on raw have had some small up and down movements, but so far this has not been reflected on the refined market.

SUGAR—The raw sugar market has been in a rather unsettled state but has not affected the refined any yet. In spite of the fact that under natural conditions the demand for sugar should be good at this time of the year, on account of it being the fruit season, the demand is not what it should be. Prices have not changed since last quotation.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 8
Paris lump, boxes, 100 lbs	5 70
" " 50 lbs	5 80
" 25 lbs	6 0
Extra ground, bbls	5 :5
" " 50-lb. boxes	5 4
" " 25-lb. boxes	5 65
Powdered, bbls.	5 :5
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 6
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 5
No. 1 " bags	4 45

SYRUPS AND MOLASSES—Orders for molasses are still being sent to the Barbadoes but nothing to speak of is obtainable there. Locally the molasses market has been more active during the week. Sellers were asking 31c on the wharf. Other lines remain the same.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 3½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—During the week interest was centred on high-grade new Japans and the few parcels of new arrivals were eagerly picked up, as these show good value on the present advanced market. Samples just to hand, representing later pickings, to arrive here in about eight weeks, have also been readily sold. The latest report indicates a high market for second and third crop teas, and at any time an advance may be asked on present quotations. Ceylon greens and blacks have been somewhat quiet, but as stocks here are comparatively small, and the London market remains about the same, a good demand is expected for these teas during the coming week at fall prices. Moyunes and Pingsueys have also been somewhat neglected but it is understood one or two small invoices of Pingsueys, originally consigned to New York, have been sold on this market.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS—Fine Filiatras cleaned currants are a little stronger, now being quoted at 6½c to 6¾c per lb. Valencia raisins (off stock) are lower, being obtainable at 4¾-5c per lb. The fig market is pretty well cleaned out, very few lots remaining. New quotations for California dried fruits, it is expected, with the exception of prunes, will be 60 per cent. lower than last year.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 0 ¾
" " in 1-lb cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 05½	0 05½
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" 1 lb cartons		0 14
Elemé Table Figs—		
Six crown, extra fancy, 10-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb	0 15	0 20
" stuffed figs " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb	0 4½	0 05
Selected, per lb		0 06½
Layers, "	0 05	0 06½
Dates—		
Halloweens, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
" Royal Buckingham Clusters," ½-boxes		1 37½
" Excelsior Windsor Clusters " boxes		5 50
" ½'s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 1
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 14
Pears, "		0 18

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

COFFEES—This week coffee has been fairly active. Rio, Java and Mocha are in good demand. The coffee trade keeps in a healthy condition, and it is said by the large dealers that the use of coffee is becoming more general every day. There has been no change in the prices since our last quotations.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 19

Roasted and ground 20 per cent. additional.

SPICES—Spices have been in slightly better demand during the week but the prices remain the same.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 15
Nutmegs	0 25	0 60

RICE AND TAPIOCA—"Rice market continues steady with a fair demand. Tapioca—a little better demand for spot lots but not much inclination to purchase ahead." Such are the words of a large importing house while some of the jobbers report some activity, and others nothing doing. The wholesale grocers report a fair demand for rice, but not much for tapioca. The price of tapioca is a half-cent easier this week.

B rice in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca medium pearl	0 05½ 0 06

BEANS—The market still remains high, due to continued scarcity in the west. The withdrawal of the western product has brought eastern beans into prominence and the Austrian product is receiving its share of attention.

Choice prime beans	2 10 2 15

MAPLE PRODUCTS—This market is exceedingly quiet. Nothing to comment on has occurred since our last report. Prices remain the same.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 08½ 0 09½
Pure syrup, 8½lb. tin	0 60 0 65

EVAPORATED APPLES—No change. Demand is fair.

Evaporated apples	0 07 0 07½

CANNED GOODS

MONTREAL—The publication of the new price list contained no great surprises as the prices as published were more or less all anticipated. The demand during the week has been good for canned fruits and vegetables. Canned meats and fish have met with small demand, with the exception of lobsters, which have been quite active.

TORONTO—Business in 1907 pack goods continues fair, though the fruit season might be expected to affect this to some extent. There has been little really doing in 1908 pack goods though there is a good deal of talk about them.

NEW PRICES—1908 PACK.

VEGETABLES.

	Per doz. Group 1.	Per doz. Group 2
2's, sliced, br., "Simcoe"		.95
Beets—		
2's, sliced, b.r., Simcoe		.95
2's, whole b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's. No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	,95

FRUITS.

3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red. not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.

Tobacco—MacDonald's sizes changed and advanced.

Beans—Stiff.

Collections—Somewhat slow.

Toronto, June 25, 1908.

Business in wholesale circles seems rather quieter this week, though there is no apparent reason why this should be so. Collections, too, seem a little slower again, and in a good many cases retailers are holding accounts off until the harvest. Jobbers report that in the majority of cases the small merchants are more prompt in paying up than the larger ones.

About the only change of consequence in the grocery markets during the week was that in Macdonald's tobaccos, details of which are given elsewhere. Other markets are comparatively quiet, with practically no price changes.

SUGAR—The markets abroad show unsteady influence, with some possibilities of decline in raws. Willett & Gray, in explaining the situation, say:

"There has developed a sentiment of uncertainty and uneasiness during the week under review which makes a forecast of the immediate future of the market more difficult. The weakening influence emanates principally from Europe where the possibilities of important importations of Russian Crystals after September 1st are disconcerting. Attention is drawn to the difference between the values of old and new crop beet sugars the old crop now being on the basis of 4.33c for Centrifugals here, and next crop, October-December delivery, at 4.14c per pound. Old and new crop beets must come together at some time and the influences at work indicate the doing so at the lower level rather than the higher, so it may be said that the situation warrants the expectation of a decline of ⅛c per pound in sugar values abroad and a corresponding sympathetic decline in America. Should the decline come soon in both raws and refined there is still time left for another advance later on in this campaign under the influence of the impetus that may be given to the demand for refined sugar at a lower level."

Notwithstanding these weaker reports the local situation seems to remain fairly steady. A large demand is expected in another week, as the preserving season comes on and it seems scarcely possible that any reduction can take place with this and the large summer's business in view. Prices quoted are as follows:

Paris lumps, in 25 lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — The situation continues steady, with a slight falling off in demand evident as summer advances.

Syrups—		
Dark		
Medium	0 30	0 33
Bright	0 36	
	Per case.	
2 lb. Tins, 2 doz. in case	2 40	
5 " " " "	2 75	
10 " " "	2 65	
20 " " " "	2 80	
Barrels	0 03½	
Half Barrels	0 03½	
Quarter "	0 03	
Pails, 35 lbs. each	1 75	
" 25 " "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
½ " 12 "	4 80	
Quarts, 24 "	4 80	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—A staple business continues with some demand for prunes, which are still scarce, and will remain so at least throughout the season, as jobbers do not care to bring in car lots at this juncture. There is some demand for seeded raisins and currants. Otherwise the market is featureless.

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06	30-40,25's, 50-lb. boxes	0 07½
90-100s,50-lb boxes	0 06 0 07	70-80s "	0 08
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 07½ 0 90
" " "		40-50 "	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		

Figs—	
Elemes, per lb	0 08 0 15
Tapnets, "	0 03½ 0 04
Bag Figs	0 04½ 0 05

Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 09½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new	0 06½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09

Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

TEA—Business locally continues very quiet, no noticeable change in prices abroad. Common teas show an easier feeling, but the quality offered is very inferior.

COFFEE—Business locally is reported as very satisfactory this week. Prices are on the same basis and the situation abroad shows no material change, though the Brazilian Government continues to dispose of their valorization coffee. Willet & Gray, discussing the situation, say:

"It is not probable that the Government will continue their sales for the present as they have now tested consuming markets and ascertained the value of their holdings by means of auction sales which give a positive and better test than the option markets; and furthermore show that the price basis of 50 franc for the actual coffee is quite different from the 40 franc basis adopted by the Bank of France, this latter being done at the instigation of adversaries to the market, in France.

"News from Santos points out that the incoming crop there does not promise to be of good quality, the uneven flowering and irregular ripening likely to result in a crop inferior in drinking merit as well as the roast. The Government holdings as to quality are decidedly the best in any of the European or American markets, which is easily proven by the fact that in a dull and declining market for options the buyers here of Government coffees have done a very satisfactory business in both quantity and price.

"After the hulling of the new crop has proceeded far enough to ascertain the facts as to the poor quality, it is probable that the Government will keep the balance of their stocks out of the market and hold for a much higher price. The total amount of Santos coffee in the States belonging to the Government is ascertained to be less than 700,000 bags, the remainder of the Government holdings here consisting of Rio coffees, which the Government has decided to withdraw completely from the market during the 1908-1909 crop; and to ascertain whether the production in Rio is further deteriorating, the small incoming crop showing a big falling off of production in that State."

RICE AND TAPIOCA—Some little increase in demand is shown as the hot weather advances. Small shipments continue to arrive locally but there is nothing of particular interest in the situation. Prices are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
B rice, 5 bag lots, delivered		3 05
Rangoon	0 03½	0 03¾
Patna	0 05½	0 05¾
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 06

SPICES—Demand is fair with no new features to report.

Peppers, blk p re	0 16	0 20
" white pure	0 25	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice		0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—The market continues stiff though demand is not particularly active. Firms supplying the military camps in various parts of the country have had some little trouble in scraping up supplies of beans during the last couple of weeks. Local stocks are very light and dealers are chary of quoting. Prices remain at the same place as last week.

Beans, hand picked, per bush	2 10	2 25
" prime No. 1, "	2 00	2 10
" Lima, per lb		0 07

EVAPORATED APPLES—There is little new to report. Demand is light and prices are the same as a week ago.

Evaporated apples	0 08	0 08½

TOBACCO—A significant change in McDonald's tobaccos was announced during the week, which will be interesting to both jobbers and retailers. The change includes a difference in plug weight, 9's being now manufactured instead of 8 to the pound as formerly and the prices are also raised. The change is made as the result of the new duties which came into operation finally, on June 1st. Before these were imposed the duty on stem tobacco was 14c and excise 25c. It is now 42c on stem and 5c on excise. This works out to a basis of 47c under the new arrangement as against 39c formerly. There is also a special tax on blending material used in the plug of 16c per pound, which in smoking amounts to 20 per cent., and in chewing to 30 per cent. In the face of these changes the manufacturer says he is forced to make a change. How the change is worked out is shown herewith by a comparison of the new prices to the retailer with the old.

Brier, formerly made in 8's, was	0 70
" now in 9's, at	0 81
Index formerly in 8's, at	0 68
" now in 9's, at	0 78
Napoleon, formerly in 8's, at	0 70
" now in 9's, at	0 81
Prince of Wales, formerly 8's, at	0 68
" now 9's, at	0 78
British Consuls, now 5's, at	0 68
Ingots, now 9's, at	0 88

The selling terms have also been changed. Where formerly they were 30 days less 10 per cent. in 10 days, they are now 30 days net with no discount.

FIFTEEN YEARS' SERVICE.

W. L. Edmonds, General Manager MacLean Publishing Co., Presented With Handsome Desk.

A pleasant event took place at the office of the MacLean Publishing Company on Tuesday of this week, when W. L. Edmonds, the general manager of the company, and former editor of The Grocer, was presented with a handsome and massive mahogany desk, specially made by the Canadian Office & School Furniture Co. The presentation was made by Col. J. B. MacLean in the presence of the entire business, editorial and mechanical staff of the company, and was made with a view to marking in an appreciative way the completion of Mr. Edmonds' fifteenth year of service with the company.

In his remarks Col. MacLean said:

"A short time ago our general manager completed fifteen years of continuous service with us. I have asked you to assist me to-day in presenting him with this desk to mark the occasion. I want him to be good enough to accept it as a formal but slight acknowledgment of the most loyal and faithful services any concern could wish to have. It is nearly 20 years since I first made Mr. Edmonds' acquaintance, and I was drawn to him by the thoroughly, conscientious, painstaking way in which he discharged his duties. Most newspaper men are content with the information furnished by one man. It was not so with Mr. Edmonds. In preparing his market reports he saw every firm, large and small, who could give him the most remote possible information. I have known him to call day after day for weeks to discuss market situations before getting anything of the slightest value. But that made no difference. He knew that any day something of the greatest importance might develop, and it generally did. It was not until he completed his long round that he formed any conclusions as to prices, values or market or business situations. It is this thoroughness with which he himself does his work and inspired his assistants to do theirs that has put our papers where they are—that even the courts of law have from time to time accepted their quotations as final evidence in important mercantile disputes."

Mr. Edmonds made a happy speech in reply, referring to the pleasant years he had spent with the company and also of the kind treatment he had always received from Col. MacLean. Continuing, he referred to his early newspaper career, and the assistance it had been to him in his present position. He started in 1875 in the composing room of the Mail. In 1885 he assumed control of the Cannington Gleaner, but sold this paper in 1888 and returned to Toronto, where he was engaged in journalistic work on the daily press. For two or three years prior to his connection with the MacLean Company he filled the positions of city editor and commercial editor of the Toronto World. Mr. Edmonds was the Liberal candidate for East Toronto in 1905.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, June 25, 1908.)

POINTERS—New prices (1908 pack) canned fruits and vegetables.

Rolled Oats—Cheaper.

Pearl Barley—Decline in price.

Except for the announcement of new prices for the west on 1908 pack of canned vegetables and fruits and declines in rolled oats and pearl barley, there are no important quotable changes on the local market this week. Business continues fairly active, but no very marked improvement is expected for a couple of months yet until the harvest is either under way and the crop absolutely assured. There is no denying the fact that until the crop money gets in circulation there will be a marked scarcity of ready money.

Fortunately the outlook was never better at this time of year for a heavy crop. From all parts of the west reports come in telling of the most gratifying crop prospects and there is every reason to believe that in a few months' time there will be a return of the prosperity to which the west has been long accustomed. The outlook is most hopeful.

CANNED GOODS—New prices for 1908 delivery have been announced on fruits and vegetables and detailed quotations will be found below. It will be noted that there is a general reduction in prices, a change which will be welcomed by the trade as the high prices of the last year discouraged consumption. We quote :

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red, pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 19	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 12½	2 10
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 05	4 00
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

—1908 Pack for Delivery Later—

Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

1908 Pack for Delivery Later.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 00
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " "	1 90
3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's, "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
1 lb. "	2 50
Ham loaf ½ lb. "	1 25
1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
1-lb. glass, "	3 25

SUGAR—

Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 35
" yellow, in bbls	5 00
" " in sacks	4 95
Wallaceburg, in bbls	5 30
" in sacks	5 35
Berlin, granulated in bbls	5 20
" " sacks	5 25
B.C. gunnies granulated, 5-18's to bale, per cwt	5 45
" 5-2's " "	5 45
" hard pressed lump, 25's, per cwt	6 55
" " " half bbls., per cwt	6 70
" icing	6 20
" bar sugar	6 00
Icing sugar in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 50
Powdered sugar, in bbls	5 70
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls	6 35
" in ½-bbls	6 35
" " in 100-lb cases	6 35

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 70
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

ROLLED OATS—Prices have declined and quotations are now as follows :

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—The price is advancing and local quotations are now as follows :

Cornmeal, per sack	2 00
" per ½ sack	1 05
" per barrel (10 10's)	2 40

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows :

Sugar 2-lb. boxes ¼s and ½	3 00
Syrup gallons ½ doz. to case, per case	5 65
" " ½ doz. to case, "	6 15
" ¼ " 2 doz. to case "	5 55

FOREIGN DRIED FRUITS—A local advance in prunes is expected very shortly in sympathy with advices from California, which indicate that this year's crop will be almost an entire failure. We quote :

Australian raisin—	
Brown Lexias, per lb	0 08
Extra brown	0 10
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 80
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs. per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07¾
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 9½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, to be pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	
Wet cleaned " "	

EVAPORATED APPLES—Quoted at 8¾c per pound.

BUTTER—The local market is still weak and somewhat demoralized by cutting in creamery prices. No. 1 dairy is worth 17c f.o.b. Winnipeg, and No. 2, 14c.

EGGS—Produce houses are still paying 15c per doz. f.o.b. Winnipeg.

CHEESE—

Manitoba per lb	0 12¾
Ontario	0 13½

Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

Flour is Easier in Halifax With General Business Good—Good Trade Reports From St. John—Women Clerks Doing Well in Montreal Store.

HALIFAX.

June 20.—Jobbers report considerable improvement in business during the past week. The market gardeners are now coming in with their products, which they readily turn into cash, and circulate the money purchasing other lines of goods. The successful fishing season has enabled the fishermen to buy goods with the ready cash, and, on the whole, business is considered quite satisfactory.

Butter is coming in quite freely, but the price keeps up, although some good dairy stock in large tubs can be purchased for 21 cents. Eggs are still firm at 18 cents.

The flour market is a little easier, as a result of a falling off in the demand. While trade is somewhat quiet at present, the jobbers are satisfied with the conditions, which, they say, are only temporary. Ontario blends of flour are quoted at $5.40 to $5.60, Manitoba flour at $6.50 to $6.75. Bran has declined $1 per ton, and is now quoted from $25 to $26. Rolled oats are a little firmer at $6.15 to $6.30, and corn meal is selling at $1.85 to $1.90 per bag. Beans (hand picked), $2 to $2.05, and oats from 57c for Manitoba, to 60c and 62c for Prince Edward Island stock.

The fruit business is in an excellent condition, and large quantities of stock are being turned over. The direct boat from Boston brought a large lot of fine strawberries early in the week, which were quickly bought up, but towards the close of the week the market was almost bare. The berries retailed at 25c per box. The first new lot of Jamaica oranges arrived this week, and they are selling at $5 to $6 per barrel. The quality is only fair. Lemons have advanced 50c, and are now quoted at $4. Bananas are in good supply, but they are still firm at $2 to $2.50. Pines are $2 per dozen, and peaches $3.50 per crate. The peaches are of fine flavor, but they are very small.

ST. JOHN.

June 23.—All indications point to a bumper year in agriculture in New Brunswick. The farmers got their seeds in fairly early and there have recently been welcome showers of rain that have helped wonderfully. A banner potato crop is predicted and in all other lines of vegetation good crops are anticipated.

The first native strawberries of the season arrived in the market last week. It will be a week or more, however, before they come in any quantity.

The catches of harbor salmon have been only fair so far. The fish taken have, however, been of good size, and as the season has some time to run, it may average as good as the past few seasons.

Several shipments of salmon from Newfoundland have passed through here in the last few weeks, en route to Boston. The cases are opened here and the fish re-iced so that they arrive in the Boston market in good condition.

Very little activity was displayed in the local markets during the past week. Larger quantities of dried fish are now offering and prices have fallen off. In the produce line, butter and eggs have also declined in value. Butter is quoted at 17 to 20 cents and eggs at 15 to 18 cents wholesale. New vegetables are commencing to come in, but the price is high.

Fire at Charlottetown, P.E.I., on June 18 destroyed the stock of Jenkins & Son, one of the leading grocery firms on the island.

Meat for use in this district continues to arrive. John Hopkins received recently a mixed car, dressed beef and pork, from a Montreal house, which is being distributed. The same concern brought in a car in February last.

MONTREAL.

June 23.—Col. Labelle, local manager of the Ogilvie Flour Mills Co., left Friday last by the Victorian for Liverpool. Col. Labelle, who is in command of this year's Canadian Bisley team, will make a tour of the continent, returning in about ten weeks' time. A large gathering went down to the boat Thursday evening to see the colonel and the members of the team off. Tuesday evening Col. Labelle was the guest of honor at a banquet given by his friends in the Club Lafontaine.

At the last meeting of the Montreal Retail Grocers' Association it was decided to hold the annual picnic at Highgate Springs, Vt., on July 18. The committees which have been appointed to take charge of the arrangements will commence at once to make the necessary preparations for the event. It is expected that a good time will be in store, as the place selected is a popular one.

Chief Campeau, of the city police force, has been memorialized by the grocers of the city on the contravention of the Sunday selling law, and he has promised to make an example of the offenders if they persist in the practice.

Business during the past week has, taken altogether, been good. It is generally expected that at this season the larger grocers will be hit rather hard, owing to the exodus of the leisure class into the country. Although we have had very warm weather, and there is every evidence that people are going to the country, the large grocers report the best sort of business, while some in the quarters where people do not go away, report rather a quiet time.

Ald. L. A. Lapointe, grocer, corner Quesnel and Dominion Streets, has been elected president of the Canadian Association of Municipalities.

In conversation with various men in the trade, it is interesting to note their peculiarities, and in almost every case there can be found some little fad possessed by each. There is one man in this city whose store is of the good, ordinary variety on the inside, but the exterior is to this grocer the apple of his eye. The signs, of which there are many, are fresh in appearance and hang with a geometrical precision, the windows shine with an extraordinary brilliancy, and what stock he has outside for display shows the same precise arrangement. All of this is edifying. Our grocer advanced the theory that a good outside showing would predispose people favorably and it is, as he said, "you must get the people at hand to sell them." This is a rule which applies in all phases of commercial life. First impressions, if good, are valuable. A prominent grocer in this city employs a large number of girls in his store. This opens another field for women who have already invaded many which it was thought belonged to men exclusively. When questioned about their efficiency, he said he found them very useful as clerks, "but," he added, "I will always have to employ men, because the heavy character of some of the work requires them."

There are certain things to do around a grocery store which a girl could not possibly attend to, as she would not be physically equal to the task. For waiting on customers and handling the lighter things, she seems, in this case at least, to have been an immense success.

RETURNED FROM TRIP ABROAD.

A. E. Carson, manager for Canada for Thomas J. Lipton returned to the Toronto office on Saturday, after a trip to England and Ireland.

Mr. Carson's principal visit was, of course, to London, where he made a visit, his first, by the way, to the various establishments of the company. He was royally entertained by Sir Thomas and was much impressed with the evident magnitude of the business. A visit was also made to the firm's branches at Glasgow and Liverpool, and a trip to Dublin was also enjoyed. Mr. Carson comes back with a new zeal for business.

BURNED OUT AT BURK'S FALLS.

G. C. Church & Co., general merchants; I. Davidovitch, general merchant: Lamb & Smith, grocers; J. J. Mitchell, grocer and confectioner, and F. G. Reaveley, grocer and confectioner, were among the firms burned out at Burk's Falls, Ont., on Sunday, June 21.

News From the Coast

A List of the Merchants in Prince Rupert—General News of the Province and District.

VANCOUVER.

June 30.—The march of the strawberry is now on, but it is only until the last day or so that the price has come down to anything beyond the luxurious point. On Wednesday locals that came in by Tuesday evening's train jobbed at about $3, being a drop from $3.50, and 15c berries were given the retailer, or two for a quarter. Before that they went at three for 50c, these being the Hood River product. That was only on Monday and Tuesday, however, two for 45c being the best before that. In Seattle, they are selling at 5c a box, and it was thought if the warm weather kept on the price here would fall rapidly. Cloudy and cool as it now is, the berry grower will profit as the crop will not be rushed so fast.

Some Alberta and Eastern creamery butter has arrived on the market, and is being jobbed at between 27c and 28c, making it possible to retail at two pounds for 65c, as compared with the local creamery at 35c retail. The demand for local is firm and the lower price of the import, even if the quality is excellent, will not have much of a tendency to bring down the price of the other. Eastern eggs, selected stock, are jobbing at 23c, with a cheaper brand, unselected. Local fresh are 28c.

Beekeepers are making strong complaint against the Provincial fruit pest inspectors, who are ordering orchardists to spray their fruit trees while the blossom is on. The result has been that the honey crop will be nearly a failure, one bee man says. The bees instead of being able to get honey from the flowers, have been sipping poison, and not only have they sickened, but depletion of hives has been reported. It is claimed that there is a Dominion regulation prohibiting spraying in blossom time, so that the bees might be saved, but if action were taken under this enactment, the sprayer has the defence that he was ordered by the Provincial authorities. The Provincial Board of Horticulture is making a determined effort to clean out infection, and it is because of this that these results have followed.

The same informant told your correspondent that Chinese, who have leased orchards on Lulu Island, a few miles south of Vancouver, have failed to take steps to kill caterpillars, and now their trees are practically denuded of leaves, and other people's orchards are being overrun with these pests. Caterpillars are very plentiful on the Lower Mainland this summer, and reports come from 60 or 70 miles up the C.P.R. main line that they have been so thick as to make it awkward for the trains. The caterpillars get on the rail at night, because of the warmth, and when crushed their bodies make the rail "greasy."

In regard to the statement that the United States Leather Company had purchased all the hides available on the Pacific Coast, C. G. Bennett, manager of the Fraser River Tannery at New Westminster, states that there were more hides in British Columbia awaiting purchase than any one outside the trade realized. They are what are technically known as "country" hides, as against "packer's" hides. He states that owing to the inferior quality of the local hides, due to careless skinning by butchers, there has not been the same demand in the States for the article from this Province there should be. The Chicago market, he explains, which rules the price of hides everywhere, is very chary of skins that are not clean, and there will have to be an improvement before British Columbia people can secure a market in the South. Mr. Bennett says there is no fear of the supply here falling short.

The following is a list of those in the grocery and allied trades in Prince Rupert: E. A. McEwan, restaurant and bakery; Charles I. Katz, cigars and fruits; Lynch Bros., general merchandise; T. Z. Kruzner, cigars and fruits; M. Willis, bakery and restaurant; George Denoon, meat market; J. A. Kirkptrick, groceries and clothing; Bailey & Timms, Imperial Bakery; Kelly-Carruthers Supply Company; L. Morrow Co., meat market; A. C. Little, cigars, fruits and newspapers; North Coast Commercial Company, general merchandise; Baldwin & Gladman, groceries.

The flea beetle is doing considerable damage among the hop vines at Agassiz and Chilliwack, and Thomas Cunningham, Provincial inspector of fruit pests, is now in those districts seeing what can be done to stop the ravages. The flea beetle has withstood all the standard sprays, and arsenical poisons have no effect. Mr. Cunningham took up a new kind the other day, and not until his return will it be known how effective it has been. It is believed the flea was imported from England, and is now very prevalent here. Last year, tarred cloth was used with good results, but this method cannot be utilized until after the vine has a growth. Large areas of hops are to be found at Agassiz and Chilliwack, and the industry was assuming a fairly large scale until this destructive little insect made its appearance.

A. R. Kelly, organizer for the U.C.T., which held its convention in Vancouver two weeks ago, is endeavoring to organize a branch of the association in Victoria.

J. Ringshaw has opened a delicatessen store at the corner of Yates and Broad Streets, Victoria.

Plunkett & Savage, wholesale fruit and produce brokers, Calgary, have opened a branch in Fernie, B.C., with Lance B. Ramforth in charge.

Interesting Ontario Items

Hamilton Grocers Making Big Preparations for Picnic—Record Fruit Sales in Guelph—Parry Sound Wants Early Closing.

HAMILTON.

June 23.—The prospects for fruit of all kinds are very good and with a good harvest coming Hamilton people expect to be on Easy Street.

A number of new grocery stores are being started here, principally by farmers and mechanics, who will in the course of a year or two, have gained some experience as to the money to be made in the grocery business.

A committee visited Niagara Falls recently to arrange for the grocers' picnic on July 15. John Forth, the association president, reports that they were received most cordially by the park officials and better arrangements were made than ever before. Last year the grocers carried over 5,000 people on their excursion. This year Mr. Forth says they will beat the record. Two railroads and 100 first-class passenger cars have been engaged to land the crowd at the Falls.

Lucas, Steele and Bristol are giving up their wine and liquor trade and are going to devote their attention entirely to the grocery business. Great regret is expressed by the retail grocers who handle liquor at this move, as they have always been known and esteemed as one of the straightest houses in Canada conducting a liquor business.

A good deal of discussion is going on over the new canned goods prices—some think that the retailer, if consulted, could have given the canners some pointers that might have been of interest to them and have been of mutual benefit. In the meantime, the opinion is gaining ground that the independent canner is likely to cut a large figure in the next year's business. One or two of the leading wholesalers here are advising their customers not to buy canned goods yet.

PERTH.

June 22.—Trade is improving. the town has undertaken sewer extensions and new granolithic walks, the county is giving employment to a number of men in good roads work and the farmers are in good humor over crop prospects so more money is in circulation and more trade is being done.

The first of what promises to be an extra large crop of strawberries was

brought last week. Usually Perth dealers have to bring in berries from the Niagara district for a week or two before local berries are ready, but this year very few will be brought in as local supplies will fill the demands.

Have you realized, that in giving goods on credit to a man whose ability or willingness to pay is doubtful, you lose more than the actual amount of the account lost? Perhaps a customer of this kind whose cash trade has been worth quite a lot to you asks you for two pounds of butter till Saturday night. You give him the butter but he somehow forgets to call on Saturday night to settle, and it is ten chances to one that until you collect your 50 cents he spends his cash with your competitor. Does it pay to give credit at all to this class even though you collect their accounts in the long run?

Harry Murray has opened a confectionery, fruit and ice cream business in the Brooks' block, Gore St.

GUELPH.

June 16.—The Victoria Flour Mill, which for as long as the writer can remember, was called Presants' Mill, has been sold to Geo. Young, a gentleman from New Zealand. Mr. Young has had experience in the trade not only in New Zealand, but in Scotland as well.

Considerable dissatisfaction exists in the city over the fact that after offering $10,000 for the extension of the Winter Fair here, there seems to be a hitch somewhere and a great many feel it is about time to either build or let us know where we are at.

The permanent road on Windham St. and St. George's Square is nearing completion and will mean a great boon to the merchants on those streets.

100 cases of lemons sold in 20 minutes was the record made the other afternoon at an auction sale of fruit that arrived in bad condition. The prices ran from 75c. a case up to $2.50. Some were good value, and a number of grocers had sales at 10c. a doz. But after all, bananas at 10c. and lemons at 10c. sometimes make hard selling. People are just as hard or harder to suit with the cheaper fruit and the profits are not so large.

At a meeting of the Retail Merchants' Association, held recently, Dan. A. Scroggie, a grocer from the drop of the hat, was appointed as official collector of accounts for Guelph. Mr. Scroggie will be paid a regular salary by the association and will have an office in the central part of the city. His duty will be to collect all difficult accounts for members and in this he will be assisted by a committee of the members of the association which has been formed. Mr. Scroggie has already commenced his duties.

BRANTFORD.

Brantford, June 22.—Culver Bros. have purchased the butcher shop in connection with the grocery of Huffman & Craig in Eagle Place.

The grocery business of George Montgomery in the east ward has been acquired by Mr. Hagey, who is well known here.

George Foster & Son, wholesale grocers, received recently the first samples of Japan tea, grown this season. The shipment is following. Experts state that the tea is the finest yet received.

The Dominion Labor Gazette of this month contains an article on the co-operative grocery business in Brantford. This has already been reviewed in The Grocer. The movement had its origin in an open discussion in the local press regarding trade and prices. The association are now planning to enter lines other than the grocery trade and in time hope to invade all branches.

The grocery business here during May and thus far in June has been good. There are few complaints. The warm weather has brought a brisk demand in the fruit line. The fact that many people are preparing to go away has also told in the laying in of provisions, and the holiday and circus periods were helpful. The local grocers are all alert to business of this character and reap the advantages to the full.

William Grierson, the wholesale confectioner, has opened a restaurant and ice cream parlor on the central part of Colborne St.

It is a matter of local interest that Kerr Bros., who formerly kept a candy store and ice cream parlor here, are now in New York, where they are doing a most extensive trade in the wholesale line of butter scotch. They have an original brand that is making a big hit and is sold everywhere in the metropolis.

STRATFORD.

June 21.—The grocers are now the only hold-outs against the regular weekly half-holiday. All the other merchants of the city will close their doors at one o'clock on Wednesdays during July and August. From what your correspondent can learn, it is just one ar two of the grocers who refuse to close and make the fruit question their reason. The majority of the grocers are willing and ready to fall in with the other merchants, but as long as one or two will persist in staying open the grocery clerks will have to pound sugar while their companions in clerkdom enjoy the generosity of their employers.

PARRY SOUND.

June 22.—Notwithstanding the quietness,, the grocers in Parry Sound report business up to last year, and with prospects exceedingly bright for a larger tourist trade. Outside visitors are arriving and taking their summer cottages on the surrounding islands. Summer hotels are now open, all of which adds to the till of the grocers.

There is one thing the grocers in Parry Sound lack. That is a uniform closing hour. If they would follow the example of one or two local stores who have decided to close each night at 6 o'clock, it would be much better for the clerks and merchants generally.

Local grocers and merchants generally deeply regretted the death of W. C. Adams, of Davidson-Hay, Toronto. Mr. Adams had many friends in Parry Sound and district, and was a welcome visitor, both in the place of business and the homes of the Parry Sound grocers.

Purvis & Son, grocers, have added to their fixtures an up-to-date meat slicer and in conversation with Harry Purvis, the manager, he said they had doubled their sales since putting it in.

Robt. Holmes, who has for the past six years had charge of "The Walton's" grocery department, has bought the stock of the Gordon Kennedy estate, and with long experience in this line is certain to succeed.

LONDON.

June 22.—H. Ryan, of this city, has the contract for supplying groceries to the military camp at Goderich.

Very few local grocers now remain out of the Retail Grocers' Association. At the last regular meeting two new members were added, in the persons of G. Tupholme and J. A. Henderson, who have at last been brought to a recognition of the benefits of organization.

Wm. Fowler has opened a grocery business in a large new store on the corner of the Wortley Road and Oxford Street.

Mrs. W. E. Gilligan has started a grocery store at the corner of Chesley Ave. and Dame St.

Pineapples are in great demand here, about a carload being delivered to the wholesalers daily. The fruit is shipped by boat from Cuba to Montreal and from there distributed all over the country. A leading dealer in an interview this week said: "Pineapples were never in such demand as they are this year. People are using them as a substitute for home grown fruits which last year were scarce. Hundreds of thousands of pineapples have been sold here the last few weeks and the demand is as steady as ever. People are buying them by the crate and preserving or canning them. Pineapples have never been cheaper than at present and fruit dealers all over the country are handling them in immense quantities. The season will last for a couple of weeks yet." Bananas are also in great demand about five carloads per week being received here. In three weeks or so double that quantity will be needed to supply the demand.

INGERSOLL.

June 23.—An interesting fact which may have not a little to do with the prevailing high prices that are being paid for eggs has just become known. With the view of practising economy many citizens are already laying in their supply of eggs for winter use, notwithstanding the fact that 17 cents per dozen is the ruling figure, nearly as much as in previous winters. The average householder, however, hopes to profit by the experience he had with high prices during the past winter in connection with butter and eggs, And even the high price was not always the only cause for complaint. There were times when one would willingly pay the price had the eggs or butter, as the case may be, have been available. Several citizens who have experimented in other seasons, claim that eggs can be packed at this period of the year and retain their freshness until the winter months. The favorite plan

for preserving the eggs seems to be by dipping them in boiling water. This practically cooks the white film next to the shell and as a result the egg then becomes air-tight, as all the pores are closed. After the dipping process the eggs are carefully wrapped in paper and placed in a comparatively cool place. In this town many dozens of eggs have already been preserved by this method, and it is expected that the custom will become very general before the summer is over. Equal precautions in regard to securing butter have been taken by many. This is usually done by arranging with farmers at a distance to fill crocks or firkins as the case may be. There are hundreds who do not want to go through another winter of high prices and the indications on every hand point to more conservative and more business-like methods.

Reports from several producers are to the effect that the cherries this year will also be a good crop. Many people are more interested in cherries than in the other varieties of fruits, and grocers, in particular, sometimes have their troubles in meeting the wants of their customers. However, this season promises to be the exception as far as the local supply is concerned. What is wanted for both the strawberries and the cherries is an occasional rain, followed by sunshine. The cherries in some instances are beginning to take on their ruby hue and they will probably be ready for the market in another week or two.

Grocers generally report a very keen demand for canned goods, particularly peas and corn. The trade in this line is well advanced and the merchants know the importance of keeping their shelves well stocked. During the past few weeks there has been a slight falling off in the demand for vegetables. This is accounted for by the fact that many citizens have gardens of their own from which they are getting their supplies of radishes, lettuce, etc.

ST. CATHARINES.

June 21.—An important business deal was put through recently, when James Howe bought the stock of Frank Garner, of A. Meyer & Co. biscuit manufacturers here. Mr. Howe becomes secretary-treasurer of the company and has direct charge of the financial and bookkeeping departments. The same general policy of the firm will be closely adhered to in the future. Frank Garner, the retiring stockholder, will take about two months' vacation before getting back in business, but at present has no definite plans as to what line he will engage in.

Mrs. H. E. Moore has bought the business lately conducted by Mrs. Cameron on Niagara Street and not Mrs. Edwin Moore, as was stated in this column recently. Mrs. Moore is making a good start and will no doubt find the grocery business equal to her expectations.

Early closing has been inaugurated here among the wholesale trade. W. H. Merriman began on a recent Saturday to close at one o'clock and will continue to do so until September. J. F. Testing expects to do likewise.

W. A. and Mrs. Sherwood have gone on a holiday trip to the west. About two months will be spent visiting points of interest, including Winnipeg, Brandon and a daughter residing in Dakota.

Arvida Bradley, of Bradley & Son, is spending his vacation with friends in Orangeville.

Ed. Gander, McLean Bros. and Foster & Co., are closing each Wednesday at one o'clock during June, July and August.

GALT.

June 23.—The local merchants took considerable interest in the convention of the Retail Merchants' Association, held in this town last week. Almost every merchant was in attendance at one or more of the sessions. The discussions were eagerly followed by the Galt merchants, with the result that they all have a more thorough understanding of the aims and objects of the association.

How about strawberries? The season is in full swing at present, and yet the price remains at three boxes for a quarter. The merchants account for this fact by reason of the recent wet weather which prevented the picking of the fruit. That there is a bumper crop is well known, but the difficulty appears to be in marketing the fruit. "I feel quite safe in stating," said one grocer, "that before the end of the week, the price of strawberries will be down to 5c a box." Another grocer thinks that the price will go even lower.

The grocers are anticipating a big increase in the demand for sugar, occasioned by the approach of the preserving season.

The members of the Retail Merchants' Association closed their stores on Friday afternoon last in order to give their employes an opportunity to attend the horse show.

Imported fruit is beginning to arrive, and already peaches, pears and plums are offered by the more enterprising grocers. The price of this foreign fruit is much below that of previous years, the best quality of peaches selling as low as 15c per dozen.

The market on Saturday was largely attended. Eggs, which were expected to be lower in price, made a jump from 17c to 20c per dozen. In this connection it might be stated that the practice of pickling eggs is increasing yearly. Some years ago it was regarded as a fad to pickle a supply of eggs for use when the prices reached the prohibitive point. The fad has now become almost a necessity, and it would be hard to find a housewife in Galt who has not preserved a supply of eggs against the high-price season.

"The first ripe apples of the season will be offered for sale in about two weeks," said a farmer on the market on Saturday.

W. Koyles has opened a new and up-to-date grocery on McNaughton Street.

CHATHAM.

June 23.—The frost of last week is reported to have had no generally serious effect. Corn withstood it well and fruit was too far advanced to be injured.

H. E. Edgecombe, manager of the Tilbury canning factory, is able to be around, after a couple of weeks' illness.

While attending the Bakers' Convention in Toronto last Thursday, Jas. R. Palmer, of the Palmer Baking Co., was taken suddenly ill and had to be hurried home by the first train. He is improving at last report.

A representative of a large American pickling concern was in the city last week, with a view to considering the advisability of locating a branch in Chatham.

OTTAWA.

June 23.—Vegetables were plentiful on the market and elsewhere to-day. Cucumbers, onions, radishes, lettuce were amongst the vegetables, and there was a fine showing of strawberries at 10c per box, or 9c by the crate. There was a small offering of carrots, which they sold for 5c per bunch.

S. W. Lee has sold his grocery and fruit store situated at 129 Elgin Street, to D. and M. Nichols.

N. S. Schwardfager, 695 Somerset Street, has opened a branch store at River Park, which is on the Britannia line, for the convenience of his country trade and the surrounding district.

M. T. Pinkerton & Co. have bought one of F. A. Scott & Sons' branch stores, corner Rideau and Dalhousie.

W. C. Scott has opened a grocery store at the corner Laurier Avenue and Nicholas Street.

PETERBORO.

June 23.—Andrew Graham, grocer, at the corner of McDonel and Aylmer Streets, made an assignment to Jas. Edgar, this week. Wesley Bros. have purchased the bankrupt stock and began on Monday to dispose of it. They have leased the store and will continue the grocery business with a fresh line of goods when the present stock has been sold.

A. F. Choate, proprietor of the Warsaw departmental store, has opened his Stony Lake branch for the season. He intends to keep a full line of groceries and cottage and camp supplies for the summer visitors at the Stony Lake resort. His store is located at McCracken's Landing.

Among the new stores opened recently here is one just outside the boundary in the western part of the city, owned by J. W. Byers. He deals principally in groceries, and is also the postmaster of the "Byersville" post office, which was located in his store about a week ago.

Messrs. Mountjoy & Wotten, of Enniskillen, are successors to F. Coons, grocer, who has been located on Stewart Street for the past five years.

The summer store at Juniper Island, Stony Lake, has opened for the season. T. W. Robinson, who has been proprietor since its opening several years ago, is again in charge.

R. Peters, who has been local agent for T. Kinnear Co., Toronto, has resigned his position to accept one with Davidson & Hay, Toronto.

Jno. T. MacKay's lobster factory at Seaview, P.E.I., was totally destroyed by fire last week. Incendiarism is said to be the cause.

London Grocers Picnic in Detroit

A Host of Retailers and Clerks With Their Wives, Sweethearts and Friends Spent Wednesday, June 17, Across the Border—Visited Baseball Game, Parks and Pleasure Resorts—Incidents of the Trip.

Between eight and nine hundred people, the grocers of London, their wives and their friends, traveled over to Detroit last Wednesday, June 17, on the annual excursion of the London Re-

THOMAS SHAW.
President London Retail Grocers' Association.

tail Grocers' Association and a jolly time was enjoyed. The excursion in point of number and entertainment was one of the most successful that has ever been held and the crowd, it is said, was about the happiest-looking lot of people that ever went out of London.

Fun on the Way Up.

The train started in the morning as is usual with excursion trains. One man says "Everybody wore a smile," and those that didn't went to the baggage where refreshments were served to the men by the two Bobs, Bob Ross and Bob Collins, but before the train reached Glencoe President Shaw had to get Walter Nichols, of Sunlight Soap, to lend a hand and the way he pulled the corks was an eye-opener to his many friends, and as one member of the association remarked, he got his experience in selling in bars (of Sunlight). The baggage car quartette made it lively and everybody joined in the chorus. Tom Ranahan, Roy Nopper, Charley Mountjoy and Ed. Ryan composed the quartette.

On the way up President Shaw was elevated and made a neat little speech, thanking all for their attendance and wishing them all an enjoyable time. Vice-President John Diprose was busy passing fruits and confectionery to the ladies. Dick Woods was at his best giving the glad hand to the friends of the grocers and with market clerk Chas. Maker, kept the aisles clear.

The excursion train arrived in Detroit all in good time and the party separated to enjoy themselves in various ways. A good many went out to Belle Isle Park, the city's beauty spot, and spent the entire day there. Some saw the city from the trolleys or from touring automobiles, and some, particularly the young men of the party, it is said, went to visit friends.

At the Ball Game.

The great attraction of the day, however, and the one for which the excursion had been particularly arranged, was the baseball match between the Detroit

THREE OF THE EXCURSIONISTS.
1. Charley Furness. 2. Harry Bell. 3. John Murdy, clerks of Scandrett Bros., London.

and Philadelphia teams of the American League. Hundreds of the visitors journeyed out to the ball grounds in the afternoon and the game was thoroughly enjoyed. Several of the visitors were conspicuous for their enthusiasm. For instance, Fred Tobias, of Todhunter, Mitchell, could not sit down in the sixth innings when Detroit started the fireworks by scoring four runs, being the only innings they did score. "Toby" was doing his best to beat out Joe Boyd, of Red Rose Tea; President Shaw, Secretary Hayes and Ed. Ryan, and he had to do something to do it, as these are all noted "fans" and know something about the game. It was a pleasure to see "Wild Bill" Donovan in the box and the way Sam Crawford, "Ty." Cobb and Charley Jones hit that ball in the sixth, when it was needed, made the grocers and their friends feel just as proud of them as Manager Jennings was. The game was thoroughly enjoyed by all the excursionists present.

Other Incidents.

"Dick" Donaghy and "Art" Connor had the smile that won't come off coming out of the ball grounds. They would sooner see a baseball game than eat, but Clem Garvey and McKinley Millsman took them for a ride in their auto after the game and when they got about six miles out the auto broke down and the smile came off. However, the telephone soon brought out another car and they got home safely.

A large majority of the excursionists came home on Wednesday evening, but a number remained for Thursday to see the next day's ball game and also to visit Belle Isle and Electric Park at night.

The committee having charge and who were largely responsible for the success of the outing, was: Thos. Shaw, president; John Diprose, vice-president; G. McCormick, vice-president; E. J. Ryan treasurer; Cyril Hayes, secretary; Wm. T. Mullins, E. E. Linnell, Fred Travers, H. S. Marshall, C. J. Farr, J. H. Wilkey, R A. Ross.

Picnic Pointers.

Every wholesale house sent one or more representatives. Clem Garvey, of John Garvey & Co., and McKinley Mills-

E. J. RYAN.
Treasurer London Association.

man, of Elliott, Marr & Co., being very much in evidence, more especially on the return trip. Of course, they are not married like Walter Hungerford, of A. M. Smith & Co., and Wm. Turnbull, of

Edward Adams & Co., so that accounts for their popularity with some of the ladies.

Scandrett Bros. were well represented, there being no less than twelve employes of their firm on the train. Their city traveler, Charley Furness and their clerk, Harry Bell, made the fastest trip around Belle Isle in an auto, in fact the rest of the party thought they were shaving trees.

Among the travelers along from out of town were Walter Nichols, of Sunlight Soap; Fred. Tobias, of Todhunter, Mitchell & Co.; Joe Boyd, of Red Rose Tea and Mc. Ecclestone, of Comfort Soap. The London grocers certainly feel very grateful to them for turning out and lending their assistance to make everybody enjoy themselves.

Where, oh where, was ex-president Ranahan and Alf. Johnston, H. J. Glanville, Frank Smythe, Gordon Drake, A. J. Clarke and a few others who ought to have been there.

Tom McCormick is married now. It is said he spent the day at home cutting his lawn.

President Shaw and "Chanceller" Ed. Ryan, were on the water-wagon all day.

Billy Mullins brought the wife and family and spent the day at Belle Isle.

Detroit baseball rooters were materially strengthened by the London visitors.

Cyril Hayes was "afraid to come home in the dark" so stayed over until Thursday. I wonder if Cyril has a girl in Detroit?

ARE BUCKING TORONTO FRUIT MEN.

Growers' Association Discriminates in Favor of Six Houses—The Commissioners' Side.

The joint committee representing the fruit growers of Bronte, Oakville and Clarkson, which interviewed the Toronto commission men recently, with reference to the disposal of this season's crop, owing to the friction over the cartage charge matter, reported to the Growers' Association, "that in the judgment of the joint committee, the best means available for this season is to sell as much fruit as possible at the station; and to consign what is unsold in this way to any one or more of the following Toronto firms: Stronach & Sons, Clemes Bros., J. Bamford, D. Spence, Husband Bros. & Peters, and the Dawson Commission Company."

This means that the six other Toronto commission houses will have to make other arrangements. As the growers in the Niagara peninsula have accepted the cartage propositions as a fair one, and as one-third of the fruit men in the Oakville district are not members of the Growers' Association, these firms are not worrying about the result. If the demand is so great for fruit that they will be unable to procure sufficient supplies then they are quite willing to buy at Oakville or any other place, in which event only the best fruit lines will be taken, leaving on the growers' hands the medium and all other grades below that of the first class.

DOMINION BAKERS' ANNUAL MEETING

Held in Toronto on Wednesday, June 17—Association Given New Name—Discussion on New Bread Bill Entertained by Local Parties.

The annual meeting of the Dominion Master Bakers' Association was held in Toronto on Wednesday, June 17. The principal items of business were the changing of the name of the organization to "The Bread and Cake Manufacturers of Canada," and a discussion on the McNaught Bill, which is to take effect on July 1 next.

The annual meeting usually takes place in August, but it was thought better to hold the convention earlier so as to harmonize the views of the bakers throughout Canada before the bill was enforced. The bill meets the wishes of the bakers fairly well. Whereas in the past the various municipalities passed their own ordinances regulating the inspection and sale of bread, now the Province will look after that matter. One important point considered was whether bakers should raise the price or lower the quality of bread, owing to the Government fixing a standard of one and a half and three pounds. After some discussion it was decided to let the local organizations arrange this to their own satisfaction. The Toronto bakers intend to let the price remain as it is.

One good feature of the bill, so far as the grocers are concerned, is the fact that the bread will in future be inspected in the bakeries. Under the old dispensation a baker might be fined $50 if every loaf in a whole bake did not come up to the weight marked on each and every loaf, and this sometimes led to an injustice being done. Now there must be ten loaves underweight in a bake before fraud can be charged, and a conviction secured; in which case the fine is $5 and costs, or, in event of the fine not being paid, 30 days in jail.

A luncheon at the St. Charles was tendered the delegates by the Toronto board and a banquet at McConkey's in the evening was given all those in attendance by the Fleischmann Yeast Co. An interesting event at this latter function was the presentation of a piece of bronze statuary to the secretary, H. E. Trent, by the members of the association for his untiring efforts in its cause.

The following officers were elected President, A. M. Ewing, Hamilton; 1st Vice-President, R. H. Toyle, Kingston; 2nd Vice-President, J. Ruddy, London; 3rd Vice-President, John Fitzgerald, St. Catharines; Secretary, H. E. Trent, Toronto; Treasurer, A. W. Carrick, Toronto. Executive Committee—Z. Hilton, H. C. Tomlin, Toronto; R. Harrison, Woodstock; A. Lees, Hamilton; W. Pratt, Cobourg.

CO-OPERATIVE BILL DEFERRED.

Senate Refers Measure to Department of Justice for Further Information.

The Co-operative Bill, which has been lying before the Senate for some months, was taken up on Thursday, June 18th, when the Banking and Commerce committee heard Alf. Desjardins in support of the co-operative bill. Among other things he stated that the organization of co-operative societies was the only remedy for usury. In spite of the stringent usury law passed a few years ago, money lenders in Ottawa were declared to be exacting two hundred per cent. interest, right under the shadow of the capitol where the law had been made.

The representatives of the Provinces of Ontario and Quebec were heard in opposition to the bill.

Sir Mackenzie Bowell endorsed the principle of co-operation, but said that he had doubts of the constitutionality of the bill. He offered an amendment to defer action on the bill until it had been referred to the Justice Department for opinion as to whether this bill was in the power of Parliament or reserved to the province. This was adopted.

WAS PIONEER IN CANNING INDUSTRY.

Death of Jacob F. Beringer, Founder of Bloomfield Packing Co.

With the death of Jacob F. Beringer at Picton, Ont., on May 23, passed away one of the pioneers of the canning industry in Canada. A resident of Picton for nearly half a century, Mr. Beringer ranked as one of its pioneer business men. He was born in Albany, New York, in 1838, and on first coming to Picton operated a jewelry business. His next connection was with the Century Soap Co., which manufactured soaps and baking powder for a number of years. Ten years ago he became exceedingly interested in the canning industry, and seeing possibilities of development in the locality, took steps to found the Bloomfield Packing Company's factory in Bloomfield. At the time of its establishment this institution was considered a rather large undertaking in Canada, but later years have proved the wisdom of the movement.

For a score of years Mr. Beringer had acted as American Consular agent of Picton. He was of a cheerful and amiable disposition, met everyone with a kindly greeting and will be remembered with regret by almost every citizen of Picton. He was a member of the Masonic fraternity, the A.O.U.W. and the I.O.F.

Shortly after making his home in Picton Mr. Beringer was married to Mary Owens, daughter of the late Francis Owens. Mrs. Beringer still survives. Their only son, Frank, who is kindly remembered in Picton, died about ten years ago.

The funeral was held on Tuesday, May 26, and was largely attended by friends and business men of the town and locality.

that could begin to compare with it," and he started out with his little sample-case, a box of polish, a rag, and the assurance from the manager that he could find plenty of paper on the retailer's counters with which to make like demonstrations.

Enthusiasm a Large Factor.

The first dealer encountered told him he had "stove polish to burn." But Fuller had it to sell, and with the effect of the manager's demonstration still firing his brain, he was honestly convinced there was no stove polish on earth like his, and he shined papers galore. The fervor of his enthusiasm reflected an added lustre. His customer was forced to admit he had never seen anything like it, and closed by giving him a good order.

In the same way he sold to the next dealer, and the next; in fact, he worked that street from one end to the other, making forty-seven straight sales in three days without a single break. He made every one of those forty-seven dealers believe what he believed himself concerning that stove polish.

Dealer Forty-eight was a stumbling-block, and came pretty near convincing Fuller that salesmanship was a lost art, besides winning a dollar from him on a wager that all stove polish looked and worked alike, backing up his argument with Fuller's own paper demonstration, made with a polish taken from his own shelf.

Stove polish from head to foot, leaving the grocer in much the same condition, Fuller rushed from the store crushed and defeated. He worked the balance of the day with but little success, making a sale to but one in every eight or ten calls. The few orders he did receive were given him as "complimentary," and out of sympathy for his inexperience. His selling-talk, which had been effective principally in his demonstrations, totally deserted him with Number Forty-eight's knock-out blow.

One day Fuller awoke to the fact that he really had a good article. He had proved it by making forty-seven sales without falling down. He asked himself the question: "Why surrender the fine success I have had at the start because of my experience with Number Forty-eight?"

Pulling himself together, he reasoned out that he had convinced forty-seven dealers that his article was good, and that but one had convinced him that it was no good. Having fought it all out with himself, he determined to make a fresh start, buoyed up with the thought that there were any number of Forty-sevens in his territory. He figured out that he had really possessed some good talking-points, but lost them all on Number Forty-eight.

A Story of Development.

Fortified with new faith in himself and the article he was selling, his first three or four calls showed him that his earlier methods were again working perfectly. Being unusually adept, in a few months Fuller had mastered the main essentials of the stove-polish business, and along with it one of the most valuable lessons in salesmanship—stick-to-it-ive-ness. The outcome of his initial experience is best told in his own words:

"I stuck at it for several months, and began to get acquainted with the trade, and learned that on the west side of the city there was a firm that made stove polish, but had practically no market for its goods, and less knowledge of how to push them. I determined to go over and see just what the conditions were. Examining the product, I pronounced it O.K., and made a statement to the proprietor that I could sell his goods.

"Drawing up his chair, he began picturing to me the worst side of a business man's career that I have ever heard of before or since. Everything in the world seemed to take on a beautiful indigo color. He sat there with his chin between his knees, addressing me in a manner that plainly indicated that he had completely lost his nerve.

"'Young man,' said he, 'the man is not yet born who can sell my polish. I have been plugging away at this business for eight or nine years, and my goods are on the dealers' shelves in the worst possible condition; the cans are rusted out, the polish is hardened, and there is little left of them but a faded label. It is simply out of the question to attempt to regain my lost prestige in the face of all that.'

"While he was outlining his side of a story which too plainly told of a neglected past, I could think of nothing but Number Forty-eight. When he had finished, I asked a few questions relative to what he would do, at the same time thinking of Numbers One, Two and Three, all long the line to Forty-seven.

"The question of my engagement was finally settled on a liberal commission basis, and I got him to agree that in case I should find a few goods of his manufacture on a dealer's shelves in bad condition he would send fresh goods for the bad stock.

"My first day's income was larger by far than anything I had made for any 5 or 6 days' previous effort. I delivered my orders promptly the next morning, but my employer frankly informed me that he did not believe they were honestly taken.

"You can imagine working for an employer of that temperament. I tried to convince him that my orders were honestly taken, and urged him to make an effort to deliver. All the eloquence I could muster failed to move him, until he had sent an insipid three-dollar-a-week clerk around to the dealers to see if the orders were O.K.

"This would not have been so bad had the man who was sent to confirm my work been clever enough to give some plausible excuse for asking such information. Fortune favored me, as I lost but two orders through this procedure. Within a week or ten days I had gained the manufacturer's confidence, and he began to look upon the bright side of things.

"A few months later the sun was shining on both sides of the street for him. What little help he did have was putting in full time instead of working two or three days per week, and we all got along nicely. The manufacturer began to see his way clear; to think in the proper channels; to figure that if one man could sell his goods, somewhere on this earth there were other men who could do the same."

Fuller is now the Western sales manager for a large chemical plant, but is still on friendly terms with his Wheelbarrow friend, the stove-polish manufacturer, who has become wealthy, and owns and controls a large factory. His advertised brand is a household word the country over. He gives Fuller full credit for literally pushing him up the highway of success to a point that enabled him to proceed smoothly, and he can now dictate in the matter of opening up new territories when engaging additional salesmen. And he is particular to have only the best.

Concentration Indispensable.

An indispensable requisite to success is concentration, or devotion to one subject. When that subject is faithful, well-rounded service to one's house, the reward is certain. The man who would do one thing well must not attempt a dozen things, however attractive or inviting. The salesman who would get to the top of his profession must single out each day's work, and into that must pour the whole stream of his activities—all the energies of his hand, eye, tongue, heart and brain. The salesman of single and intense purpose, he who is not tempted with seductive side-line offers, who believes that his house will pay him just as much salary when the proper time comes as has been offered by a neighboring house to entice him away, is the salesman who will accomplish lasting results and is everywhere in demand.

A salesman may be able to show great bursts of speed, but if he runs first forward and then backward, to the right and to the left, with periodical fits of looping the loop in between, he will wind up some day by missing the gap altogether.

The work of a salesman is to sell goods. No salesman has ever yet made his mark in the world of salesmanship who was not possessed with a master passion to see his sales climb higher and higher with each bulletin issued from the sales department.

Fight When on Your Back.

Allan Wilson says: "Fight hardest when you're on your back. Many a down-and-outer would be an up-and-inner if such action had governed them at the crucial times of their careers."

Mr. Wilson tells a good story of the awakening of "Scherer the failure."

Scherer was a failure. He was a miserable sort of a failure. Such a failure

was he that his employer told him he was a failure, before all the other salesmen on the force.

Scherer had conducted a small business of his own. Then he became the general agent for his county with the house of the man who later called him down. But it was a small post at best, and so he came into the general office, determined to make a big place for himself on the road.

"Well," said the manager of the sales department, "we haven't got anything against trying a new man."

"But I'm not exactly a new man, Mr. Manager," said he. "I've handled the firm's line for the last fourteen months in Wheatville County. I've sold goods in ——"

"Well, it's a little different on the road," replied the sales manager, "but we can find a territory for you, all right."

So they gave him a territory, and a fairly good one, and Scherer tugged his sample cases to the depot and tried hard to be a real salesman. He was good where he was acquainted and where the house was known. When it came to getting new business he fell down completely. He made a dozen towns in a week, and failed to land one single order; then he got discouraged, and for a week tended only to fixed trade. And when he was turned down he took it to heart.

He managed to hold his position, but continued to be a failure for four long years. Then, as was his custom, his employer held in his private office a reception for the salesmen of the firm.

The Awakening of a Failure.

Everyone was feeling good and mutual expressions of respect and appreciation passed freely about. Times were good, and Scherer's employer was happy in his attitude toward his men. He told them that never had he been so well served by any set of salesmen in his entire career, that never had the firm done so much business, and that never were the promises of the future so bright and rosy. Not a salesman on the staff but had done himself proud, he said.

Then his eye fell on Scherer the failure, over in the corner. The iron in his employer's soul was touched. "That is," he said, "with one exception, Mr. Scherer, who is our weakest salesman, has failed, as customary, to do justice to the firm and to the territory which he travels. However, the other men have done so well that the handicap of one weak man scarcely has been felt."

Scherer never knew how he left the office that day. He went home and sat with his hands in his lap, forcing himself to realize just what the head had said to him. Then he became terribly ashamed. Also he was angry, as men grow angry in silence and alone when they have unpleasant thoughts, and he swore considerably. He didn't sleep that night. He lay awake and cursed himself and his employer with great impartiality.

He was in the city for a week's rest, but the next morning found him packing his trunks and cases for the road. He was on the road all the next day, and at nightfall he walked into the office of a man who had twice before refused to see him. The man each year bought goods of the kind he was selling to the extent of $50,000. This time Scherer walked past the office boy and presented his card himself.

"Mr. Blank, I've come to sell you some goods," said Scherer. "You can't afford to stop me from doing it. Will you give me some time now, or shall I call later?"

The man tore the card into bits. "Damn it," he roared, "where are those office boys?"

"Outside," replied Scherer, calmly. "There was only one. I stuffed him under a bench when he tried to stop me. And here's another card. Now do you think I've got a proposition that can interest you?"

The man looked carefully at the new card and laid it down.

"What's your proposition, Mr. Scherer?"

"Whew! What in the world's happened to Scherer?" said the sales manager two weeks later. "He must have gone crazy. Why—why, he's actually got the record for the sales of last week."

He carried his discovery over to the head, and the old man smiled grimly. "Scherer? Oh, yes. Well, you never can tell what a horse can do until you've tried your hardest whip on him."

"Stick to Business" a Good Rule.

The old saying, "Stick to your business, and your business will stick to you," is the only safe rule for the man who believes that salesmanship is a hop, skip, and jump game, requiring little practice and less brains. We boys used to amuse ourselves with that pastime during recess at school. The hop and the skip looked easy enough on the face of it, and the most awkward of us got along so far without losing our equilibrium or our bets. But the real test came in making the jump. No one could foretell the result of the jump. Balanced on one foot, the spring was made, which ended for most of us amid hoots of derision from our schoolmates. It hurt our feelings and dampened our ardor more than did the header we had taken. It was an exhausting practice, that consumed our energy and our enthusiasm, and how is success possible without enthusiasm?

In urging the importance of sticking to the business of our profession, I do not mean that any man should be a mere salesman, lest he become a one-wheeler on the barrow plan.

The profession of salesmanship has its peculiar tendencies, which more or less dwarf those that devote themselves to it on a narrow-gauge scale, hampering and preventing them from attaining a well-rounded, healthful and whole-souled sphere of usefulness. Is not the mechanic in many cases but an animated machine? Does not the salesman too often get a one-wheeled idea of the road, forgetting that the coach in which he travels is built on eight? And do not his indolence, lack of tact, and lack of practical methods give rise to the idea that salesmen are born and not made?

Selling-success cannot be accomplished with one wheel, two handles, and a prop. Every salesman ought to be something more than a spoke, a cog, or a pulley in our great commercial machine.

Think it over, Brother Wheelbarrow, and determine that it is worth while to be a salesman, cultivating and developing, so far as you can, all your energies on a four-wheeled plan, and then expend your chief labors on getting there by the sole aid of your own motive power—educated enthusiasm.

(To be Continued.)

'TWAS THE AD THAT DID IT!

The travelers of a wholesale house in Montreal had been calling continually on a leading retailer in the City of Quebec, but never could interest him. He was wedded to another house, with whom he always dealt generously. The Montreal wholesale house was advertising a special white shirt in the Dry Goods Review. Their traveler called as usual on the Quebec retailer, but received a polite "No thank you" in answer to a request to look at the traveler's samples at the Chateau Frontenac. But just as he was going out the door, making a mental note of another disappointment, the manager of the store called out "By the way, is it your firm that is advertising a special dress shirt?" "Yes," the traveler replied. "Alright, I will go and look at the samples." Before he left the Chateau, the retailer had not only ordered a line of shirts but gave him an order for a number of other things; and this was the beginning of a good business that has been held ever since. Just shows how trade paper advertising helps the traveler.

Something worth knowing about!
MAPLE SYRUP
a sweet, wholesome pleasant syrup can be made from cane sugar at 3c. per lb. But the original Maple Syrup with its strong pronounced flavor and natural medicinal properties, can be had in "Small's Brand." Double the strength of the many mild brands now offered, and pronounced by experts to be the standard, in that they have awarded same Gold and Silver medals and firsts in all countries.
At all jobbers.
CANADA MAPLE EXCHANGE LTD.
Montreal.
TRADE MARK
Small's

Canned Goods Fruits and Vegetables

The New prices on Canned Fruits and Vegetables have just been issued and they are very low. We are in receipt of a large quantity of orders and we guarantee all those who will send in their orders before the First of July, against any decline in price.

Prices are from 25% to 30% lower than they were last year.

Send your orders without delay for

Canned Fruits

Apples
Apricots
Cherries
Peaches
Pears
Pine Apples
Prunes
Raspberries
Strawberries

Canned Vegetables

Tomatoes
Peas
Green Beans
Asparagus
Corn
Spinage
Pumpkins

"Soleil Brand" Canned Vegetables

Giant Asparagus
Whole Asparagus, Extra
Asparagus Tips
Artichoke Bottoms
Spinage
Medleys of Vegetables
Cut Carrots
Celery Ribs
Whole Celery

On hand large stock of Canadian and Imported Canned Goods, canning of 1907.

BARBADOES MOLASSES "CHOICE" and "FANCY"

Our third and last shipment of Barbadoes Molasses, "Choice" and "Fancy" brands will arrive here on or about the 15th of July. Those who have not yet placed their orders please take notice

We are prepared to make a considerable reduction in price for car lot orders.

For prices, quotations and further particulars, write, telephone or wire at our expense.

LAPORTE, MARTIN & CO., LIMITED

Wholesale Grocers and Wine Merchants

562-568 St. Paul St., - - - MONTREAL

O'MARA'S BACON

I GUARANTEE FIRST-CLASS GOODS & PROMPT SHIPMENT

HERE IS A LETTER JUST TO HAND:

Ottawa, June 6th, 1908

Dear Sir:

"I have received the goods and you have received the money, and I thank you for prompt delivery and good quality."

Yours very truly,

F. SCHILLING.

QUOTATIONS CHEERFULLY GIVEN

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - - ONT.

FOR THE HOLIDAY DOMINION DAY

Cooked Hams
Potted Tongue
Potted Hocks
Bologna Sausage

Order now—mail, telegraph or telephone, or to our travellers.

F. W. Fearman Co.

Limited

Hamilton, Ont.

Sell the Best

"Canada First" Brands Evaporated Cream and Condensed Milk

Prepared in Modern Sanitary Factory.

Manufactured and Guaranteed by

The Aylmer Condensed Milk Co. Limited

Factory, Aylmer, Ont.

Sales Office, 39 James St. South, Hamilton, Ont.

Here Is a Market Tip!

STOCK
RYAN'S
SHORT
ROLL
BACON!

It is a sure and fast seller, being uniformly tender and delicious and moderate in price. Made only from very carefully fed young hogs.

ASK FOR PRICES!

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, June 25.

It is certainly gratifying to observe the continued good receipts of cheese and now it may be hoped that we will soon be ahead of the record for 1907. This is very satisfactory in view of the fact that the start of the season was not as encouraging as it might have been but now any doubt about the probability of 1908 being an exceptionally good year has pretty much disappeared. In our last weeks bulletin we quoted the words of a recently returned visitor to the Old Country. He expressed the fact, or so-called fact, that Canada's day in the English Cheese market was about over owing to the better attention paid to Englishmen's wants and requirements by the New Zealand and Australian exporters. At the time this gentleman's words sounded a bit pessimistic, but in any case they contained a sufficient amount of truth to convey a warning to the Canadian shippers who have neglected the requirements of the market.

It has been pointed out by Mr. Ruddick that the excessive amounts of cheese which have been offered in the British markets has been due to the fact that in New Zealand many of the factories which formerly made butter are now making cheese, finding the manufacture of this commodity more remunerative. So many factories producing butter turned into cheese factories that at the present time butter is again beginning to attract their attention and it is predicted that they will not have so much time to study the English requirements but will be kept busy supplying their own market.

All this goes to prove the contention that the milk supply has not increased in New Zealand but has rather fallen off if anything and up to the present nearly all the milk supply has been turned into cheese. This lop-sided production has led to its prominence in the British markets. Here it may be said that the volume of a country's export business cannot always be taken as a criterion of its prosperity from the very fact that its internal progress may be so great as to keep everyone busy without thinking about cultivating any outside patronage. Receipts during the week have been good, the Board of Trade returns showing the following figures: For the week ending June 20, 1908, 76,183 boxes against 98,956 boxes for the corresponding week of last year. For the season of 1908 up to June 20, 1908, receipts stood at 287,740 boxes against 362,550 boxes for the same period of last year. Shipments were as follows for last week: From Montreal, 80,193 boxes as compared with 52,881 boxes for the corresponding week of last year. Total shipments from Montreal since May 1, 274188 boxes against 342,776 boxes for the same period of 1907.

The latest quotations of cheese are: Ontario, 11⅞-12; Townships, 11⅞-11⅞; Quebec, 11½-11⅝. Cornwall has agreed with Retail Merchants' Association upon regular day for holding sales. The day selected was Friday.

Butter, like cheese, has gone forward owing to higher prices in the country. The supplies arriving while plentiful, are not quite as good as a few weeks previously. Finest Eastern Townships is worth, according to latest quotations, 24-24¼; Quebec sections, 23½-23¾; Ontario dairies, 20-21c. It is though that the fine pasturage which the cows are enjoying will more than compensate for the shortage in cows. The make is increasing and is of a very high quality. Receipts were for the week ending June 20, 1908, 19 964 packages against 18,403 packages for same week last year and seasons up to date compare as follows: 76,003 packages for 1908 and 90,343 packages for 1907.

Exports for last week were 7,751 packages against 1,874 packages for same week last year and the season's record is 11,486 packages against 1,793 packages for 1907.

THE PROVISION SITUATION

Toronto, June 24, 1908.

A sudden strengthening of bacon prices in England and a consequent improved tone in local circles is the feature in the Canadian packing industry this week.

Quotations on the British market have advanced from 6d to 1s, and this, being unexpected, will have a stimulating effect on business here. The reason for this advance has not been stated, though it seems probable that the somewhat lighter exports of Danish and American bacon for the past two or three weeks have allowed the market to clear to some slight extent.

Last week the Danish "killings" were 38,000, which is a good average, though far below some of the heavy "killings" reported for some weeks earlier in the year. The American shipments, too, were fairly light so that on the whole the situation seems to offer an opportunity for rather more business to be done by Canadian houses than has been possible for some weeks.

As a result of the firmer tone, prices for hogs have suffered about 15 cents above last week's quotations. Packers are trying to buy at $6.10 to $6.15, f.o.b., but the general price is a little higher. The advance is contrary to expectations last week, when lower prices seemed probable. Deliveries during the week were fairly heavy, though the quality was none too good.

Conditions prevalent in the American markets are summarized in the following from the New York Journal of Commerce:

The past week has been characterized by more strength and activity in the option market for hog products, but it has been a forced movement by the packers apparently to enable them to sell futures against their current production. Consumption of meats has improved and prices have advanced ½c or more on hams and less on bacon, with a little better Southern and domestic demand for both, but other products have not improved in demand either home or export, and lard has been especially neglected. Stocks are not decreasing, except in meats and prices are higher for a bull movement, which was begun too early in the season for hard times, whereas low prices during the winter season might have reduced stocks to a point where a bull movement now would have been in order. The supply of hogs recently has fallen off and for the week has been 100,000 behind last year, but a good deal of it is due to the floods in the West, Kansas City having received none for fully a week, while St. Louis ran light and even Omaha was somewhat affected.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Canadian short cut mess pork has gone forward 50c. The stronger feeling in pork is due to advance in prices of Canadian goods in foreign markets and small supplies coming forward here. The demand for provisions during the week has been very good dealers having been kept busy with a goodly supply of small orders. There has been a marked absence of large wholesale commands.

Lard, pure tierces		0 11½
"	58-lb. tubs	0 12¼
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12⅝
"	" 3-lb. "	0 12¾
Lard, compound, tierces, per lb.		0 09 0 09½
" "	tubs	0 09¼ 0 09½
" "	20-lb. pails, wood	0 09 0 09½
" "	20-lb. pails, tin	0 09½
" "	cases, 1 0-lb. tins, 60 lbs. in case	0 09¾ 0 10
" "	" 5-lb. "	0 09¾ 0 09¾
" "	" 3-lb. "	0 10
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear	21 50	22 50
American fat back		23 [illegible]
Breakfast bacon, per lb	0 13	0 15
Hams	0 12	0 13
Extra plate beef, per bbl.		17 50

Dairy Butter, Eggs
ALWAYS A BUYER AND SELLER
WHOLESALE
GEO. W. PROUT, Winnipeg

Saskatchewan Merchants!!
Get highest **CASH** prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA FRUIT AND PRODUCE CO.,
ROSS ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

BUTTER—The butter market is higher this week, 23⅜c to 23¾c being paid at the boards on Saturday. Local trade is somewhat quiet, and it is thought present prices will not be maintained for long. The prices exporters are obliged to pay is higher than they can realize, consequently exporting has fallen off again. Receipts are large, owing to fine natural conditions existing in the country.

Fresh Creamery, solids, lb	0 24	
" " prints, lb	0 24	0 24½
Dairy, tubs, lb	0 19	0 21

CHEESE—The cheese market is higher this week owing to better prices in the country. Receipts are good. Good weather brings good pasturage and then the make increases in volume. The export trade is very good. Prices at the country boards run from 11⅝c to 11⅞c. The local demand has been good.

Cheese, old	0 15	0 15½
" new, large	0 12	0 12½
" " twins	0 12½	0 12⅝

EGGS—The market has displayed considerable weakness owing to the continued large supplies arriving, and the fact that a large proportion of them are bad. The continued hot weather has had a bad effect on the quality of eggs, and as a reflex the price has suffered. The demand, although good, is not up to the last few weeks. Supplies are not quite as large as they were during the past few weeks. Prices locally are easier.

New laids	0 17	0 18
Ordinary candled		0 20
No. 2 Eggs	0 14	0 16

HONEY—This market remains featureless. Demand is very light, and stocks are small.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 09	0 11
Clover, strained, bulk	0 10	0 13

TORONTO.

PROVISIONS—Business generally is above normal and though prices remain much the same as a week ago, there is an indication that the market is improving. Bacon lines were in demand during the warm days and for the next few weeks are expected to be the feature of the market. A further slight decline in lard is expected soon. Hams are about the same as last week and are rather firm.

Long clear bacon, per lb	0 10½	0 10¾
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb		0 10½
Light hams, per lb		0 13½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		" 17
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		22 50
Lard, tierces, per lb		0 11½
" tubs "		0 11¾
" pails "		0 12
" compounds, per lb	0 8½	0 09½
Plate beef, per 200-lb. bbl	15 00	15 50
Dressed hogs	0 8	0 08½

BUTTER—Prices continue rather high for this commodity, and firmness is noted in all grades. Supplies are not so free this week. Demand is good and packing is being done on all sides. The hot weather was expected to pull down the price, but so far this has not happened. Just now there is competition by buyers in the country, and farmers do not appear very anxious to sell unless at their own price.

	Per lb.	
Creamery prints	0 22	0 24
Creamery solids	0 21	0 22
Farmers' separator butter	0 20	0 21
Dairy prints, choice	0 19	0 20
" " ordinary	0 18	0 19
" tubs	0 17	0 18
Bakers' butter	0 15	0 17

EGGS—Slightly higher is the price for first grade eggs this week. Packing continues to be done by some firms, though only about two-thirds the quantity of a year ago. Competition in buying exists, as in the case of butter.

Eggs, new laid	0 17½	0 18½

CHEESE—Offerings are a little freer, but prices are unchanged owing to the little demand. More and more the new cheese is displacing the old, which latter is firming up all the time. Prices are as last week.

Cheese, large, prime old		0 14
" " " new	0 12	0 12½
" twins, new	0 12½	0 12⅝

POULTRY—Practically nothing is being done now the hot weather has arrived. Dealers are not placing a price on dead fowl, owing to the difficulty of keeping it, and only for special orders is it handled at all. Prices remain as a week ago, except in the case of old hens, which are arriving freely and are quoted at 2c less.

Spring chickens, per lb	0 25	0 30
Hens, per lb		0 08
Ducks, per lb	0 12	0 14
Turkeys, per lb	0 11	0 13

TO ORGANIZE SALMON CANNERIES

Movement to Associate All Factories in British Columbia.

An advice from a correspondent in Vancouver says that a movement is on foot to organize all the salmon canneries in the Province under one association. The object is to divide expenses and to place the industry in the Province on a more satisfactory basis.

The Fraser River Cannery Association, organized for some years, has done good work, but in off years when only a few of the plants are in operation, those lying idle are forced to pay their share of the expense and trouble has arisen. It is believed that if all the canneries are in one organization the proportionate burden would be comparatively light, and that the association would be mutually advantageous.

AN ENGLISH VISITOR.

Harold B. Cox, of J. & G. Cox, gelatine manufacturers of Edinburgh, is at present in Canada, partly on business bent, but mainly as a student. Mr. Cox is a retired officer from the Royal Horse Artillery and he served through the South African campaign. He came to the conclusion that his duty lay in commerce. He has, however, decided to give a certain amount of his time to public affairs as do so many of the important men in the United Kingdom, and is the tariff reform candidate for one of the Edinburgh divisions. He secured many important arguments in favor of this policy.

John Turnbull, late manager of the Nasmith Co. Toronto, has bought the bakery business of Dale & Harkes, Toronto.

F. F. Dalley and Mrs. Dalley, of the F. F. Dalley Co., Hamilton, left last Thursday for an extended trip to Great Britain and the continent. They will be absent about three months.

Save Money!

Use a

National Cash Register

OUR new prices leave no excuse for any merchant being without one.

Price $40, new.

Guaranteed new National Detail Adders, $30.00, $40.00 and $50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., $25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, $60.00 up. We supply Registers from $15.00 to $900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

129 West King St. - TORONTO, ONT.

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.

Windsor, Ont.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK

Manufacturer

MONTREAL

There is only

One

BOVRIL

Do not load your shelves with inferior imitations. These when sold will not please your customers.

BOVRIL will always do you credit.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
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A. B. MITCHELL - - - - - - - - **HALIFAX, N.S.**
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R. S. McINDOE - - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - - **WINNIPEG**
306 Ross Avenue

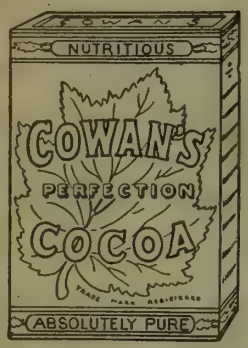
A. C. URQUHART & CO. - - - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

COWAN'S

is the name which stands for all that is best and most profitable in

Cocoa and Chocolate



Cowan's Cocoa and Chocolate is absolutely pure, having a flavor which is the despair of rival manufacturers.

The Cowan Co., Ltd.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

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The above can be had from any of the following agents:
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CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Nothing commends itself to the wise housekeeper so much as the assurance that what she buys is right and pure

Mott's

"Diamond" and "Elite" brands of

Chocolate

have for more than a quarter of a century held her confidence.

FOR SALE BY ALL JOBBERS IN CANADA.

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There's an average profit OF 22¾% ON "FORCE"

and you don't have to be smarter than some other dealer to get it. The quality of "FORCE" makes it sell, and our extensive advertising helps. We don't want to load you up with it by any deal or scheme. We know you will buy it because you can sell it. Everybody gets a fair deal and an even chance on

"FORCE"

FLOUR AND CEREALS EASIER

Optimistic Crop Reports and Large Deliveries Reflect on Markets—Flour Down 20 cents, Oatmeal 25 cents Per Bag.

The continued optimistic reports as to crop conditions from all over Canada have had a reflective effect on the wheat and flour markets. This fact, too, is accelerated by large deliveries of grain of all kinds. As a result of the reports farmers see easier prices in sight and are rushing in their grain before a material drop occurs.

As a result of this the week has seen a drop of 20c in Ontario flours, following the decline in Manitobas a couple of weeks ago. Large oat supplies in Ontario have also caused a drop of 25c per bag, though Quebec markets are even a little firmer.

The decline in prices will probably materially increase export business. Already the year's exports in flour are above that of last year, and this week's decline will put matters on a still more favorable basis. Both Quebec and Ontario firms are shipping largely to Great Britain and are looking forward to increased business. The break in the canal bank at Cornwall on Tuesday, which will interrupt shipping for some time, will, unfortunately, affect Ontario shippers' business to some extent.

MONTREAL.

FLOUR—Royal Household and Glenora are now being quoted at $6.10 and $5.50, instead of $6.20 and $5.70. Other lines remain the same. The demand during the week has not been very brisk. "Hand to mouth" about expresses the condition of affairs during the past week.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 10
Glenora	5 50
Manitoba spring wheat patents	6 10
" strong bakers	5 50
Five Roses	6 10
Harvest Queen	5 50

ROLLED OATS—Oatmeal is easier, fine, standard and granulated now being quoted at $3. Rolled oats is a little stronger, the maximum price now being five cents ahead of last week's quotations for 80-lb. bags, but barrels are cheaper, now being quoted at $5.90. There has been little doing in this line during the week. The demand was slow.

Fine oatmeal, bags	3 00
Standard oatmeal, bags	3 00
Granulated " "	3 00
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 70
Rolled oats, 90-lb. bags	3 00
" 80-lb. bags	2 75 2 85
" bbls	5 85 5 10

FEED—No new features have developed in the feed trade. The past week has been an exceedingly dull one, demand having been very slow.

Ontario bran	23 00 24 0
Ontario shorts	25 00 27 00
Manitoba shorts	25 00 27 00
" bran	23 00
Moullie, milled	27 00 31 00
" straight grained	27 00 33 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—Dull markets and large supplies have provided for an easier feeling and a decline of 20c in Ontario wheat is noted this week. Manitoba grades remain at prices reached after the decline two weeks ago. The present basis permits of rather better export business being done. Prices now quoted are:

Manitoba Wheat.

90 per cent. patents	5 30
85 " "	5 00
Strong bakers	4 80

Winter Wheat.

Straight roller	3 70 3 80
atents	4 60
Blended	4 20

CEREALS—Manufacturers report fair business. Large supplies of oats from farmers at local points and an easy market have forced a decline in oatmeal of 25c per bag. Prices now stand as follows:

Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 60
atmeal, standard and granulated, in bags 98 lbs.	2 80

A VISITOR FROM AUSTRALIA.

President of Brisbane Grocers' Association in Canada This Week.

T. J. Barry, president of the Brisbane Grocers' Association, of Brisbane, Queensland, Australia, was in Toronto this week and called on several members of the trade. Mr. Barry is making a tour in different parts of the world studying trade conditions and also trade organization. He came from San Francisco to Chicago, after visiting Vancouver and Victoria, and goes from Toronto to Ottawa and Montreal, and finally to New York. Mr. Barry is quite enthusiastic over the success of the association movement in Brisbane.

"Yes, we have quite a comprehensive organization," he said, "not only composed of grocers, but with the different sections of trade organized in departments under a general secretary similar to your Retail Merchants' Association. The sections are strongly organized but the general body maintains a debt collector and also a list of deadhead customers."

"What do you think of the outlook for Australian raisins," Mr. Barry was asked.

"The business is steadily growing," was the reply, "and is bound in a few years to be a big feature. For some time scarcely any other raisins than the local stock have been sold in the country and their superiority is bound to give them a place. We are looking for large business in Canada.

"Our currants are coming to be favorably known also," said Mr. Barry, "and at present about half the local demand is supplied with Australian stock."

Mr. Barry was much pleased with Canada, on this his first trip and speaks with enthusiasm of the outlook for mutual trade development.

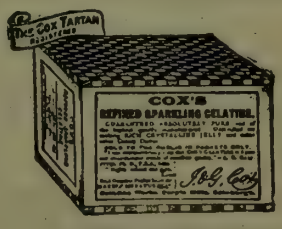
A. H. Brittain, Montreal, was calling on the trade in Toronto this week.

Made for "All-the-Time" Business

Mooney's Perfection Cream Sodas are no mere novelty of a day; but soda biscuits which have reached the top of the trade and will stay there by force of quality alone.

If you want to see how much enthusiastic approval can be called up by soda biscuits, just sell a few packages of Mooney's Perfection Cream Sodas.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

SOMETHING REGARDING GLUTEN.

Do you know anything about the nature of gluten? Well, spend ten minutes and find out—not all about it, but something about it. Obtain a heaping tablespoonful of white flour. Add a little water to it in a saucer and dough it into a compact ball. Turn on the tap in the sink and let the water drip from your hands as you roll the ball between your palms. The ball will grow less and less, and the water will be white with starch cells held in suspension. In ten minutes mor or less, the water will run clean and clear and you appear to have a nodule of yellow, firm vegetable gum, which you are tempted to call "pure" gluten. Become a gum chewer for once and keep a-chewing for a couple of hours. At the end of this time the quantity of gluten is less than when you took it from the hydrant. What has happened? You have simply mechanically crushed and broken the gummy mass, exposing the infinitesimally fine starch cells to the moisture of the mouth and the washing out of the raw insoluble starch has continued, just an extension of the sink washing process, with greater mechanical elaboration to expose the entangled starch cell. Now take the piece of gluten to an analytic chemist. When his report comes in you read "starch 15 or 18 or maybe 20 per cent., gluten 85, 82 or 80 per cent." and begin to appreciate for the first time what real gluten is.—Scientific American.

POT AND PEARL BARLEY
CALEDONIA MILLS
AND FEED
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed. Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

MEGS
NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

The Uniform High Grade Quality of
Ridgways TEA
will keep your customers and build up your tea trade. Our extensive advertising will create and maintain a steady demand, a demand in which you should participate.
CANADIAN OFFICE, - VANCOUVER, B.C.
Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

Canadian Agents.

Our Orange Chocolate Cream Bar

Has made a distinct hit with the Canadian public. It is a delicious confection, and being saleable at a popular price it is in demand everywhere. Grocers handling the line are making good profits.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

Agents:
Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Qu
W. C. Scott, 76 Queen St., Ottawa.

THE DOMINION WAFER CO.,

44 St. Vincent Street, MONTREAL

BISCUIT CUPS

A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.

Telephone Main 1310.

WHITE MOSS

has been regarded as the standard cocoanut on the Canadian market for years. This is solely because its many merits, which make it undoubtedly superior to all others.

Send in your order.

Canadian Cocoanut Co., = Montreal

For Summer Trade

You cannot stock up a line which will give your customers greater satisfaction, or yield you a better profit than

MACE'S
Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Popular price. In great demand.

Secure trial lot from

A. H. MACE & CO.

746 Notre Dame St. West, - MONTREAL

Canadian Strawberries

are now coming in freely. Can furnish you at lowest market price

Have to arrive this week

3 cars Florida Pineapples
4 cars Cuban Pineapples
5 cars 4 Basket Crate Tomatoes
2 cars California Fruit Peaches, Plums, Apricots
3 cars late Valencia Oranges
1 car Medit. Sweets
2 cars Watermelons
2 cars Bananas

Also lots of other goods. Send in your orders. They will be well looked after.

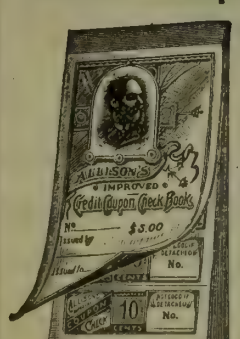
McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

A PIECE OF CHALK

Time was when a piece of chalk was the accountant's most approved instrument. When a charge was made it was "chalked up." When it was paid it was rubbed out—and there you are. Easy enough, but—

Allison Coupon Books



are just as simple. And ten thousand merchants in America and foreign countries consider them better.

Give them a trial. Begin in a small way if you like, but TRY THEM and see for yourself how much better they are than any other method of accounting.

The Plan:

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INDIANAPOLIS, IND.

FRUITS, VEGETABLES AND FISH

Canadian Fruits to the Fore—Cherries and Gooseberries—Imported Lines Coming in Freely—Vegetables and Fish in Good Demand.

The Canadian markets are now being devoted principally to handling Canadian fruits. The strawberry season is in full swing, and before consumers are yet accustomed to this first fruit cherries have made their appearance. A few cranberries are noted at some centres.

Imported peaches and plums are making a bid for popularity with the more staple orange and banana, and are going off fairly well. Fruit dealers report excellent business being done and believe that with the abnormal crop this year a new record will be established, despite the fact that numerous complaints of "hard times" were heard earlier in the year.

Vegetables and fish lines remain much as they have been for the past couple of weeks, and good business is being done.

MONTREAL.

GREEN FRUITS — The price of bananas remains close around $2. One house, which makes a specialty of bananas states that their trade is in advance of any previous year in this fruit. Cocoanuts have declined 50c, now being quoted at $4. Valencia oranges have advanced about $1.50. Canadian strawberries are coming down in price, now being quoted as low as 10c per basket. Apricots, peaches and plums have dropped 50c. in 4-basket crates. The week has been a fairly good one in the fruit trade.

Bananas, fine stalk	2 00	2 10
Cocoanuts, new, per bag		4 00
Lemons	1 25	3 00
Navel oranges	4 00	4 50
Porto Rico oranges, box		2 50
Valencia oranges	5 00	6 00
Pineapples case	3 00	3 25
Strawberries Maryland, qt		0 15
Strawberries, Canadian	0 10	0 12
Apples	3 75	6 00
Porrento oranges	2 50	2 75
Apricots, 4 basket crate	1 50	2 00
Peaches, " "	1 50	2 00
Plums, " "	2 00	2 50

VEGETABLES—The vegetable market has remained as constant during the last week as it has perhaps at any time during the past year. Practically no barrel cabbage is left on the market, and the price of the new has not altered since the last quotation. Florida tomatoes (crates) are very scarce, being pretty well off the market. There were a few big lots of potatoes sold last week at 80c on track, but in ordinary amounts Green Mountains are bringing $1 per bushel. There has been a very good demand during the week.

Parsley, per doz. bunches		0 35
Sage, per doz		0 60
Savory, per doz		0 60
Turnips, bag	0 75	0 90
Celery, doz	0 75	1 50
Watercress, large bunches, per doz		0 75
Spinach, bbl	3 00	3 25
Green peppers, crate		3 50
Boston hot house cucumbers, basket	2 50	3 00
California asparagus bunch	1 50	6 00
Potatoes, per bag	1 05	1 10
Sweet Potatoes basket		3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Texas tomatoes 4 basket crate	1 00	1 25
Tomatoes, hot house, per lb		0 30
Spanish onions, small crates	0 70	1 05
" large crates		3 00
Canadian onions, lb		0 03
Egyptian onions		0 02½
Boston lettuce, hot house, per doz		1 20
Radishes, doz		0 30
Canadian parsley, doz	0 25	0 35
Mushrooms, per lb		0 75
Horse radish, per lb		0 15
Beans, green, basket	3 25	4 50
French beans, wax	6 25	6 50
Egg plant, doz		2 50
California cauliflowers, per crate of 16		4 00
New cabbage, crate		2 25
Florida Celery crate	2 75	3 00
New potatoes green mountain, bg	0 80	1 00

FISH—The season for Gaspe salmon is now on, and the price is low. Halibut and haddock are in good demand. Pike and whitefish have advanced slightly, now being quoted at 7c and 10c respectively. Mackerel have advanced two cents since last quotation, now being quoted at 10c. Other lines remain the same as last week. The demand during the week was fair.

Fresh and Frozen Fish.

Brook trout, lb		0 20
Haddock, per lb		0 04
Fresh halibut		0 09
Mackerel, "		0 10
Dore, "		0 10
Steak cod		0 07
Pike, lb		0 07
Whitefish, lb	0 05	0 10
Flounders lb		0 08
Shad, each		0 25
Striped Bass, lb		0 12
B.C. salmon, lb		0 12
Qualla Salmon, lb		0 09
Gaspe Salmon		0 18
Lake trout		0 10
Smoked and Salted—		
Haddies, boxes, per lb	0 07	0 08
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 50
Strictly boneless pure cod, boxes	0 08	0 13
Boneless cod, 20 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb		0 04¾
English strip cod 30 lb boxes per lb		0 09
Cod bits, 3 lb boxes, per lb		0 07
Oysters and Lobsters—		
Malpeques, bbl		5 00
Standards, bulk, per imp. gal		1 50
Standards quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, large 1b		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The Toronto fruit warehouses are better able to handle business now that the summer fruit market is open. Of course it means that larger staffs must be employed, but the merchants are prepared for this and are calling in their travelers and buyers to held handle the goods and look after the welfare of customers. Canadian fruits now have the run. Strawberries of A1 quality are coming in from the Oakville district in large consignments and cherries from the Welland district, too, are being received. A few crates of imported raspberries were seen. These are retailing as high as 25 cents a quart. One basket of Canadian gooseberries from St. Catharines were regarded somewhat as a novelty. Prices of imported staple fruit have declined with the advent of California and Georgia fruits. Nearly every line has been reduced in price.

Oranges, Valencias, cases	4 50	4 75
" Bahamas	2 00	2 20
" Mediterranean sweets, box	3 50	4 00
" Paterno Ovals, "	2 00	2 25
" Blood, half boxes		2 00
Lemons, California, November cut	2 50	3 00
" Messinas, new crop	2 25	3 00
Bahamas, 80's, 96's, 112's, box	2 00	2 50
Apples, No. 1 winter fruit, fancy spies		5 00
" " " extra		5 50
" No. 2 "	2 25	3 00
Bananas Jamaicas, eights	1 50	1 75
" Jamaica firsts, per bunch	1 75	2 25
" jumbo bunches	2 00	2 25
Pineapples, Florida	2 75	3 50
" Cubans	2 50	3 50
Strawberries, qts., Canadian and imported		0 07
Rhubarb, Canadian per doz	0 15	0 25

Cocoanuts, per sack		4 50
Cherries, California, box		2 00
" Canadian, basket	1 25	1 50
Watermelons	0 40	0 45
Limes, per 100	1 25	1 50
Cantaloupes, California, crate		6 50
Grape fruit, Bahama, box	3 00	4 00
" California, box		4 00
" Florida, box	4 00	4 50
Apricots, California		1 50
Plums, "		1 50
Peaches, "		1 50
" Georgia	2 00	2 50

VEGETABLES—Prices generally remain firm and unchanged. Imported lines are slightly higher in the scarcer varieties, while Canadian vegetables are perhaps a few cents easier. Water cress and greens are coming in freely and are nice fresh stock.

Celery, Canadian, per doz	0 30	0 40
Lettuce, imported "	1 00	1 25
Lettuce, Canadian, doz	0 25	0 50
Cucumbers, Canadian, per doz		1 25
Cucumbers, Florida, per hamper		2 00
Tomatoes, Texas, per crate	0 90	1 10
Mushrooms, per lb		0 60
Radishes per doz., Canadian		0 30
Spinach, Canadian, bush	0 50	0 75
Asparagus, Canadian, per basket	1 75	2 00
Beets, dozen bch		0 75
Egg plant, case		3 00
Beans, wax, per hamper		2 00
" white "		1 75
" lima, per lb	0 06½	0 07
Peas, new, hamper		2 00
New Brunswick Delawares, per bag		1 00
Potatoes, Canadian, per bag		0 90
" new, bbl., Virginia	4 00	4 50
" new, Texas bush	1 25	1 50
" Bermudas, per bush		3 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 50
" per bag	1 45	1 5
" green, per doz., Canadian		0 15
" Egyptian, per sack	2 40	3 00
Cabbage, new, per crate		1 75
Carrots, new, imported, per doz. bunches	0 80	1 20
Parsley, per doz	0 20	0 40
Watercress, doz		0 [illegible]

FISH—Not much change is noted since a week ago. Mackerel is off and haddock has advanced a cent. Fresh lake herrings are coming in freely and all other lines of fresh and sea fish are in fair demand. Business is good and dealers are satisfied.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 09
Herring, medium, per lb		0 06
Whitefish, Lake Erie		0 10
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Halibut, fresh caught		0 10
Shredded cod per doz		0 90
Live lobsters		0 18
Bluefins, small white, per lb		0 07
Haddock, fresh		0 07
Lake Herrings, ½ bbl		3 00
Sturgeon, per lb	0 12	0 18
Salmon		0 16

TORONTO FRUIT MARKET OPEN.

The Toronto summer fruit market, in the old Great Western Railway station, at the foot of Yonge Street, reopened for the season on Monday last, June 22. The G. T. R. has enlarged and remodelled the old structure and treated it to liberal doses of paint and whitewash. The partitions have been removed and the interior now looks bright and airy. The commission men are pleased with the new arrangement and already all the floor space has been taken. The tracks will accommodate 16 cars at a time, and since the opening of the market they have been pretty fully occupied by loaded fruit cars. When the pavement approaches are completed the new market will present a smart, business-like appearance.

R. Stewart, formerly a Hamilton grocery traveler, who has been in Texas for some time for the benefit of his health, called at the Toronto office of The Grocer on Monday.

Fruit for Dominion Day

Prepare for your Town's Celebration by ordering a good assortment of

CALIFORNIA PEACHES PLUMS APRICOTS

CANADIAN STRAWBERRIES CHERRIES, ETC.

First arrival of New Verdelli Lemons. Several cars Bananas, Oranges, Pineapples, Tomatoes.

Your Order Solicited

WHITE & CO., Limited

Toronto and Hamilton

LOOK ON THE BOX

Verdellis If you see Now due

"ST. NICHOLAS" or "HOME GUARD"

Packed by FRANC TRACUZZI

You're in right

W. B. Stringer & Co., Sole Agents, Toronto

Seasonable Goods

Canadian Strawberries
Florida Water Melons
California Late Valencia Oranges
(Celebrated Golden Orange Brand)
Fancy Ripe Bananas
Texas and Canadian Ripe Tomatoes
Southern and Canadian Cabbage and Cucumbers

HUGH WALKER & SON

GUELPH, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

FOR SALE

FOR SALE—Grocery business in Cobalt, for cash. Cash turnover $60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont. (27)

ONE GENERAL STORE, consisting of dry goods, groceries, glassware, china, flour and feed, &c., hardware, hay and oats. Stock worth about $3,000. Size of building, 20 ft. by 48; lean-to building, 16 by 20; 6 rooms upstairs over store. Buildings worth between five and six hundred dollars if sold with stock. If buildings are sold separate the cost will be a little extra for buildings and situation. 1 cook stove, 1 coal stove, 1 box and 1 parlor stove. Size of lots, 40 ft. by 150, on Main Street in Tomstown. Three lots and a storehouse 24 by 30 ft. and 2 stables. Post office in connection. Apply Mrs. J. Clark, Tomstown, Ontario.

A BUSINESS FOR SALE in a prosperous town of about 2000 population; two railroads as convenience, one being direct to the Northwest. The town is about 60 miles north of Toronto. The best reasons for selling out. Yearly sales $9000 to $10,000 on a $2,500 stock. All further particulars on application. Address P. O. Box 288, Alliston, Ont. (28)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

SITUATIONS WANTED.

WANTED—Young man; well educated; five years experience in the grocery business, desires position as travelling representative with wholesale grocery, coffee or tea house; best of references as to character and ability. Address communications P.O. Box 188, Halifax, N.S.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf8)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

TRADE NOTES.

A liquidator has been appointed for the John Meldrum Grain & Produce Co., Montreal.

St. Arnaud & Gougeon, provision dealers, Montreal, have been registered.

Capt. James Adams, of Davidson-Hay Toronto, sails early in July for Great Britain. His friends wish him a pleasant holiday.

W. H. Dunn, Montreal, has been appointed eastern agent for Carr & Co., biscuit manufacturers, Carlisle, and will be offering these goods.

The Imperial Tobacco Co., Ltd., Montreal, has been incorporated, with a capital of $11,000,000, to manufacture and deal in tobaccos. The directors are S. D. Harris, C. G. Heward, E. G. T. Penny, A. E. Woodworth and Arthur Charters, all of Montreal.

Friends of Thomas Sonne, Sr., the awning man, Montreal, will be sorry to learn that he has suffered the loss of his brother, Charles N. Sonne, who was known to many Montreal business men among whom he moved as a valued employe of the Montreal Board of Trade, for which body he was engaged in soliciting members.

A most interesting little booklet has just been issued by Bovril, Ltd., Montreal, giving considerable information regarding Bovril and also recipes for its use at all times. There are a number of recipes contained therein which are of particular value to the housewife at this season. Any grocer desiring a supply will be forwarded as many as he wants on request, by applying to Bovril, Ltd., Montreal, and mentioning The Canadian Grocer.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

California Fruits **Watermelons**

THE DAWSON COMMISSION CO., TORONTO

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

Brunswick Brand Unequalled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

Sardines, Clams, Scallops, Herring in Tomato Sauce, Finnan Haddies and Kippered Herring

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

Connors Bros., Limited
Black's Harbor, N.B.

Dominion Fruit Exchange
52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE:
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday,
at 2 p.m.
Also every morning at eight o'clock during berry season.

WILSON'S FLY PADS

Are fast sellers during the summer months, and pay the retailer from 66 per cent. to 90 per cent., according to the quantity purchased.

ADVERTISED THROUGHOUT CANADA

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

FACTS ABOUT GROCERIES

Where Mocha Coffee Comes From—Something About Pistachio Nuts—Tea as a Medicine—Information for Grocers and Clerks.

Mocha Coffee.

The very best Mocha coffee is shipped from Aden, says a resident there. It comes on camels from the province of Yemen. It is raised by the natives, each family having a few bushes about the house, and producing only enough for home use and a little for trading. There are no big plantations and no coffee factories. The berries are gathered when ripe and dried in the sun. After this they are put up in bales and carried on camel back over the hills to this place. They are hulled between millstones turned by hand and are then winnowed and sorted for shipment. The latter work is done by the women, who look over each grain carefully and take out the bad ones. Labor is cheap, but the coffee has to go through many hands. It pays toll to the chiefs of the tribes who own the country through which it is carried, and as a result it must be sold at high prices. For this reason we have imitations of Mocha coffee from all parts of the world. During my stay on the plantations of Brazil I have seen them label bags of Mocha, and Guatemala and other coffees are sold under the same name. Just now they are bringing coffees from Ceylon and Java to Aden and transhipping them. They lie in the warehouses for a few weeks, and then go forth remarked and perhaps rebagged as Arabian Mocha.—Grocery.

About Pistachio Nuts.

These are the fruit of a kind of turpentine tree called by botanists pistachio vera, a native of Western Asia and much cultivated in the Greek Islands. The tree grows 10 to 30 feet high in several countries around the Mediterranean, also in Persia and Mexico. It is an evergreen, and has small flowers without petals, from which spring the oblong and pointed or olive-shaped droops, not unlike filberts in size and shape, and are known under various names as above. The kernel, of a bright greenish color, is very pleasant, rich and oily, and is covered with a yellowish or reddish outer husk or skin, but which splits into two halves when fully ripe. It loses much of its beauty in drying, but improves in flavor. It closely resembles a sweet almond to the taste. Pistachio kernels are mostly used as a dessert fruit, but also in French confectionery and in perfumery.

Tea As a Germicide.

It cannot be too well known that tea made in the ordinary way for table use is an excellent preventive of some of the diseases caused by germs, and is more especially recommended as a safeguard against the insidious and dangerous germs of typhoid. In an article recently published in a medical journal it is stated that even when water is properly sterilized, it may become infected afterwards and vessels once used for contaminated water are capable of transmitting infection for a long time, but tea seems to render chance contamination with typhoid bacillus harmless within a few hours. For these reasons army medical officers suggest cold tea as a substitute for water in soldiers' canteen bottles on actual service. In the article alluded to medical opinion is quoted that tea, properly made, is a harmless stimulant, and may be drunk continually without ill effect; a wide knowledge of the virtues of tea would undoubtedly make it a more popular beverage, for it is not only healthful and stimulating, but it is also very economical to use.

PASSED AWAY IN MONTREAL.

C. B. Knox, the Gelatine Manufacturer, Died on Holiday Trip.

C. B. Knox, the gelatine manufacturer, of Johnstown, N.Y., passed away at the Royal Victoria Hospital, Montreal, on Wednesday, June 17, after a brief illness.

Mr. Knox had passed through the city a couple of weeks before, when with two sons, he was on the way to the Laurentian Club in the north of the province, on a fishing expedition. While in the mountains he was taken seriously ill, and was brought back to the hospital, where he died. Mr. Knox had been ill for some time, but he had almost completely recovered, and was thought to be out of danger.

F. Creed, who represents F. F. Dalley Co., Hamilton, in the western provinces, has returned to the west after a short trip to headquarters. He called at the Winnipeg office of The Canadian Grocer last week.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

ATTENTION.
JOS. COTE, Importer of and Wholesale Dealer in Tobacco
QUEBEC
invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.
This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.
Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph: Phone 2097.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

IF INTERESTED IN STORE FIXTURES

IN VIEW OF PRESENT OR FUTURE NEEDS, BE SURE AND SEE OUR

WALKER BIN DISPLAY

AT

THE DOMINION FAIR, CALGARY

OUR REPRESENTATIVES IN ATTENDANCE WILL BE PLEASED TO SUBMIT DESIGNS, PLANS AND ESTIMATES FOR THE COMPLETE FURNISHING OF YOUR STORE.

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

Nothing Proves So Well

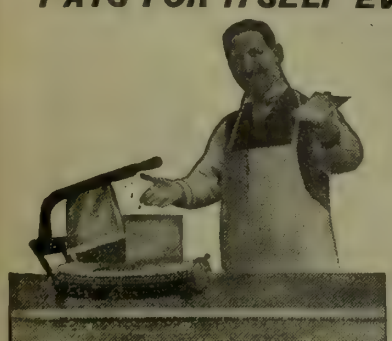
that you are thoroughly up-to-date, and that you handle first-class goods, as the fact that you handle

2 in 1 SHOE POLISH

Nowadays, when people want the best shoe polish, they invariably ask for **2 in 1.**

The F. F. DALLEY CO., Limited
HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA
18 and 20 Mary St.,
HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

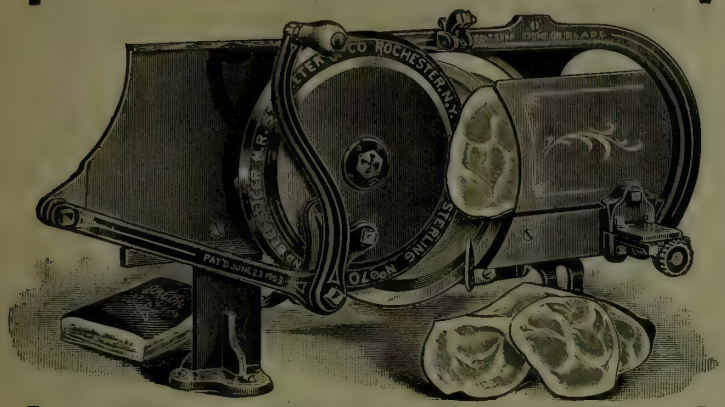
COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

The Ends of the Meat Will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. **Brantford**

CANADIAN AGENTS

NO. 70 MODEL

BEFORE YOU BUY A COMPUTING SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle **all** your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

GROCERS and BUTCHERS
At YOUR Service.

With the following special lines, discounts for cash or easy terms net.

THE TOLEDO AUTOMATIC SCALES
THE EUREKA REFRIGERATORS
THE CLIMAX CHEESE CUTTER
THE STERLING MEAT SLICER
THE CLIMAX AUTOMATIC SLICER
THE WESTERN CASH REGISTER

Office and Store Fixtures, Counters, Shelving, etc.
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

THE UPTON & REED SPECIALTY CO.
Phone Main 5399. **149 QUEEN ST. W., TORONTO, ONT.**

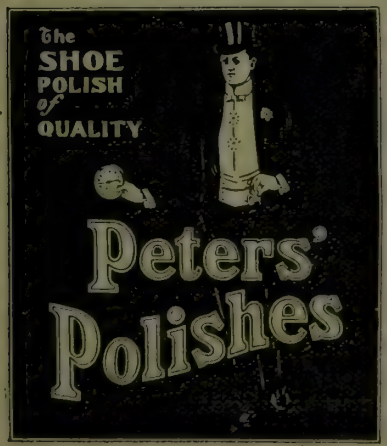
The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

HAVE YOU BOUGHT YOUR AWNING?

The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

YOU CAN SELL MORE CANNED GOODS IF YOU HANDLE

FARMER BRAND

It has that delicious quality which makes people like canned fruits and vegetables as well as they like the fresh, green article, because it is delivered fresh from our own fields as we direct. Wherever FARMER BRAND is offered to the public, the grocers who handle it are doing a much brisker business than the grocers who are handling other and inferior brands. Now is the time to make up your mind to keep well in the front of your competitors by handling only the real Farmer Brand--the brand which is perennially pleasing to particular people.

Every Can Perfect in Quality

The Farmers' Canning Co.
Limited

Bloomfield, - Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 26, 1908

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	12 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
1 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Roy l—Dime	$ 0 95
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 8 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 10
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 03
" 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz in case, per case, $3 60.
The King's Food, 2 doz. in case, per case, $3.
White Swan Barley Crisps, per doz., $1
White Swan Self rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz. $4 50
Perfection, ½-lb., per doz. 2 40
" ¼-lb., " 1 30
" 10c. size " 0 90
" 5-lb. tins per lb 0 37
Condensed cocoa, cream and sugar, doz 2 25
Soluble, bulk, per lb 0 18
" " " 0 15
London Pearl per lb 0 22
Special quotations for Cocoa in bbls., kegs, etc
Unsweetened Chocolate— Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes. 0 40
" ½-lb. " " 0 40

Sweet Chocolate—
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb. 0 33
Diamond, 7's, 12-lb. boxes, per lb. 0 24
" ½'s " " " 0 25
" 8's " " " 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—
Maple buds, 5-lb. boxes, lb. 0 33
Vanilla wafers, 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes, lb 0 28
" " 2's, nonpareils " 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks, box 1 35
Milk cakes, 5c. size, box 1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz.	$ .90
¼ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼s (for cooking), doz 0 90
Prepared cocoa, ¼'s 0 32
Prepared ½'s 0 30

Mott's breakfast cocoa, ¼'s 0 42
" " " ½'s 0 42
" No. 1 chocolate, ½'s 0 36
" Navy " ½'s 0 32
" Vanilla sticks, per gross 1 00
" Diamond chocolate, ½'s 0 25
" Plain choice chocolate liquors 0 34
" Sweet Chocolate Coatings 0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 43
Breakfast cocoa, 1-5, ¼, ½, 1 & 5-lb. tins	0 43
German Sweet chocolate, ¼ and ½-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	0	0 16
Special Shred	0 17	0	0 15
Ribbon	0 19	0	0 17
Macaroon	0 17	0	0 15
Desiccated	0 16	0	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 25	1 35
"Challenge" brand (4 doz)	4 30	1 10
Evaporated Cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 85
Reindeer" brand per case (4 doz.) 5 75

Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandeli n ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipt n's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

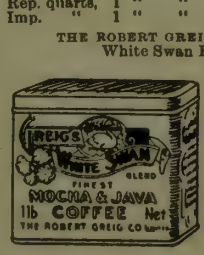
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb decorated tins, 32c. lb
Mo Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3 60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese —Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Requefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

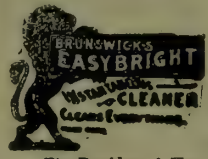
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 3½
500 books to 1000 books	3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

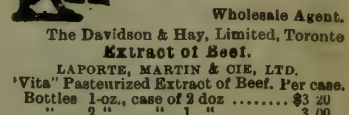
LAPORTE, MARTIN & CIE, LTD.

'Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.



Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz. $2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 35
" "	1-lb. tins		2 25
" "	groats	½-lb. tins	1 25
" "		1-lb. tins	2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERWOOD and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

... FOR ...

Picnics, Camping, Yachting

ETC.

BATGER'S

LIME JUICE CORDIAL

IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED
Montreal and Toronto

Are you from Missouri?

Do you need to be "shown"?

TRY

Our Own

"The 10 cent Soap for 5 cents"

We believe that a five-cent article should be THE BEST just as well as a twenty-five-cent article. A trial will "show you" OUR OWN is the BEST.

Made by

THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails ..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. jam) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

MacLaren Imperial Cheese Co., Limited.

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 9 10½	

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans .....per can	3 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz...	1	55
2-lb. " " ..	2	80
4-lb. tins, " ..	4	65
7-lb. " " ..	7	35
"Shredded"—		
1-lb. glass, doz.....	1	90
2-lb. " "	3	10
7-lb. tins, "	8	25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1	40
" ½-lb. tins ..... "	2	50
1-lb. tins ..... "	5	00
Durham 4-lb. jar.....per jar.	0	75
" 1-lb. jar..... "	0	25
F.D ½-lb. tins.....per doz.	0	85
" 1-lb. tins..... "	1	45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—

Minerva, qts. 12's ...	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0	90
Pint " 3 doz....	1	75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 50 1-lb. packages.....	$2	75	
No. 2, " 120 ½-lb. "	2	75	
No. 3, " {30 1-lb. " {60 ½-lb. " }.....	2	75	
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case	1	85	
5 cases.....	9	75	

"ROOM AT THE TOP"

ESTABLISHED 1879

An excellent motto for every professional or business man.

Innumerable by-paths promise temporary advantage, but they lead nowhere, except perhaps to disaster.

There was a place "at the top" for

WOOD'S COFFEES

and they stay there, because they have not deviated from the path of Purity and Uniformity in all the changes of Coffee production since the first step of their progress.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$ 0 10
" " black.....	"	15 30
Oriole soap.....	"	10 20
Glorioia soap.....	"	13 00
Straw hat polish.....	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$
No. 1 " " 8-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps.....	0 35½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

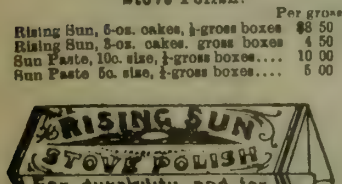
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 07½
Kegs, 100 lb.....	0 08
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb. ...	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn -	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "
Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ½ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ per lb.
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case....	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 75
20-lb " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 35	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " ½s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's.....	$0 20	$0 25
Blue Label, ½'s.....	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 13
Duchess, cases 60 lbs.....	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00

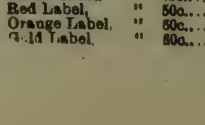
	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Go'd Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs., ½s....	0 30	0 40
" " ½s.....	....	0 32
" " ½s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

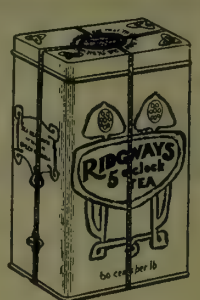


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c.....		0 22
Green Label. " 40c.....		0 30
Red Label, " 50c.....		0 35
Orange Label, " 60c.....		0 42
Gold Label. " 80c.....		0 55

RIDGWAY'S.

London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Comnt'y, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½'s.....	0 45	0 60
H M B., 1's and ½'s.....	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retal
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 16s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s....	0 15
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s, and 12s.....	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7½.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$13 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case .	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.		Barrels,	336 lbs.
"	224 "		Bags,	224 "
"	112 "		"	112 "
"	100 "		"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

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about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

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SALT nothing but **SALT**

Best brands, Best stocks,

Best attention and prompt shipments,

Prices as favorable as any

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have a few spot goods to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's Heavy Syrup
Squash 3's	
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "

Lawton Berries (light syrup) 2's

J. H. WETHEY, LIMITED

ST. CATHARINES, CANADA

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Merchants should recommend food products that are produced in CLEAN factories.